

REGISTERED NUMBER: 04156002 (England and Wales)

**Strategic Report, Report of the Directors and  
Financial Statements  
for the Year Ended 28 February 2017  
for  
Sellick Partnership Limited**

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for the Year Ended 28 February 2017**

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**Sellick Partnership Limited**  
**Company Information**  
**for the Year Ended 28 February 2017**

|                           |                                                                                                                               |
|---------------------------|-------------------------------------------------------------------------------------------------------------------------------|
| <b>DIRECTORS:</b>         | T J Sellick<br>R Wareing<br>H Cottam<br>M Sellick                                                                             |
| <b>REGISTERED OFFICE:</b> | Queens Court<br>24 Queen Street<br>Manchester<br>M2 5HX                                                                       |
| <b>REGISTERED NUMBER:</b> | 04156002 (England and Wales)                                                                                                  |
| <b>AUDITORS:</b>          | Mitten Clarke Audit Limited<br>Statutory Auditors<br>The Glades<br>Festival Way<br>Stoke on Trent<br>Staffordshire<br>ST1 5SQ |

**Strategic Report  
for the Year Ended 28 February 2017**

The directors present their strategic report for the year ended 28 February 2017.

**REVIEW OF BUSINESS**

**Development and performance:**

The political and economic climate has continued to challenge the Company but Sellick Partnership has continued to see growth and expansion across all specialisms. Sellick Partnership continued to invest in the training and development of its staff along with new technology.

Turnover has increased in the year ended 28 February 2017 from the year ended 28 February 2016 by 10%.

The continuing investment in 2016 and 2017 enabled Sellick Partnership to continue its growth in the medium term and has seen the Company grow its gross profit by 5.9%.

**Financial position:**

The Company's financial position is shown in the financial statements.

**PRINCIPAL RISKS AND UNCERTAINTIES**

The Board consider the principal risks and uncertainties to the business to be:

- Legislation - the recruitment industry is becoming increasingly legislated and Sellick Partnership manages these changes and proposed changes by employing various internal controls and liaising with several professional advisors.
- Economic - the challenging economic climate in the UK will continue to be a risk for any recruitment business. Sellick Partnership will continue to invest in its people and client base to mitigate the risk.
- Skill Shortages - Sellick Partnership continues to face the challenge of finding high quality candidates across all its markets. Continued investment in technology and networking events will help support the expansion in our candidate base.

**Future:**

The Board considers that the business will continue to grow organically within its current markets and expects to generate profits year on year.

**Strategic Report  
for the Year Ended 28 February 2017**

**KEY PERFORMANCE INDICATORS**

The key performance indicators used to monitor the development, performance and position of the Company include:

- Turnover
- Gross Margins and Net Fee Income
- Revenue mix
- Margin analysis
- Productivity by employee
- Employment costs
- Activity ratios
- Employee Headcount and Retention

**ON BEHALF OF THE BOARD:**

T J Sellick - Director

18 July 2017

**Report of the Directors  
for the Year Ended 28 February 2017**

The directors present their report with the financial statements of the company for the year ended 28 February 2017.

**PRINCIPAL ACTIVITY**

The principal activity of the company in the year under review was that of temporary and permanent recruitment solutions to the professional services sector.

**DIVIDENDS**

Interim dividends of £580,000 were paid during the year.

The directors recommend that no final dividend be paid.

The total distribution of dividends for the year ended 28 February 2017 will be £580,000.

**DIRECTORS**

The directors shown below have held office during the whole of the period from 29 February 2016 to the date of this report.

T J Sellick  
R Wareing  
H Cottam  
M Sellick

**DISABLED EMPLOYEES**

Applications for employment by disabled persons are always fully considered, bearing in mind the abilities of the applicant concerned. In the event of members of staff becoming disabled every effort is made to ensure that their employment with the Company continues and that appropriate training is arranged. It is the policy of the Company that the training, career development and promotion of disabled persons should, as far as possible, be identical to that of other employees.

**EMPLOYEE CONSULTATION**

The Company places considerable value on the involvement of its employees and has continued to keep them informed on matters affecting them as employees and on the various factors affecting the performance of Company. This is achieved through formal and informal meetings. Employee representatives are consulted regularly on a wide range of matters affecting their current and future interests.

