

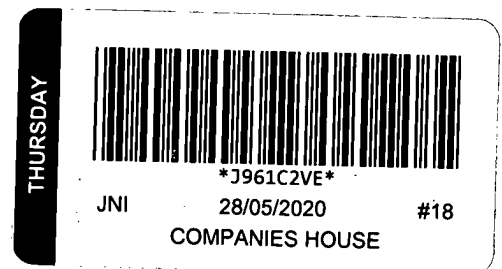


TotalMobile Limited

Annual report and financial statements

Year ended 31 December 2019

Company registration number: NI 018486



TotalMobile Limited

Annual report and financial statements

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TotalMobile Limited

Directors and other information

Directors	Mr J Darragh Mr G Adams Mr M Rogerson
Secretary	Mr G Adams
Registered office	Pilot Point 21 Clarendon Road Belfast BT1 3BG
Auditor	KPMG The Soloist Building 1 Lanyon Place Belfast BT1 3LP
Bankers	HSBC Bank plc 4 th Floor 5 Donegall Square South Belfast BT1 2BE
Solicitors	Pinsent Masons Belfast LLP Solicitors 1 Lanyon Place Belfast BT1 3LP
Company registration number	NI 018486

TotalMobile Limited

Chief Executive's statement

Introduction

2019 witnessed Totalmobile's transformation strategy come of age as the business grew to become the largest independent provider of Field Service Management Software in the UK. All target expectations were exceeded with the business delivering significant progress across all key areas lines of development including:

- Revenue Growth - Increasing YoY by 19% (to £12.9 million);
- Adjusted EBITDA Growth - Increasing YoY by 107% (to £3.1 million);
- Adjusted EBITDA Margin Growth - Increasing from 14% to 24%;
- Annual Recurring Revenues - Increasing to £8.6 million (67% of revenues);
- Enhancing the SaaS product proposition in advanced automation, IoT-enablement, AI and machine learning;
- Establishing a network of three Product Centres of Excellence and a central shared services centre across the UK;
- Further strengthening the leadership and management teams.

**Adjusted EBITDA of £3,102k is calculated as a profit before interest and tax (£580,001), depreciation (£100,603), non-recurring items (£792,855), share based payment charge (£1,124,660), bank charges (£2,522), and investor monitoring / board fees (£501,407).*

Revenues

Year on year revenues increased by 19% demonstrating the traction created through our deliberate actions to professionalize sales and marketing, enter the utilities and construction market and accelerate the advancements created in our technology through a stronger product management and development organisation.

2019 was the third year of the Company's SaaS Transition Programme which has been particularly successful with faster adoption across our customer base than anticipated. Recurring revenues increased from £6.3m in FY18 to £8.6m in FY19 (35%) following a combination of new business wins and SaaS conversions.

EBITDA performance mirrored the revenue success and increased by £1.5m from £1.5m in FY18 to £3.1m in FY19. An EBITDA margin of 24% was delivered (up from 14% in 2018).

Market overview

Totalmobile is uniquely positioned to further increase its share of the rapidly growing Field Service Management Market, which is estimated to be worth over £500 million in the UK, \$3.6 billion globally and which is growing at 14% CAGR. The total addressable market is expected to grow to \$6.1 billion by 2024.

Totalmobile's proposition is closely aligned to long-term digital transformation trends in its core markets. Both public and private sector organisations are demonstrating sustained commitment to investing in optimisation, automation, IoT and analytics solutions that enhance front-line services whilst delivering significant cost savings.

TotalMobile Limited

Chief Executive's statement *(continued)*

Market overview *(continued)*

Totalmobile's technology is also meeting their wider needs around harnessing data, compliance assurance, reducing carbon emissions and creating a positive employee experience for remote workers. Customers in this market have also been evidenced to prioritise software quality over price. This reflects their focus on maximising the gains that they can achieve, in areas such as cost, capacity, compliance and customer satisfaction, through the adoption of Field Service Management software.

Products and Solutions

Totalmobile's innovative SaaS software is key to competitive advantage across the vertical markets it serves. It has a proven track record of generating transformational ROI and is the result of over 300 combined years of product development. During 2019 the business made great strides in further enhancing functionality and usability across its comprehensive suite of SaaS field service management tools.

Mobilise, Totalmobile's mobile workforce management product, remains the cornerstone of the company's success, with customers taking advantage of its range of innovative capabilities to modernise workflows and increase the efficiency of their remote workers. The flexibility of the solution continues to generate high number new opportunities with existing customers and prospects alike.

Totalmobile also saw significant adoption of Optimise in 2019, the dynamic scheduling solution that enables organisations to more efficiently schedule their workforce to demand. The business completed its first deployment of Optimise within the Health and Social Care sector, and it anticipates this will be an area of strong growth over the next 12 months and beyond.

The introduction of Connect into the product stack generated a diverse range of new revenue opportunities in the Housing and Property market. The powerful and user-friendly cloud-based job management solution is widely viewed as the leading product in this sector. Totalmobile is also seeing increased demand for the product in other verticals, including facilities management and utilities.

With the addition of Sense (an IoT-based job creation platform) and Insight (a business analytics solution) to the product suite in 2019, Totalmobile's customers can now incorporate connected devices and business intelligence tools into their field service transformation journey.

The business' innovation hub 'Total Labs' continued to maintain a strong product roadmap focused on supporting customer demand for increased process automation, advanced analytics, IoT sensors and seamless integration with back office systems. Totalmobile also further integrated its Optimise (scheduling) and Connect (job management) products, providing customers with the ability to dynamically re-plan resources and work based on real-time task information captured in the field.

During the year the business released several new products including CareLink, which provides enhanced access to information and more efficient scheduling to help Social Care teams manage referrals and service user plans. This product has enabled an improvement in the deliver of Reablement and Home Care services, enabling patients to remain in the community and reducing the pressure on acute health settings.

