Group Strategic Report, Report of the Directors and

Consolidated Financial Statements for the Year Ended 31st March 2020

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## Company Information for the Year Ended 31st March 2020

DIRECTORS:

R N Ghosal

S Sthanunathan

S Vaidya

REGISTERED OFFICE:

Unit 29

Goldthorpe Industrial Estate

Goldthorpe Rotherham South Yorkshire

S63 9BL

REGISTERED NUMBER:

03564422 (England and Wales)

AUDITORS:

Hewson & Howson Statutory Auditors

8 Shepcote Office Village

Shepcote Lane Sheffield South Yorkshire

S9 1TG

#### Group Strategic Report for the Year Ended 31st March 2020

The directors present their strategic report of the company and the group for the year ended 31st March 2020.

The principal activity of the group in the year under review was that of the manufacture and sale of products to the automotive aftermarket.

#### REVIEW OF BUSINESS

The group has continued to perform well given the difficult market conditions.

Significant progress has been made in the period, laying down the foundations for further expansion in terms of production and storage capacity in addition to focusing on overall efficiencies.

IT continues to be at the centre of any development, providing accurate and on time information in all areas of the business.

The groups key financial performance indicators during the year were as follows:

|                     | Unit | 2020       | 2019       |
|---------------------|------|------------|------------|
| Turnover            | £    | 13,066,104 | 12,234,501 |
| Gross Profit Margin | %    | 33.93      | 31.71      |
| Profit before tax   | £    | 1,125,819  | 945,454    |

### PRINCIPAL RISKS AND UNCERTAINTIES

The business' activities expose it primarily to the financial risks of changes in foreign currency exchange rates.

The business' principal financial instruments comprise bank balances, bank overdrafts, trade debtors, trade creditors, loans to the business and finance lease agreements. The main purpose of these instruments is to finance the business' operations.

In respect of bank balances, the liquidity risk is managed by maintaining a balance between the continuity of funding and flexibility through the use of overdrafts at floating rates of interest. All of the business' cash balances are held in such a way that achieves a competitive rate of interest. The business makes use of money market facilities where funds are available.

Trade debtors are managed in respect of credit and cash flow risk by policies concerning the credit offered to customers and the regular monitoring of amounts outstanding for both time and credit limits. The amounts presented in the balance sheet are net of allowances for doubtful debtors. Credit insurance is an added safeguard.

Trade creditors' liquidity risk is managed by ensuring sufficient funds are available to meet amounts due.

The group manages foreign currency risk by holding accounts and balances in multiple currencies. The vast majority of sales are billed in the group's base currency £sterling.

ON BEHALF OF THE BOARD:

R N Ghosal - Director

Date: 22 - 06 - 20

#### Report of the Directors for the Year Ended 31st March 2020

The directors present their report with the financial statements of the company and the group for the year ended 31st March 2020.

#### DIVIDENDS

A final dividend of £6.50 per share on the Ordinary £1 shares was paid on 20th June 2019 in respect of the year ended 31st March 2019.

An interim dividend of £7.00 per share on the Ordinary £1 shares was paid on 10th March 2020 in respect of the year ended 31st March 2020.

#### DIRECTORS

The directors shown below have held office during the whole of the period from 1st April 2019 to the date of this report.

R N Ghosal

S Sthanunathan

S Vaidya

#### **BUSINESS RISK AND UNCERTAINTIES**

In common with all businesses the group's activities for the foreseeable future will be affected by the social and economic consequences of the COVID-19 pandemic. It is impossible to predict with any degree of certainty the extent and duration of how this will change the business sector in which this group operates, but clearly there is a material change to the principal business risks and uncertainties faced.

The extent to which the COVID-19 pandemic will impact the Group's business will depend on future developments, which are highly uncertain, including, among other things, any new information concerning the severity of the COVID-19 pandemic and any further action to contain its spread or mitigate its impact whether government-mandated or elected by the Group. Management has undertaken a detailed assessment of its liquidity position for the next one year and of the recoverability and carrying value of its assets as at the Balance sheet date, and has concluded that there are no material adjustments required in these financial statements. Management believes that it has taken into account all of the possible impacts of known events arising from the COVID-19 pandemic in the preparation of these financial statements. However, the impact assessment of COVID-19 is a continuing process given the uncertainties associated with its nature and duration, and might be different from that estimated as at the date of approval of these financial statements. The Group will continue to monitor any material changes to the future economic conditions."