**DISCLOSURE IN THE STRATEGIC REPORT**

The company has chosen in accordance with section 414C(11) of Companies Act 2006 (Strategic Report and Directors' Report) Regulations 2013 to set out in the company's Strategic Report information required by schedule 7 of the Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008.

**Report of the Directors  
for the Year Ended 28 February 2017**

**STATEMENT OF DIRECTORS' RESPONSIBILITIES**

The directors are responsible for preparing the Strategic Report, the Report of the Directors 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 the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). 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 accounting 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;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

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 also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

**STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS**

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he or she ought to have taken as a director in order to make himself or herself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

**AUDITORS**

On 10 March 2017, the audit business of Mitten Clarke Limited was transferred to Mitten Clarke Audit Limited who succeeded to the office as statutory auditor of the company. The audit report on the financial statements has been issued by the successor firm, Mitten Clarke Audit Limited.

Mitten Clarke Audit Limited, has indicated its willingness to continue in office and will be proposed for re-appointment in accordance with section 485 Companies Act 2006.

**ON BEHALF OF THE BOARD:**

T J Sellick - Director

18 July 2017

## **Report of the Independent Auditors to the Members of Sellick Partnership Limited**

We have audited the financial statements of Sellick Partnership Limited for the year ended 28 February 2017 on pages eight to twenty. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'.

This 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 a Report of the Auditors 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.

### **Respective responsibilities of directors and auditors**

As explained more fully in the Statement of Directors' Responsibilities set out on page five, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

### **Scope of the audit of the financial statements**

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Strategic Report and the Report of the Directors to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

### **Opinion on financial statements**

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 28 February 2017 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### **Opinion on other matter prescribed by the Companies Act 2006**

In our opinion the information given in the Strategic Report and the Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements and has been properly prepared in accordance with applicable legal requirements.



**Report of the Independent Auditors to the Members of  
Sellick Partnership Limited**

**Matters on which we are required to report by exception**

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us 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.

Adam Clarke BA FCA (Senior Statutory Auditor)  
for and on behalf of Mitten Clarke Audit Limited  
Statutory Auditors  
The Glades  
Festival Way  
Stoke on Trent  
Staffordshire  
ST1 5SQ

18 July 2017

Statement of Comprehensive Income  
for the Year Ended 28 February 2017

|                                                | Notes | 2017<br>£         | 2016<br>£         |
|------------------------------------------------|-------|-------------------|-------------------|
| <b>TURNOVER</b>                                |       | 38,754,621        | 35,287,813        |
| Cost of sales                                  |       | <u>32,994,082</u> | <u>29,849,538</u> |
| <b>GROSS PROFIT</b>                            |       | 5,760,539         | 5,438,275         |
| Administrative expenses                        |       | <u>4,889,921</u>  | <u>4,440,670</u>  |
| <b>OPERATING PROFIT</b>                        | 5     | 870,618           | 997,605           |
| Interest payable and similar expenses          | 6     | <u>71,282</u>     | <u>77,548</u>     |
| <b>PROFIT BEFORE TAXATION</b>                  |       | 799,336           | 920,057           |
| Tax on profit                                  | 7     | <u>197,861</u>    | <u>199,255</u>    |
| <b>PROFIT FOR THE FINANCIAL YEAR</b>           |       | 601,475           | 720,802           |
| <b>OTHER COMPREHENSIVE INCOME</b>              |       | -                 | -                 |
| <b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b> |       | <u>601,475</u>    | <u>720,802</u>    |