Totalmobile's first service-user solution 'Mood Diary App' was also released in 2019. It enables patients to record their mood, factors affecting their feelings and any support they have received via their mobile device. The software helps clinicians be more informed about a patient's mental wellbeing and is closely aligned with NHS Mental Health Trusts in England's Zero Suicide Programme. This product has provided patients with improved support plans, while also empowering clinical staff with enhanced information, that aids them in the delivery of mental health services.

TotalMobile Limited

Chief Executive's statement *(continued)*

Opportunities

There are fundamental long-term drivers of demand that Totalmobile is well positioned to support. Field-based working is growing exponentially, driven by an increasingly 24-7 service-led society. Front-line workers are widely viewed as an organisations' most important asset as they are central to delivering crucial services, meeting targets and engaging key stakeholders.

Consequently, many sectors see field service management as a digital transformation priority, as supporting these employees with a 'patchwork quilt' of non-specialist systems and technologies is harming productivity, service quality, compliance and job satisfaction.

Totalmobile's field service management technology is proven to unlock transformative benefits for organisations across five essential areas:

- Capacity = Delivering 80,000 more jobs per day
- Cost = Achieving £90 million of cost savings per annum
- Compliance = Securing a 43% reduction in missed work
- Customer satisfaction = Ensuring a 33% increase across metrics
- CSR/Community = Driving a 15% reduction in carbon emissions

The business' advanced proposition is capable of meeting the challenges customers face regarding the increasing complexity of field work. There is a growing requirement to enable field workers to access and capture real-time technical and context rich information via mobile devices. Compliance and efficiency challenges mean that inadequate legacy systems and approaches are becoming a critical risk factor for many organisations.

Organisations are also increasingly focusing on effective employee engagement, supporting workforce well-being and using data to improve the speed and quality of decision making. These are all areas that are supported by Totalmobile and is making the businesses' product highly differentiated and compelling.

Totalmobile's long track record and superior technology solutions is seeing the company build and maintain an impressive enterprise-level customer base, with low churn and high levels of endorsements and referrals. It benefits from deep C-suite relationships and is viewed as an embedded strategic partner helping deliver business critical transformation and substantial, sustainable ROI.

This is ensuring Totalmobile achieves significant recognition and penetration across a diverse range of verticals, each looking for SaaS software to improve services, optimise them for efficiency and support employee well-being.

Risks

Totalmobile's proven resilience is underpinned by a strong recurring revenue profile that makes the business highly cash generative. It also operates across a diverse range of sectors with long-term strategic drivers of demand.

The business' leadership position is protected by significant barriers to entry, with competitors unable to match the technology infrastructure, breadth and depth of capabilities, subject matter expertise and track record of delivery that Totalmobile has accumulated over 30 years.


The business is also well placed to weather the global economic headwinds created by the outbreak of Coronavirus (COVID-19). Whilst the full impact is unknown, as an agile SaaS technology business Totalmobile can maintain systems remotely and employees are able to work from home with no impact on service levels for customers.

TotalMobile Limited

Chief Executive's statement *(continued)*

It is anticipated that, despite the potential scale of disruption, the underlying rationale and commitment to digitalise, mobilise and optimise field service processes remains, and there is firm long-term commitment to digital transformation across Totalmobile's verticals.

On behalf of the board

A handwritten signature in black ink, appearing to be 'J Darragh', written in a cursive style.

Mr J Darragh
Chief Executive

20 May 2020

TotalMobile Limited

Directors' report

The directors present their report and financial statements for the year ended 31 December 2019.

Dividends

The directors did not recommend a dividend (2018: £Nil).

Research and development

The research and development expenditure incurred in the year of £Nil (2018: £245,000) relates to the enhancement of existing core products.

Directors

The directors who held office during the year were:

Mr J Darragh
Mr G Adams
Mr M Rogerson (appointed 23 January 2019)

Political contributions

The Company made no political contributions nor incurred any political expenditure in the year ended 31 December 2019 (2018: £Nil).

Future developments

The directors consider that the market for the Company's mobile workforce solutions exceeds one billion pounds and the Company is therefore well placed to grow organically in Local Government (particularly Social Care), Health, Infrastructure and Utilities, Facilities Management, Transport and Logistics, and Property. Our investment partners, Horizon Capital LLP, provides access to significant capital and enables us to add acquisitions providing strategic fit and an opportunity to increase revenues and improve EBITDA margin further.

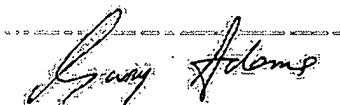
Disclosure of information to auditors

The directors who held office at the date of approval of this directors' report confirm that, so far as they are each aware, there is no relevant audit information of which the Company's auditors are unaware; and each director has taken all the steps that he ought to have taken as a director to make himself aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

Auditors

Pursuant to Section 487 of the Companies Act 2006, the auditors will be deemed to be reappointed and KPMG will therefore continue in office.

On behalf of the board



Mr G Adams
Secretary

20 May 2020

Pilot Point
21 Clarendon Road
Belfast
BT1 3BG

TotalMobile Limited

Strategic report

Business review

Principal activities

The Company's principal activities during the year were that of the sale of computer software and related products and services

Review of business

With a focus on a SaaS and subscription model, expanding our business organically and investing in the capabilities of our product platform, the Company delivered positive results in 2019. We have increased our revenues by 19%.

Key performance indicators

The key performance indicators for the Company are highlighted in the table below:

	FY19	FY18	Year on year change
Revenue	£12,883k	£10,813k	19%
Recurring revenues	£8,584k	£6,348k	35%
Adjusted EBITDA*	£3,102k	£1,497k	107%
Adjusted EBITDA Margin	24%	14%	10%

**Adjusted EBITDA of £3,102k is calculated as a profit before interest and tax (£580,001), depreciation (£100,603), non-recurring items (£792,855), share based payment charge (£1,124,660), bank charges (£2,522), and investor monitoring / board fees (£501,407).*

Principal risks and uncertainties

The management of the business and the execution of the Company's strategy are subject to a number of risks. The principal risk factors affecting the Company's business are outlined below – these are not all within the Company's control and other factors besides those listed may also affect our business.