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Group 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 International Financial Reporting Standards as adopted by the European Union. 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 the group and of the profit or loss of the group 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;
- 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 and the group's transactions and disclose with reasonable accuracy at any time the financial position of the company and the group 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 the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

## Report of the Directors for the Year Ended 31st March 2020

## 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 group's auditors are unaware, and each director has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the group's auditors are aware of that information.

## **AUDITORS**

The auditors, Hewson & Howson Statutory Auditors, will be proposed for re-appointment at the forthcoming Annual General Meeting.

ON BEHALF OF THE BOARD:

R N Ghosal - Director

Date: 22 - 06 - 20

#### Report of the Independent Auditors to the Members of Veedol UK Limited

#### Opinion

We have audited the financial statements of Veedol UK Limited (the 'parent company') and its subsidiaries (the 'group') for the year ended 31st March 2020 which comprise the Consolidated Statement of Profit or Loss and Other Comprehensive Income, the Consolidated, the Consolidated Statement of Financial Position, the Company Statement of Financial Position, the Consolidated Statement of Changes in Equity, the Consolidated Statement of Cash Flows and Notes to the Consolidated Statement of Cash Flows, Notes to the Financial Statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and International Financial Reporting Standards (IFRSs) as adopted by the European Union and, as regards the parent company financial statements, as applied in accordance with the provisions of the Companies Act 2006.

#### In our opinion:

- the financial statements give a true and fair view of the state of the group's and of the parent company's affairs as at 31st March 2020 and of the group's profit for the year then ended;
- the group financial statements have been properly prepared in accordance with IFRSs as adopted by the European Union:
- the parent company financial statements have been properly prepared in accordance with IFRSs as adopted by the European Union and as applied in accordance with the provisions of the Companies Act 2006; and
- the financial statements have been 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 Auditors' responsibilities for the audit of the financial statements section of our report. We are independent of the group in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the 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.

#### Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the group's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

#### Other information

The directors are responsible for the other information. The other information comprises the information in the Group Strategic Report and the Report of the Directors, but does not include the financial statements and our Report of the Auditors thereon.

Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

#### Opinions on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Group 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
- the Group Strategic Report and the Report of the Directors have been prepared in accordance with applicable legal requirements.

#### Report of the Independent Auditors to the Members of Veedol UK Limited

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the group and the parent company and its environment obtained in the course of the audit, we have not identified material misstatements in the Group Strategic Report or the Report of the Directors.

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 by the parent company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent company 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.

Responsibilities of directors

As explained more fully in the Statement of Directors' Responsibilities set out on page three, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the group's and the parent 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 the directors either intend to liquidate the group or the parent company or to cease operations, or have no realistic alternative but to do so.

Auditors' 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 a Report of the Auditors 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 further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at www.frc.org.uk/auditorsresponsibilities. This description forms part of our Report of the Auditors.

Use of our report

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.

Ian Hewson (Senior Statutory Auditor)