The notes form part of these financial statements

**Sellick Partnership Limited (Registered number: 04156002)**

**Balance Sheet  
28 February 2017**

|                                              | Notes | 2017<br>£        | £               | 2016<br>£        | £               |
|----------------------------------------------|-------|------------------|-----------------|------------------|-----------------|
| <b>FIXED ASSETS</b>                          |       |                  |                 |                  |                 |
| Intangible assets                            | 9     |                  | 215,700         |                  | 287,334         |
| Tangible assets                              | 10    |                  | <u>145,275</u>  |                  | <u>165,139</u>  |
|                                              |       |                  | 360,975         |                  | 452,473         |
| <b>CURRENT ASSETS</b>                        |       |                  |                 |                  |                 |
| Debtors                                      | 11    | 6,700,953        |                 | 7,178,946        |                 |
| Cash at bank and in hand                     |       | <u>239,989</u>   |                 | <u>635,681</u>   |                 |
|                                              |       | 6,940,942        |                 | 7,814,627        |                 |
| <b>CREDITORS</b>                             |       |                  |                 |                  |                 |
| Amounts falling due within one year          | 12    | <u>6,647,651</u> |                 | <u>7,607,672</u> |                 |
| <b>NET CURRENT ASSETS</b>                    |       |                  | <u>293,291</u>  |                  | <u>206,955</u>  |
| <b>TOTAL ASSETS LESS CURRENT LIABILITIES</b> |       |                  | 654,266         |                  | 659,428         |
| <b>CREDITORS</b>                             |       |                  |                 |                  |                 |
| Amounts falling due after more than one year | 13    |                  | (8,563)         |                  | (29,700)        |
| <b>PROVISIONS FOR LIABILITIES</b>            | 16    |                  | <u>(27,500)</u> |                  | <u>(33,000)</u> |
| <b>NET ASSETS</b>                            |       |                  | <u>618,203</u>  |                  | <u>596,728</u>  |
| <b>CAPITAL AND RESERVES</b>                  |       |                  |                 |                  |                 |
| Called up share capital                      | 17    |                  | 100             |                  | 100             |
| Retained earnings                            | 18    |                  | <u>618,103</u>  |                  | <u>596,628</u>  |
| <b>SHAREHOLDERS' FUNDS</b>                   |       |                  | <u>618,203</u>  |                  | <u>596,728</u>  |

The financial statements were approved by the Board of Directors on 18 July 2017 and were signed on its behalf by:

T J Sellick - Director

**Statement of Changes in Equity  
for the Year Ended 28 February 2017**

|                                    | Called up<br>share<br>capital<br>£ | Retained<br>earnings<br>£ | Total<br>equity<br>£ |
|------------------------------------|------------------------------------|---------------------------|----------------------|
| <b>Balance at 1 March 2015</b>     | 100                                | 235,826                   | 235,926              |
| <b>Changes in equity</b>           |                                    |                           |                      |
| Dividends                          | -                                  | (360,000)                 | (360,000)            |
| Total comprehensive income         | -                                  | 720,802                   | 720,802              |
| <b>Balance at 28 February 2016</b> | <u>100</u>                         | <u>596,628</u>            | <u>596,728</u>       |
| <b>Changes in equity</b>           |                                    |                           |                      |
| Dividends                          | -                                  | (580,000)                 | (580,000)            |
| Total comprehensive income         | -                                  | 601,475                   | 601,475              |
| <b>Balance at 28 February 2017</b> | <u>100</u>                         | <u>618,103</u>            | <u>618,203</u>       |

**Notes to the Financial Statements  
for the Year Ended 28 February 2017**

**1. STATUTORY INFORMATION**

Sellick Partnership Limited is a private company, limited by shares, registered in England and Wales. The company's registered number and registered office address can be found on the Company Information page.

**2. STATEMENT OF COMPLIANCE**

These financial statements have been prepared in accordance with Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" and the Companies Act 2006.

**3. ACCOUNTING POLICIES**

**Basis of preparing the financial statements**

The financial statements have been prepared under the historical cost convention.

The financial statements have been prepared under the historical cost convention and are presented in Pounds Sterling (£) being the functional currency.

The financial statements have been prepared on the assumption that the company is able to carry on business as a going concern, which the directors consider appropriate having regard to the company's current and expected performance.

**Financial reporting standard 102 - reduced disclosure exemptions**

The company has taken advantage of the following disclosure exemptions in preparing these financial statements, as permitted by FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland":

- the requirements of Section 7 Statement of Cash Flows;
- the requirement of Section 33 Related Party Disclosures paragraph 33.7.

**Significant judgements and estimates**

In the application of the company's accounting policies, the directors are required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

**Key sources of estimation uncertainty**

The directors consider that the key estimates and assumptions used in preparing the financial statements are as follows:

- Depreciation rates and estimated economic useful life of tangible fixed assets.
- Amortisation rates and estimated useful life on intangible fixed assets.

Notes to the Financial Statements - continued  
for the Year Ended 28 February 2017

3. ACCOUNTING POLICIES - continued

**Turnover**

Turnover is the amounts derived from the provision of services falling within the entity's ordinary activities, after deduction of trade discounts and value added tax. The company recognises turnover on the placement of contractors when validated by receipt of a client approved timesheet. For the placement of permanent candidates, turnover is recognised and the client is invoiced when the candidate starts their role.