Project delivery risk

The success of the Company's business is dependent in part on the successful implementation of projects within budget, cost and specification. The delivery of these projects is subject to certain technical, commercial, legal, contractor and economic risks. The Company seeks to minimise this risk through the use of formal project implementation methodologies, allocation of trained and experienced personnel and proactive project management.

Strategic and operational risks

- The nature and speed of market changes occurring as a result of the UK Government's agenda for change and increased efficiencies in local government.
- Market changes towards shared customer and management services.
- Customer consolidation.

TotalMobile Limited

Strategic report *(continued)*

Business review *(continued)*

Financial risks

The Company's activities expose it to a number of financial risks including costs, the nature of commercial contracts, exchange rates and insurances. The Company's financial instruments comprise borrowings, cash and other items, such as trade debtors and creditors arising from operations. The main risks arising from these financial instruments are credit risk, liquidity risk and foreign exchange risk.

The board reviews and agrees policies for the prudent management of these financial risks as follows:

Credit risk

This is the risk that a counterparty will default on its contractual obligations resulting in a financial loss to the Company. The Company's principal financial assets are trade and other receivables and bank balances. The Company's credit risk attributable to its trade receivables is limited as the greater majority of the Company's customers are government bodies. The credit risk on bank balances is limited because the counterparties to these assets are highly rated financial institutions.

The amounts presented in the balance sheet are net of allowances for doubtful receivables. The Company has no significant concentration of credit risk, with exposure widely spread over a large number of customers.

Liquidity risk

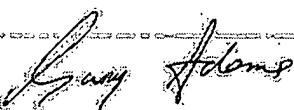
The Company's objective is to maintain a balance and continuity of funding and flexibility through the use of bank overdrafts and longer-term bank facilities.

The Company has strong operating cash inflows and has focused efforts on managing its working capital.

Covid-19

The Company has considered the potential impacts of the Covid-19 virus on the operations of the business and based on the actions taken to mitigate the risk, the current financial position and the continued support of its parent company it is satisfied that the current situation does not impact on the use of the going concern assumption in the preparation of the financial statements.

On behalf of the board



Mr G Adams
Secretary

20 May 2020

TotalMobile Limited

Statement of directors' responsibilities in respect of the strategic report, the directors' report and the financial statements

The directors are responsible for preparing the directors' report, the strategic report and the financial statements in accordance with applicable law and regulations.

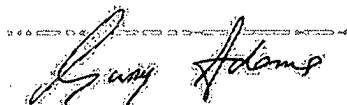
Company law requires the directors to prepare financial statements for each financial year. Under that law they have elected to prepare the financial statements in accordance with FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland.

Under Company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Company and of the profit or loss of the Company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- assess the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern; and
- use the going concern basis of accounting unless they either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are responsible for such internal controls as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error, and have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the Company and to prevent and detect fraud and other irregularities.

On behalf of the board



Mr G Adams
Secretary

20 May 2020



KPMG
Audit
The Soloist Building
1 Lanyon Place
Belfast BT1 3LP
Northern Ireland

Independent auditor's report to the members of TotalMobile Limited

Report on the audit of the financial statements

Opinion

We have audited the financial statements of TotalMobile Limited ('the Company') for the year ended 31 December 2019 set out on pages 13 to 31, which comprise the profit and loss account and other comprehensive income, the balance sheet, the statement of changes in equity and related notes, including the summary of significant accounting policies set out in note 1. The financial reporting framework that has been applied in their preparation is UK Law and FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland.

In our opinion, the accompanying financial statements:

- give a true and fair view of the state of the Company's affairs as at 31 December 2019 and of its profit for the year then ended;
- have been properly prepared in accordance with FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland; and
- have been properly prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the Company in accordance with ethical requirements that are relevant to our audit of financial statements in the UK, including the Financial Reporting Council (FRC)'s Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

We have nothing to report on going concern

The directors have prepared the financial statements on the going concern basis as they do not intend to liquidate the Company or to cease its operations, and as they have concluded that the Company's financial position means that this is realistic. They have also concluded that there are no material uncertainties that could have cast significant doubt over its ability to continue as a going concern for at least a year from the date of approval of the financial statements ("the going concern period").

We are required to report to you if we have concluded that the use of the going concern basis of accounting is inappropriate or there is an undisclosed material uncertainty that may cast significant doubt over the use of that basis for a period of at least a year from the date of approval of the financial statements. In our evaluation of the directors' conclusions, we considered the inherent risks to the company's business model, including the impact of Brexit, and analysed how those risks might affect the company's financial resources or ability to continue operations over the going concern period. We have nothing to report in these respects.

However, as we cannot predict all future events or conditions and as subsequent events may result in outcomes that are inconsistent with judgements that were reasonable at the time they were made, the absence of reference to a material uncertainty in this auditor's report is not a guarantee that the Company will continue in operation.

Other information

The directors are responsible for the other information presented in the annual report together with the financial statements. The other information comprises the information included in the strategic report, the directors' report and the Chief Executive's statement. The financial statements and our auditor's report thereon do not comprise part of the other information. Our opinion on the financial statements does not cover the other information and, accordingly, we do not express an audit opinion or, except as explicitly stated below, any form of assurance conclusion thereon.



Independent auditor's report to the members of TotalMobile Limited (*continued*)

Report on the audit of the financial statements (*continued*)

Our responsibility is to read the other information and, in doing so, consider whether, based on our financial statements audit work, the information therein is materially misstated or inconsistent with the financial statements or our audit knowledge. Based solely on that work we have not identified material misstatements in the other information.

Based solely on our work on the other information;

- we have not identified material misstatements in the directors report or the strategic report;
- in our opinion, the information given in the directors' report and the strategic report is consistent with the financial statements;
- in our opinion, the directors' report and the strategic report have been prepared in accordance with the Companies Act 2006.

Matters on which we are required to report by exception

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

We have nothing to report in these respects.

Respective responsibilities and restrictions on use

Responsibilities of directors for the financial statements

As explained more fully in the directors' responsibilities statement set out on page 9, the directors are responsible for: the preparation of the financial statements including being satisfied that they give a true and fair view; such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error; assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern; and using the going concern basis of accounting unless they either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A fuller description of our responsibilities is provided on the FRC's website at www.frc.org.uk/auditorsresponsibilities.



Independent auditor's report to the members of TotalMobile Limited (*continued*)

Respective responsibilities and restrictions on use (*continued*)

The purpose of our audit work and to whom we owe our responsibilities

Our report is made solely to the Company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the Company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Company and the Company's members, as a body, for our audit work, for this report, or for the opinions we have formed.

John Poole (Senior Statutory Auditor)
for and on behalf of KPMG, Statutory Auditor
The Soloist Building
1 Lanyon Place
Belfast
BT1 3LP

20 May 2020

TotalMobile Limited

Profit and loss account and other comprehensive income as at year ended 31 December 2019

	Note	2019 £	2018 £
Turnover	2	12,882,967	10,812,577
Cost of sales		(2,555,291)	(1,961,879)
		<hr/>	<hr/>
Gross profit		10,327,676	8,850,698
Operating expenses		(9,853,017)	(8,751,035)
Other operating income	3	107,864	112,411
		<hr/>	<hr/>
Operating profit		582,523	212,074
Interest payable and similar expenses	7	(2,522)	(5,736)
Interest receivable and similar income	7	10,037	-
		<hr/>	<hr/>
Profit before taxation		590,038	206,338
Tax on profit	8	(224,906)	45,007
		<hr/>	<hr/>
Profit for the financial year		365,132	251,345
Other comprehensive income		-	-
		<hr/>	<hr/>
Total comprehensive income for the year		365,132	251,345
		<hr/> <hr/>	<hr/> <hr/>

All reported profits arise from continuing operations.

The notes on pages 16 to 31 form part of these financial statements.

TotalMobile Limited

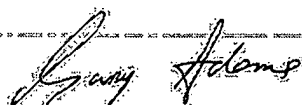
Balance sheet

as at 31 December 2019

	Note	2019 £	2019 £	2018 £	2018 £
Fixed assets					
Tangible assets	9		277,309		150,792
			<hr/>		<hr/>
			277,309		150,792
Current assets					
Debtors	10	12,335,367		10,359,232	
Cash at bank and in hand		2,180,450		384,225	
		<hr/>		<hr/>	
		14,515,817		10,743,457	
Creditors: amounts falling due within one year	11	(8,602,822)		(5,069,077)	
		<hr/>		<hr/>	
Net current assets			5,912,995		5,674,380
			<hr/>		<hr/>
Total assets less current liabilities			6,190,304		5,825,172
			<hr/>		<hr/>
Net assets			6,190,304		5,825,172
			<hr/>		<hr/>
Capital and reserves					
Called up share capital	12		27,292		27,292
Share premium account			1,146		1,146
Capital redemption reserve			25,000		25,000
Profit and loss account			6,136,866		5,771,734
			<hr/>		<hr/>
Shareholders' funds			6,190,304		5,825,172
			<hr/>		<hr/>

These financial statements were approved by the board of directors on 20 May 2020.

On behalf of the board



Mr G Adams
Director

Company registration number: NI018486

The notes on pages 16 to 31 form part of these financial statements.

TotalMobile Limited

Statement of changes in equity for year ended 31 December 2019

	Called up share capital £	Share premium account £	Capital redemption reserve £	Profit and loss account £	Total equity £
Balance at 1 January 2018	27,292	1,146	25,000	5,520,389	5,573,827
Total comprehensive income for the year					
Profit or loss	-	-	-	251,345	251,345
Other comprehensive income	-	-	-	-	-
Total comprehensive income for the year	-	-	-	251,345	251,345
Balance at 31 December 2018	27,292	1,146	25,000	5,771,734	5,825,172
Balance at 1 January 2019	27,292	1,146	25,000	5,771,734	5,825,172
Total comprehensive income for the year					
Profit or loss	-	-	-	365,132	365,132
Other comprehensive income	-	-	-	-	-
Total comprehensive income for the year	-	-	-	365,132	365,132
Balance at 31 December 2019	27,292	1,146	25,000	6,136,866	6,190,304

The notes on pages 16 to 31 form part of these financial statements.

TotalMobile Limited

Notes

forming part of the financial statements

1 Accounting policies

TotalMobile Limited (the "Company") is a private company incorporated, domiciled and registered in Northern Ireland. The registered number is NI018486 and the registered address is Pilot Point, 21 Clarendon Road, Belfast, BT1 3BG.

These financial statements were prepared in accordance with Financial Reporting Standard 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* ("FRS 102"). The presentation currency of these financial statements is sterling.

The Company's ultimate parent undertaking, Cobra Topco Limited includes the Company in its consolidated financial statements. The consolidated financial statements of Cobra Topco Limited are prepared in accordance with FRS102 and are available to the public and may be obtained from Pilot Point, 21 Clarendon Road, Belfast, BT1 3BG. In these financial statements, the Company is considered to be a qualifying entity (for the purposes of this FRS) and has applied the exemptions available under FRS 102 in respect of the following disclosures:

- Reconciliation of the number of shares outstanding from the beginning to end of the period;
- Cash Flow Statement and related notes; and
- Key Management Personnel Compensation.

The accounting policies set out below have, unless otherwise stated, been applied consistently to all periods presented in these financial statements.

In these financial statements, the Company has changed its accounting policy in respect of research and development costs. This change in accounting policy has been implemented to ensure that the value of development work performed is represented appropriately in the financial statements. The change in accounting policy has had no impact on these financial statements.

The directors do not consider there to be any key judgements in the application of these accounting policies that have significant effect on the financial statements and estimates with a significant risk of material adjustment in the next year.