**Goodwill**

Goodwill, being the amount paid in connection with the acquisition of a business in 2010, is being amortised evenly over its estimated useful life of ten years.

**Intangible assets**

Intangible assets are initially measured at cost. After initial recognition, intangible assets are measured at cost less any accumulated amortisation and any accumulated impairment losses.

**Tangible fixed assets**

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life or, if held under a finance lease, over the lease term, whichever is the shorter.

|                       |                  |
|-----------------------|------------------|
| Equipment             | - 20% on cost    |
| Fixtures and fittings | - 33.33% on cost |
| Computer equipment    | - 33.33% on cost |

**Taxation**

Taxation for the year comprises current and deferred tax. Tax is recognised in the Statement of Comprehensive Income, except to the extent that it relates to items recognised in other comprehensive income or directly in equity.

Current or deferred taxation assets and liabilities are not discounted.

Current tax is recognised at the amount of tax payable using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

**Deferred tax**

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

Timing differences arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in financial statements. Deferred tax is measured using tax rates and laws that have been enacted or substantively enacted by the year end and that are expected to apply to the reversal of the timing difference.

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.

Notes to the Financial Statements - continued  
for the Year Ended 28 February 2017

3. ACCOUNTING POLICIES - continued

**Hire purchase and leasing commitments**

Assets obtained under hire purchase contracts or finance leases are capitalised in the balance sheet. Those held under hire purchase contracts are depreciated over their estimated useful lives. Those held under finance leases are depreciated over their estimated useful lives or the lease term, whichever is the shorter.

The interest element of these obligations is charged to profit or loss over the relevant period. The capital element of the future payments is treated as a liability.

Rentals paid under operating leases are charged to profit or loss on a straight line basis over the period of the lease.

**Pension costs and other post-retirement benefits**

The company operates a defined contribution pension scheme. Contributions payable to the company's pension scheme are charged to profit or loss in the period to which they relate.

**Debtors and creditors measurement**

The debtors and creditors of the company are measured on an amortised cost basis.

**Financial instruments**

Financial assets and financial liabilities are recognised when the company becomes a party to the contractual provisions of the instrument.

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

(i) Financial assets and liabilities

All financial assets and liabilities are initially measured at transaction price (including transaction costs), except for those financial assets classified as at fair value through profit or loss, which are initially measured at fair value (which is normally the transaction price excluding transaction costs), unless the arrangement constitutes a financing transaction. If an arrangement constitutes a financing transaction, the financial asset or financial liability is measured at the present value of the future payments discounted at a market rate of interest for a similar debt instrument.

Debt instruments which meet the conditions for basic financial instruments are subsequently measured at amortised cost using the effective interest method.

Financial liabilities are derecognised only when the obligation specified in the contract is discharged, cancelled or expires.

Notes to the Financial Statements - continued  
for the Year Ended 28 February 2017

4. EMPLOYEES AND DIRECTORS

|                                                   | 2017             | 2016             |
|---------------------------------------------------|------------------|------------------|
| £                                                 |                  |                  |
| Consultants and Office Staff - Wages and Salaries | 3,103,556        | 2,713,252        |
| Social Security Costs                             | 384,491          | 330,953          |
| Pension Costs                                     | 51,848           | 48,000           |
|                                                   | <u>3,539,895</u> | <u>3,092,205</u> |

The average monthly number of employees during the year was as follows:

|              | 2017      | 2016      |
|--------------|-----------|-----------|
| Directors    | 4         | 4         |
| Consultants  | 57        | 51        |
| Office Staff | 20        | 21        |
|              | <u>81</u> | <u>76</u> |

|                                                            | 2017          | 2016          |
|------------------------------------------------------------|---------------|---------------|
| £                                                          |               |               |
| Directors' remuneration                                    | 302,054       | 288,668       |
| Directors' pension contributions to money purchase schemes | <u>43,500</u> | <u>45,000</u> |

The number of directors to whom retirement benefits were accruing was as follows:

|                        |          |          |
|------------------------|----------|----------|
| Money purchase schemes | <u>1</u> | <u>1</u> |
|------------------------|----------|----------|

Information regarding the highest paid director is as follows:

|                                                 | 2017          | 2016          |
|-------------------------------------------------|---------------|---------------|
| £                                               |               |               |
| Emoluments etc                                  | 97,054        | 99,766        |
| Pension contributions to money purchase schemes | <u>43,500</u> | <u>45,000</u> |