1.1 Measurement convention

The financial statements are prepared on the historical cost basis.

1.2 Going concern

The Company's business activities, together with the factors likely to affect its future development, performance and position are set out in the Strategic report. As a consequence, the directors believe that the Company is well placed to manage its business risks successfully.

As set out in the strategic report, the company has considered the potential impacts of the Covid-19 virus on the operations of the business and based on the actions taken to mitigate the risk, the current financial position and the continued support of its parent company it is satisfied that the current situation does not impact on the use of the going concern assumption in the preparation of the financial statements.

The directors have a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the annual financial statements.

TotalMobile Limited

Notes *(continued)*

1 Accounting policies *(continued)*

1.3 Foreign currency

Transactions in foreign currencies are translated to the Company's functional currency at the foreign exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are retranslated to the functional currency at the foreign exchange rate ruling at that date. Foreign exchange differences arising on translation are recognised in the profit and loss account.

1.4 Basic financial instruments

Trade and other debtors/creditors

Trade and other debtors are recognised initially at transaction price less attributable transaction costs. Trade and other creditors are recognised initially at transaction price plus attributable transaction costs. Subsequent to initial recognition they are measured at amortised cost using the effective interest method, less any impairment losses in the case of trade debtors. If the arrangement constitutes a financing transaction, for example if payment is deferred beyond normal business terms, then it is measured at the present value of future payments discounted at a market rate of instrument for a similar debt instrument.

Interest-bearing borrowings

Interest-bearing borrowings are recognised initially at fair value less attributable transaction costs. Subsequent to initial recognition, interest-bearing borrowings are stated at amortised cost using the effective interest method, less any impairment losses.

1.5 Other financial instruments

Other financial instruments not meeting the definition of Basic Financial Instruments are recognised initially at fair value. Subsequent to initial recognition other financial instruments are measured at fair value with changes recognised in profit or loss.

1.6 Tangible fixed assets

Tangible fixed assets are stated at cost less accumulated depreciation and accumulated impairment losses. Where parts of an item of tangible fixed assets have different useful lives, they are accounted for as separate items of tangible fixed assets, for example land is treated separately from buildings. The Company assess at each reporting date whether tangible fixed assets are impaired.

Depreciation is charged to the profit and loss account on a straight-line basis over the estimated useful lives of each part of an item of tangible fixed assets. Leased assets are depreciated over the shorter of the lease term and their useful lives. Land is not depreciated. The estimated useful lives are as follows:

- Leasehold improvements - life of lease
- Fixtures and fittings - 20% per annum straight line
- Computer equipment - 33 1/3% per annum straight line

TotalMobile Limited

Notes (continued)

1 Accounting policies (continued)

1.6 Tangible fixed assets (continued)

Depreciation methods, useful lives and residual values are reviewed if there is an indication of a significant change since last annual reporting date in the pattern by which the Company expects to consume an asset's future economic benefits.

1.7 Intangible assets

Research and development

Expenditure on research activities undertaken with the prospect of gaining new technical knowledge and understanding is recognised in profit or loss as an expense as incurred.

Expenditure on development activities, whereby research findings are applied to a plan or design for the production of new or substantially improved products and processes, is capitalised only if development costs can be measured reliably, the product or process is technically and commercially feasible, future economic benefits are probable and the Group intends to and has sufficient resources to complete development and to use or sell the asset.

The expenditure capitalised in respect of software assets includes the cost of direct labour which is directly attributable to preparing the asset for its intended use. Other development expenditure is recognised through profit and loss as an expense as incurred. Capitalised development expenditure is measured at cost less accumulated amortisation and impairment losses. Intangible assets are amortised based on the cost of the asset less its residual value. Amortisation is charged to the income statement on a straight-line basis over the estimated useful life of the intangible asset, from the date the asset is available for use as follows:

Developed software	20% - 50%
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Amortisation methods, useful lives and residual values are reviewed at each reporting date and adjusted if appropriate.

1.8 Government grants

Government grants are included within accruals and deferred income in the balance sheet and credited to the profit and loss account over the expected useful lives of the assets to which they relate or in periods in which the related costs are incurred.

1.9 Impairment excluding stocks and deferred tax assets

Financial assets (including trade and other debtors)

A financial asset not carried at fair value through profit or loss is assessed at each reporting date to determine whether there is objective evidence that it is impaired. A financial asset is impaired if objective evidence indicates that a loss event has occurred after the initial recognition of the asset, and that the loss event had a negative effect on the estimated future cash flows of that asset that can be estimated reliably.

An impairment loss in respect of a financial asset measured at amortised cost is calculated as the difference between its carrying amount and the present value of the estimated future cash flows discounted at the asset's original effective interest rate.

TotalMobile Limited

Notes *(continued)*

1 Accounting policies *(continued)*

1.9 Impairment excluding stocks and deferred tax assets *(continued)*

Financial assets (including trade and other debtors) (continued)

For financial instruments measured at cost less impairment an impairment is calculated as the difference between its carrying amount and the best estimate of the amount that the Company would receive for the asset if it were to be sold at the reporting date. Interest on the impaired asset continues to be recognised through the unwinding of the discount. Impairment losses are recognised in profit or loss. When a subsequent event causes the amount of impairment loss to decrease, the decrease in impairment loss is reversed through profit or loss.

Non-financial assets

The carrying amounts of the Company's non-financial assets, other than deferred tax assets, are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated. The recoverable amount of an asset or cash-generating unit is the greater of its value in use and its fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. For the purpose of impairment testing, assets that cannot be tested individually are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or groups of assets (the "cash-generating unit").

An impairment loss is recognised if the carrying amount of an asset or its CGU exceeds its estimated recoverable amount. Impairment losses are recognised in profit or loss. Impairment losses recognised in respect of CGUs are allocated first to reduce the carrying amount of any goodwill allocated to the units, and then to reduce the carrying amounts of the other assets in the unit (group of units) on a pro rata basis.