5. OPERATING PROFIT

The operating profit is stated after charging:

|                                                  | 2017          | 2016         |
|--------------------------------------------------|---------------|--------------|
| £                                                |               |              |
| Other operating leases                           | 277,747       | 208,616      |
| Depreciation - owned assets                      | 38,332        | 32,703       |
| Depreciation - assets on hire purchase contracts | 20,125        | 5,979        |
| Loss on disposal of fixed asset investments      | -             | 100          |
| Goodwill amortisation                            | 71,634        | 71,634       |
| Auditors' remuneration                           | 10,900        | 10,900       |
| Auditors' remuneration for non audit work        | <u>10,406</u> | <u>5,860</u> |



Notes to the Financial Statements - continued  
for the Year Ended 28 February 2017

6. INTEREST PAYABLE AND SIMILAR EXPENSES

|                              | 2017<br>£     | 2016<br>£     |
|------------------------------|---------------|---------------|
| Invoice discounting interest | 64,505        | 72,280        |
| Hire purchase                | <u>6,777</u>  | <u>5,268</u>  |
|                              | <u>71,282</u> | <u>77,548</u> |

7. TAXATION

**Analysis of the tax charge**

The tax charge on the profit for the year was as follows:

|                                             | 2017<br>£      | 2016<br>£       |
|---------------------------------------------|----------------|-----------------|
| Current tax:                                |                |                 |
| UK corporation tax                          | 185,964        | 201,328         |
| Under / (Over) provision of corporation tax | <u>17,397</u>  | <u>(17,073)</u> |
| Total current tax                           | <u>203,361</u> | <u>184,255</u>  |
| Deferred tax                                | <u>(5,500)</u> | <u>15,000</u>   |
| Tax on profit                               | <u>197,861</u> | <u>199,255</u>  |

**Reconciliation of total tax charge included in profit and loss**

The tax assessed for the year is higher than the standard rate of corporation tax in the UK. The difference is explained below:

|                                                                                         | 2017<br>£      | 2016<br>£      |
|-----------------------------------------------------------------------------------------|----------------|----------------|
| Profit before tax                                                                       | <u>799,336</u> | <u>920,057</u> |
| Profit multiplied by the standard rate of corporation tax in the UK of 20% (2016 - 20%) | 159,867        | 184,011        |
| Effects of:                                                                             |                |                |
| Expenses not deductible for tax purposes                                                | 7,797          | 31,252         |
| Adjustments to tax charge in respect of previous periods                                | 17,397         | (17,073)       |
| Rounding                                                                                | (74)           | 1,065          |
| Depreciation on assets not subject to capital allowances                                | 14,327         | -              |
| Changes in taxation rates                                                               | <u>(1,453)</u> | <u>-</u>       |
| Total tax charge                                                                        | <u>197,861</u> | <u>199,255</u> |

8. DIVIDENDS

|                            | 2017<br>£      | 2016<br>£      |
|----------------------------|----------------|----------------|
| Ordinary shares of £1 each |                |                |
| Interim                    | <u>580,000</u> | <u>360,000</u> |

Notes to the Financial Statements - continued  
for the Year Ended 28 February 2017

9. INTANGIBLE FIXED ASSETS

|                                             | Goodwill<br>£  |
|---------------------------------------------|----------------|
| <b>COST</b>                                 |                |
| At 29 February 2016<br>and 28 February 2017 | <u>716,341</u> |
| <b>AMORTISATION</b>                         |                |
| At 29 February 2016                         | 429,007        |
| Amortisation for year                       | <u>71,634</u>  |
| At 28 February 2017                         | <u>500,641</u> |
| <b>NET BOOK VALUE</b>                       |                |
| At 28 February 2017                         | <u>215,700</u> |
| At 28 February 2016                         | <u>287,334</u> |

10. TANGIBLE FIXED ASSETS

|                       | Equipment<br>£ | Fixtures<br>and<br>fittings<br>£ | Computer<br>equipment<br>£ | Totals<br>£    |
|-----------------------|----------------|----------------------------------|----------------------------|----------------|
| <b>COST</b>           |                |                                  |                            |                |
| At 29 February 2016   | 158,469        | 92,934                           | 231,182                    | 482,585        |
| Additions             | <u>3,242</u>   | <u>4,404</u>                     | <u>30,946</u>              | <u>38,592</u>  |
| At 28 February 2017   | <u>161,711</u> | <u>97,338</u>                    | <u>262,128</u>             | <u>521,177</u> |
| <b>DEPRECIATION</b>   |                |                                  |                            |                |
| At 29 February 2016   | 156,991        | 83,245                           | 77,210                     | 317,446        |
| Charge for year       | <u>680</u>     | <u>4,359</u>                     | <u>53,417</u>              | <u>58,456</u>  |
| At 28 February 2017   | <u>157,671</u> | <u>87,604</u>                    | <u>130,627</u>             | <u>375,902</u> |
| <b>NET BOOK VALUE</b> |                |                                  |                            |                |
| At 28 February 2017   | <u>4,040</u>   | <u>9,734</u>                     | <u>131,501</u>             | <u>145,275</u> |
| At 28 February 2016   | <u>1,478</u>   | <u>9,689</u>                     | <u>153,972</u>             | <u>165,139</u> |

Notes to the Financial Statements - continued  
for the Year Ended 28 February 2017

10. TANGIBLE FIXED ASSETS - continued

Fixed assets, included in the above, which are held under hire purchase contracts are as follows:

|                                             | Computer<br>equipment<br>£ |
|---------------------------------------------|----------------------------|
| <b>COST</b>                                 |                            |
| At 29 February 2016<br>and 28 February 2017 | <u>80,500</u>              |
| <b>DEPRECIATION</b>                         |                            |
| At 29 February 2016                         | 5,979                      |
| Charge for year                             | <u>20,125</u>              |
| At 28 February 2017                         | <u>26,104</u>              |
| <b>NET BOOK VALUE</b>                       |                            |
| At 28 February 2017                         | <u>54,396</u>              |
| At 28 February 2016                         | <u>74,521</u>              |

11. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

|                                    | 2017<br>£        | 2016<br>£        |
|------------------------------------|------------------|------------------|
| Trade debtors                      | 4,779,165        | 5,410,613        |
| Amounts owed by group undertakings | -                | 46,999           |
| Other debtors                      | 927,537          | 983,478          |
| Directors' current accounts        | 228,809          | 205,273          |
| Prepayments and accrued income     | <u>765,442</u>   | <u>532,583</u>   |
|                                    | <u>6,700,953</u> | <u>7,178,946</u> |

12. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

|                                       | 2017<br>£        | 2016<br>£        |
|---------------------------------------|------------------|------------------|
| Hire purchase contracts (see note 14) | 21,237           | 25,633           |
| Trade creditors                       | 859,854          | 755,897          |
| Amounts owed to group undertakings    | 148,795          | -                |
| Tax                                   | 185,963          | 201,328          |
| Social security and other taxes       | 304,107          | 189,209          |
| Invoice discounting creditor          | 1,722,969        | 3,321,239        |
| VAT                                   | 1,170,263        | 1,219,951        |
| Other creditors                       | 671,282          | 403,379          |
| Accruals and deferred income          | <u>1,563,181</u> | <u>1,491,036</u> |
|                                       | <u>6,647,651</u> | <u>7,607,672</u> |

Notes to the Financial Statements - continued  
for the Year Ended 28 February 2017

12. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR - continued

Holiday pay accrual

Accruals and deferred income shown above do not include any amounts relating to a holiday pay accrual as required by the new financial reporting standard (FRS102). A provisional holiday pay accrual has been calculated, which the directors have considered and in their opinion this is not material to the financial statements.

13. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

|                                       | 2017         | 2016          |
|---------------------------------------|--------------|---------------|
|                                       | £            | £             |
| Hire purchase contracts (see note 14) | <u>8,563</u> | <u>29,700</u> |

14. LEASING AGREEMENTS

Minimum lease payments fall due as follows:

|                            | Hire purchase contracts          |                |
|----------------------------|----------------------------------|----------------|
|                            | 2017                             | 2016           |
|                            | £                                | £              |
| Net obligations repayable: |                                  |                |
| Within one year            | 21,237                           | 25,633         |
| Between one and five years | <u>8,563</u>                     | <u>29,700</u>  |
|                            | <u>29,800</u>                    | <u>55,333</u>  |
|                            | Non-cancellable operating leases |                |
|                            | 2017                             | 2016           |
|                            | £                                | £              |
| Within one year            | 171,665                          | 307,861        |
| Between one and five years | <u>94,317</u>                    | <u>196,531</u> |
|                            | <u>265,982</u>                   | <u>504,392</u> |

15. SECURED DEBTS

The following secured debts are included within creditors:

|                             | 2017             | 2016             |
|-----------------------------|------------------|------------------|
|                             | £                | £                |
| Hire purchase contracts     | 29,800           | 55,333           |
| Invoice discounting account | <u>1,722,969</u> | <u>3,321,239</u> |
|                             | <u>1,752,769</u> | <u>3,376,572</u> |

Hire purchase creditors are secured on the asset to which they relate.