An impairment loss is reversed if and only if the reasons for the impairment have ceased to apply.

Impairment losses recognised in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

1.10 Employee benefits

Defined contribution plans and other long term employee benefits

A defined contribution plan is a post-employment benefit plan under which the Company pays fixed contributions into a separate entity and will have no legal or constructive obligation to pay further amounts. Obligations for contributions to defined contribution pension plans are recognised as an expense in the profit and loss account in the periods during which services are rendered by employees.

TotalMobile Limited

Notes *(continued)*

1 Accounting policies *(continued)*

1.10 Employee benefits *(continued)*

Share based payment transactions

Share-based payment arrangements in which the Company receives goods or services as consideration for its own equity instruments are accounted for as equity-settled share-based payment transactions, regardless of how the equity instruments are obtained by the Company.

Where the Company is part of a group share-based payment plan, it recognises and measures its share-based payment expense on the basis of a reasonable allocation of the expense recognised for the Group. The basis of such allocation is consistent with the charge recognised by the Group.

1.11 Provisions

A provision is recognised in the balance sheet when the Company has a present legal or constructive obligation as a result of a past event, that can be reliably measured and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are recognised at the best estimate of the amount required to settle the obligation at the reporting date.

1.12 Turnover

Revenue comprises the fair value of the sale of goods and services to external customers net of value added tax, volume and promotional rebates, allowances and discounts. Revenue is recorded when the collection of the amount is reasonably assured and when specific criteria have been met as detailed below. On contracts involving a combination of products and services, revenue is recognised separately on each deliverable in accordance with the policy below.

Revenue from perpetual software sales is recognised upon delivery to the customer where there are no significant vendor obligations remaining following delivery, and the collection of the resulting receivable is considered probable. In instances where significant vendor obligations exist beyond the point of delivery and implementation, revenue recognition is delayed until the obligations have been satisfied.

Revenue from software subscriptions is recognised over the period to which the contracted service relates.

Revenue from associated professional services, such as implementation services, training and consultancy, is recognised when the services are performed, where the period over which the services are delivered is short and no significant vendor obligations exist beyond the point of customer acceptance. Where significant vendor obligations exist beyond the point of customer acceptance then revenue in respect of professional services is recognised over the life of the contract.

Revenue from software maintenance and support contracts is recognised over the period to which the contract relates. Costs associated with these contracts are capitalised within prepayments and recognised as an expense consistent with the transfer of the related goods or services to the customer over the life of the initial term of the contract.

TotalMobile Limited

Notes *(continued)*

1 Accounting policies *(continued)*

1.13 Expenses

Operating lease

Payments (excluding costs for services and insurance) made under operating leases are recognised in the profit and loss account on a straight-line basis over the term of the lease. Lease incentives received are recognised in profit and loss over the term of the lease as an integral part of the total lease expense.

Interest receivable and Interest payable

Interest payable and similar charges include interest payable and net foreign exchange losses that are recognised in the profit and loss account (see foreign currency accounting policy). Other interest receivable and similar income include interest receivable on funds invested and net foreign exchange gains. Interest income and interest payable are recognised in profit or loss as they accrue, using the effective interest method. Foreign currency gains and losses are reported on a net basis.

1.14 Taxation

Tax on the profit or loss for the year comprises current and deferred tax. Tax is recognised in the profit and loss account except to the extent that it relates to items recognised directly in equity or other comprehensive income, in which case it is recognised directly in equity or other comprehensive income.

Current tax is the expected tax payable or receivable on the taxable income or loss for the year, using tax rates enacted or substantively enacted at the balance sheet date, and any adjustment to tax payable in respect of previous years.

Deferred tax is provided on timing differences which arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in the financial statements. The following timing differences are not provided for: differences between accumulated depreciation and tax allowances for the cost of a fixed asset if and when all conditions for retaining the tax allowances have been met to the extent that it is not probable that they will reverse in the foreseeable future. Deferred tax is not recognised on permanent differences arising because certain types of income or expense are non-taxable or are disallowable for tax or because certain tax charges or allowances are greater or smaller than the corresponding income or expense.

Deferred tax is measured at the tax rate that is expected to apply to the reversal of the related difference, using tax rates enacted or substantively enacted at the balance sheet date.

Unrelieved tax losses and other deferred tax assets are recognised only to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits.

TotalMobile Limited

Notes (continued)

2 Turnover	2019	2018
	£	£
<i>By geographical market:</i>		
United Kingdom	12,604,883	10,584,642
Republic of Ireland	137,844	135,245
USA and Canada	57,595	64,946
Europe	82,645	27,744
	<hr/>	<hr/>
	12,882,967	10,812,577
	<hr/> <hr/>	<hr/> <hr/>

The directors consider that the disclosure of revenue by activity to be prejudicial to the interests of the Company and therefore have not disclosed this information.

3 Other operating income	2019	2018
	£	£
Management charges receivable	107,864	112,411
	<hr/>	<hr/>
	107,864	112,411
	<hr/> <hr/>	<hr/> <hr/>

4 Expenses and auditor's remuneration

Included in profit are the following items:

	2019	2018
	£	£
Research and development expensed as incurred	-	245,000
Depreciation of owned fixed assets	100,603	152,330
Gain on disposal of fixed assets	-	2,240
<i>Auditors' remuneration</i>		
- audit of these financial statements	11,950	10,250
- tax compliance services	4,500	4,500
- other tax advisory services	-	21,500
	<hr/> <hr/>	<hr/> <hr/>

TotalMobile Limited

Notes (continued)

5 Staff numbers and costs

The average number of persons employed by the Company including directors during the year, analysed by category was as follows:

	2019 No	2018 No
Sales and marketing staff	30	25
Services and support staff	37	46
Administration staff	16	18
	<hr/>	<hr/>
	83	89
	<hr/> <hr/>	<hr/> <hr/>

The aggregate payroll costs of these persons were as follows:

	2019 £	2018 £
Wages and salaries	4,048,436	4,186,634
Social security costs	349,421	348,470
Other pension costs	256,824	256,679
Share based payment charge (see note 17)	1,124,660	253,499
	<hr/>	<hr/>
	5,779,341	5,045,282
	<hr/> <hr/>	<hr/> <hr/>

6 Directors remuneration

The directors of the Company received the following emoluments:

	2019 £	2018 £
Directors' remuneration	249,695	353,170
Company contributions to money purchase pension plans	16,449	19,802
Share based payment charge	599,065	97,703
	<hr/>	<hr/>
	865,209	470,675
	<hr/> <hr/>	<hr/> <hr/>

The aggregate of emoluments paid to the highest paid director was £371,201 (2018: £305,391) and pension contributions of £Nil (2018: £Nil) were made to a money purchase scheme on his behalf. During the year, retirement benefits were accruing to 1 director under money purchase schemes (2018: 2) and 3 directors received shares in respect of qualifying services (2018: 3).

TotalMobile Limited

Notes (continued)

7 Interest payable and similar expenses	2019	2018
	£	£
Bank interest payable	2,522	3,758
Net foreign exchange gains	-	(3,754)
Interest payable on short term loan	-	5,732
	<hr/>	<hr/>
	2,522	5,736
	<hr/> <hr/>	<hr/> <hr/>
 Interest receivable and similar income	 2019	 2018
	£	£
Bank interest received and receivable	7,422	-
Net foreign exchange gains	2,615	-
	<hr/>	<hr/>
	10,037	-
	<hr/> <hr/>	<hr/> <hr/>
 8 Taxation		
Total tax expense/(credit) recognised in the profit and loss account, other comprehensive income and equity		
	2019	2018
	£	£
<i>Current tax</i>		
Current tax on income for the period	225,461	-
Adjustments in respect of prior periods	(555)	(45,007)
	<hr/>	<hr/>
Total current tax	224,906	(45,007)
	<hr/>	<hr/>
<i>Deferred tax</i>		
Total deferred tax	-	-
	<hr/>	<hr/>
Total tax charge/(credit)	224,906	(45,007)
	<hr/> <hr/>	<hr/> <hr/>

TotalMobile Limited

Notes (continued)

8 Taxation (continued)

	Current tax £	2019 Deferred tax £	Total tax £	Current tax £	2018 Deferred tax £	Total tax £
Recognised in profit and loss account	224,906	-	224,906	(45,007)	-	(45,007)
Total tax	224,906	-	224,906	(45,007)	-	(45,007)

Analysis of current tax recognised in profit and loss	2019 £	2018 £
UK corporation tax	224,906	(45,007)
Total current tax recognised in profit and loss	224,906	(45,007)

Reconciliation of effective tax rate	2019 £	2018 £
Profit for the year	365,132	251,345
Total tax expense/(credit)	224,906	(45,007)
Profit excluding taxation	590,038	206,338
Tax using the UK corporation tax rate of 19% (2018: 19%)	112,107	39,204
<i>Effect of:</i>		
Expenses not deductible for tax purposes	958	6,584
Share based payments	213,685	48,165
Research and Development	(11,025)	-
Deferred tax- not recognised	(90,264)	(93,953)
Adjustments to tax charge in respect of previous periods	(555)	(45,007)
Total tax charge/(credit)	224,906	(45,007)

TotalMobile Limited

Notes (continued)

8 Taxation (continued)

Deferred taxation

Deferred tax assets and liabilities are attributable to the following:

	2019 £	2018 £
Tax losses carried forward	-	54,859
Accelerated capital allowances	(4,381)	23,836
Other timing differences	9,270	6,957
	<hr/>	<hr/>
Total deferred tax assets	4,890	85,652
	<hr/> <hr/>	<hr/> <hr/>
Deferred tax liabilities recognised	-	-
Deferred tax assets not recognised	4,890	85,652
	<hr/>	<hr/>
	4,890	85,652
	<hr/> <hr/>	<hr/> <hr/>

Due to the uncertainty of the recoverability of tax losses, a deferred tax asset of £4,890 (2018: £85,652) has not been recognised.

A reduction in the UK corporation tax rate from 19% to 17% (effective from 1 April 2020) was substantively enacted on 6 September 2016, and the UK deferred tax asset as at 31 December 2019 has been calculated based on this rate. In the 11 March 2020 Budget it was announced that the UK tax rate will remain at the current 19% and not reduce to 17% from 1 April 2020. This will have a consequential effect on Totalmobile Limited's future tax charge. If this rate change had been substantively enacted at the current balance sheet date the unrecognised deferred tax asset would have increase by £575.

TotalMobile Limited

Notes (continued)

9 Tangible fixed assets	Leasehold improvements £	Fixtures and fittings £	Computer equipment £	Total £
Cost				
At 1 January 2019	145,658	216,582	725,849	1,088,089
Additions	-	14,743	212,377	227,120
At 31 December 2019	145,658	231,325	938,226	1,315,209
Depreciation				
At 1 January 2019	118,710	166,358	652,229	937,297
Charge for year	12,801	23,752	64,050	100,603
At 31 December 2019	131,511	190,110	716,279	1,037,900
Net book value				
At 31 December 2019	14,147	41,215	221,947	277,309
At 31 December 2018	26,948	50,224	73,620	150,792

The Company has no assets held under finance leases.

10 Debtors	2019 £	2018 £
Trade debtors	2,726,945	1,154,756
Amounts owed by Group undertakings	6,735,915	7,490,703
Prepayments and accrued income	2,752,507	1,669,321
Amounts owed by related parties	120,000	-
Corporation tax recoverable	-	44,452
	12,335,367	10,359,232

Amounts owed by Group undertakings and related parties are unsecured, interest free and have been agreed as being repayable on demand.