The invoice discounting facility is secured by an all assets debenture.

Notes to the Financial Statements - continued  
for the Year Ended 28 February 2017

16. PROVISIONS FOR LIABILITIES

|                                                         | 2017<br>£     | 2016<br>£     |
|---------------------------------------------------------|---------------|---------------|
| Deferred tax                                            |               |               |
| Accelerated capital allowances                          | <u>27,500</u> | <u>33,000</u> |
|                                                         |               | Deferred tax  |
|                                                         |               | £             |
| Balance at 29 February 2016                             |               | 33,000        |
| Credit to Statement of Comprehensive Income during year |               | (5,500)       |
| Balance at 28 February 2017                             |               | <u>27,500</u> |

All the deferred tax provision relates to accelerated capital allowances.

17. CALLED UP SHARE CAPITAL

| Number: | Class:   | Nominal value: | 2017<br>£  | 2016<br>£  |
|---------|----------|----------------|------------|------------|
| 100     | Ordinary | £1             | <u>100</u> | <u>100</u> |

18. RESERVES

|                     | Retained earnings<br>£ |
|---------------------|------------------------|
| At 29 February 2016 | 596,628                |
| Profit for the year | 601,475                |
| Dividends           | (580,000)              |
| At 28 February 2017 | <u>618,103</u>         |

Retained earnings represents the accumulated profits less accumulated losses and distributions up to the reporting date. This is a distributable reserve.

19. ULTIMATE PARENT COMPANY

The ultimate parent company is Sellick Partnership Group Limited which owns, either directly or indirectly, 100% of the ordinary share capital. Sellick Partnership Group Limited is incorporated in England.

Copies of the group accounts of Sellick Partnership Group Limited are available from Queens Court, 24 Queen Street, Manchester, M2 5HX.

Notes to the Financial Statements - continued  
for the Year Ended 28 February 2017

20. DIRECTORS' ADVANCES, CREDITS AND GUARANTEES

The following advances and credits to directors subsisted during the years ended 28 February 2017 and 28 February 2016:

|                                      | 2017<br>£      | 2016<br>£      |
|--------------------------------------|----------------|----------------|
| <b>T J Sellick</b>                   |                |                |
| Balance outstanding at start of year | 188,093        | 171,506        |
| Amounts advanced                     | 211,629        | 16,587         |
| Amounts repaid                       | (188,093)      | -              |
| Amounts written off                  | -              | -              |
| Amounts waived                       | -              | -              |
| Balance outstanding at end of year   | <u>211,629</u> | <u>188,093</u> |
| <b>M Sellick</b>                     |                |                |
| Balance outstanding at start of year | 17,179         | 17,179         |
| Amounts repaid                       | -              | -              |
| Amounts written off                  | -              | -              |
| Amounts waived                       | -              | -              |
| Balance outstanding at end of year   | <u>17,179</u>  | <u>17,179</u>  |

The advances were all interest free, unsecured and repayable on demand.

21. RELATED PARTY DISCLOSURES

The company has taken advantage of the exemption to disclose related party transactions that relate to other members of the group in accordance with FRS102, section 33.

**Rent and other recharges**

During the year, Sellick Partnership Limited paid rent and associated costs of £100,600 (2016 - £100,600) for the use of property owned by a company controlled by a director and shareholder of the ultimate parent company Sellick Partnership Group Limited.

At 28th February 2017, £881,719 (2016 - £899,211) was due to Sellick Partnership Limited from the company.

**Key management personnel**

During the year, compensation paid to key management personnel totalled £128,875.

22. ULTIMATE CONTROLLING PARTY

During the year ended 28 February 2017, T J Sellick, a director of the company, controlled the company as a result of controlling, directly or indirectly, 82.6% of the issued share capital of the company's ultimate parent, Sellick Partnership Group Limited.

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