TotalMobile Limited

Notes (continued)

11 Creditors: amounts falling due within one year	2019	2018
	£	£
Trade creditors	608,295	373,205
Other taxes and social security	544,456	445,972
Amounts owed to Group undertakings	2,786,449	284,790
Deferred income	3,275,388	2,829,202
Accruals	1,388,234	1,135,908
	<hr/>	<hr/>
	8,602,822	5,069,077
	<hr/> <hr/>	<hr/> <hr/>

Amounts owed to Group undertakings are unsecured, interest free and have been agreed as being repayable on demand.

12 Capital and reserves

Share capital	2019	2018
	£	£
<i>Allotted, called-up and fully paid</i>		
27,292 Ordinary shares of £1 each	27,292	27,292
	<hr/>	<hr/>
Shares classified in shareholder's funds	27,292	27,292
	<hr/> <hr/>	<hr/> <hr/>

The holders of ordinary shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share.

Reserves

Capital redemption reserve

This reserve records the nominal value of shares redeemed by the Company.

TotalMobile Limited

Notes (continued)

13 Operating leases

Non-cancellable operating lease rentals are payable as follows:

	2019 £	2018 £
Less than one year	214,361	220,519
Between one and five years	312,685	502,448
More than five years	-	20,259
	<hr/>	<hr/>
	527,046	743,226
	<hr/>	<hr/>

During the year £320,037 was recognised as an expense in the profit and loss account in respect of operating leases (2018: £241,026).

14 Employee benefits

Defined contribution plan

The Company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the Company in an independently administered fund. Contributions payable by the Company for the period ended 31 December 2019 amounted to £256,824 (2018: £256,679). There were contributions of £54,530 outstanding at the year-end (2018: £40,921).

15 Contingencies

Grants

A portion of grants may become repayable should the conditions of offer cease to be met. There were no other contingencies requiring disclosure.

Loans

The Company has guaranteed bank loans and other bank facilities of Cobra Bidco Limited by way of composite cross guarantees. At 31 December 2019, the total amount of group borrowings and facilities amounted to £22,069,937 of principal and interest. (2018: £Nil)

16 Related party transactions

The Company is a wholly owned subsidiary of Cobra Topco Limited a Company incorporated in Northern Ireland. Group financial statements for Cobra Topco Limited are prepared. The Company has taken advantage of the exemptions contained in FRS 102 not to disclose transactions, with wholly owned subsidiaries of Cobra Topco Limited.

Identity of related parties with which the Company has transacted

During the year, a director was issued with a loan from the Company. The loan is interest free and repayable upon demand and had a balance of £120,000 at 31 December 2019.

TotalMobile Limited

Notes (continued)

17 Share based payment

i) Description of share-based payment arrangements

As at 31 December 2019, the Company had the following share-based payment arrangements.

Share incentive arrangements (equity-settled)

The Cobra Topco group has a share incentive program under which Directors and certain employees subscribe for E ordinary shares of Cobra Topco Limited.

The Group has classified awards under the incentive arrangements as equity settled as Participants in the arrangement will receive a share and it is expected that they will realise value on the occurrence of a future sale or listing of the Group. There are no performance conditions other than service.

ii) Measurement of fair values

The fair value of services received in return for share awards under share incentive arrangements is based on the fair value of a notional share options granted, measured using a Black Scholes model. Service conditions attached to the arrangements were not taken into account in measuring fair value.

The inputs used in the measurement of the fair values at grant date of equity-settled share-based payment awards were as follows:

Awards during the year ended 31 December 2019	E Ordinary shares	E Ordinary shares
Grant date	24/07/19	01/11/19
Fair value at grant date	£189.64	£189.64
Share price at grant date	£0.01	£0.01
Exercise price	£0.01	£0.01
Number of shares	9,900	400
Expected volatility (weighted average volatility)	69.80%	69.80%
Expected weighted average life	2.2 years	2 years
Expected dividends	0.0%	0.0%
Risk-free interest rate (based on government bonds)	0.616%	0.616%

Awards during the year ended 31 December 2018	E Ordinary shares
Grant date	29/08/18
Fair value at grant date	£247.57
Share price at grant date	£0.01
Exercise price	£0.01
Number of shares	9,600
Expected volatility (weighted average volatility)	92.88%
Expected weighted average life	3.1 years
Expected dividends	0.0%
Risk-free interest rate (based on government bonds)	0.85%

TotalMobile Limited

Notes (continued)

17 Share based payment (continued)

iii) Reconciliation of outstanding share awards

The number and weighted average exercise prices of share options have been analysed as follows:

	Number of options 2019	Weighted average exercise price (£) 2019	Number of options 2018	Weighted average exercise price (£) 2018
Outstanding at the beginning of the year	9,600	0.01	-	-
Granted during the year	10,300	0.01	9,600	0.01
	<hr/>	<hr/>	<hr/>	<hr/>
Outstanding at the end of the year	19,900	0.01	9,600	0.01
	<hr/>	<hr/>	<hr/>	<hr/>
Exercisable at the end of the year	-	-	-	-
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

iv) Employee expenses

	2019 £	2018 £
Expense relating to equity-settled award	1,124,660	253,499
	<hr/>	<hr/>
Total share based payment charge	1,124,660	253,499
	<hr/> <hr/>	<hr/> <hr/>

18 Ultimate parent company and parent company of larger group

The Company is a subsidiary undertaking of TotalMobile Holdings Limited. The ultimate controlling party is Horizon Capital Fund 2013 A Limited Partnership.

The largest group in which the results of the Company are consolidated is Cobra Topco Limited, incorporated in Northern Ireland. No other group financial statements include the results of the Company. The consolidated financial statements are available to the public and may be obtained from Pilot Point, 21 Clarendon Road, Belfast, BT1 3BG.

19 Subsequent events

As set out in the Strategic report, the company has considered the potential impacts of the Covid-19 virus on the operations of the business and based on the actions taken to mitigate the risk, the current financial position and the continued support of its parent company it is satisfied that the current situation does not impact on the use of the going concern assumption in the preparation of the financial statements. There have been no other events since the balance sheet date that would require adjustment or disclosure in the financial statements.