for and on behalf of Hewson & Howson Statutory Auditors

a Hewn

8 Shepcote Office Village

Shepcote Lane Sheffield

South Yorkshire

S9 1TG

22 JUNE 2020

# Consolidated Statement of Profit or Loss and Other Comprehensive Income for the Year Ended 31st March 2020

|   | Notes | 31.3.20<br>£                       | 31.3.19<br>£                       |
|---|-------|------------------------------------|------------------------------------|
| CONTINUING OPERATIONS Revenue   |       | 13,066,104                         | 12,234,501                         |
| Cost of sales   |       | (8,632,468)                        | (8,355,521)                        |
| GROSS PROFIT  |       | 4,433,636                          | 3,878,980                          |
| Other operating income<br>Distribution costs<br>Administrative expenses | 12    | 19,732<br>(465,176)<br>(2,848,989) | 39,772<br>(432,141)<br>(2,525,610) |
| OPERATING PROFIT  |       | 1,139,203                          | 961,001                            |
| Finance costs   | 4     | (14,192)                           | (16,375)                           |
| Finance income  | 4     | 808                                | 828                                |
| PROFIT BEFORE INCOME TAX  | 5     | 1,125,819                          | 945,454                            |
| Income tax  | 6     | (230,698)                          | (194,130)                          |
| PROFIT FOR THE YEAR   |       | 895,121                            | 751,324                            |
| OTHER COMPREHENSIVE INCOMI  | E     | (*                                 | *                                  |
| TOTAL COMPREHENSIVE INCOME<br>FOR THE YEAR                              | E     | 895,121                            | 751,324                            |
| Profit attributable to:<br>Owners of the parent                         |       | 895,121                            | 751,324                            |
| Total comprehensive income attributable to<br>Owners of the parent      | o:    | 895,121                            | 751,324                            |
| Earnings per share expressed in pence per share: Basic Diluted          | 9     | 2362.11<br>2362.11                 | 1982.65<br>1982.65                 |

# Veedol UK Limited (Registered number: 03564422)

# Consolidated Statement of Financial Position 31st March 2020

|                                       | Notes  | 31.3.20<br>₤    | 31.3.19<br>£      |
|---------------------------------------|--------|-----------------|-------------------|
| ASSETS                                | Holes  | a.              | ž.                |
| NON-CURRENT ASSETS                    |        |                 |                   |
| Owned                                 |        |                 |                   |
| Intangible assets                     | 10     | *               | 654               |
| Property, plant and equipment         | 11     | 2,933,467       | 1,598,393         |
| Right-of-use                          |        |                 |                   |
| Property, plant and equipment         | 11, 20 | 137,163         | 182,884           |
| Investments                           | 12     | *               | 5 <del>00</del> 0 |
| Trade and other receivables           | 14     | -               | 40,000            |
|                                       |        | <u> </u>        |                   |
|                                       |        | 3,070,630       | 1,821,931         |
|                                       |        | -               | P                 |
| CURRENT ASSETS                        |        | 10 102 Day      |                   |
| Inventories                           | 13     | 2,199,244       | 2,123,546         |
| Trade and other receivables           | 14     | 2,870,179       | 3,062,540         |
| Tax receivable                        | 52     | 172,670         | #.)               |
| Cash and cash equivalents             | 15     | 79,446          | 68,568            |
|                                       |        | 5 224 520       |                   |
|                                       |        | 5,321,539       | 5,254,654         |
| TOTAL ASSETS                          |        | 8 303 160       | 7.076.505         |
| TOTAL ASSETS                          |        | 8,392,169       | 7,076,585         |
| EQUITY                                |        | -               |                   |
| SHAREHOLDERS' EQUITY                  |        |                 |                   |
| Called up share capital               | 16     | 37,895          | 37,895            |
| Share premium                         | 17     | 5,605           | 5,605             |
| Fair value reserve                    | 17     | 152,890         | 163,374           |
| Retained earnings                     | 17     | 4,162,720       | 3,768,698         |
| Retained carnings                     | 17     | 4,102,720       | 3,700,090         |
| TOTAL EQUITY                          |        | 4,359,110       | 3,975,572         |
| LIABILITIES                           |        |                 |                   |
| NON-CURRENT LIABILITIES               |        |                 |                   |
| Financial liabilities - borrowings    |        |                 |                   |
| Interest bearing loans and borrowings | 19     | 85,727          | 126,876           |
| Deferred tax                          | 21     | 116,361         | 54,088            |
| Doloned tax                           | 21     |                 |                   |
|                                       |        | 202,088         | 180,964           |
|                                       |        |                 |                   |
| CURRENT LIABILITIES                   |        |                 |                   |
| Trade and other payables              | 18     | 2,882,659       | 2,109,472         |
| Financial liabilities - borrowings    |        |                 |                   |
| Bank overdrafts                       | 19     | 789,738         | 679,620           |
| Interest bearing loans and borrowings | 19     | 41,149          | 41,148            |
| Tax payable                           |        | 117,425         | 89,809            |
|                                       |        | -               | <b>——</b>         |
|                                       |        | 3,830,971       | 2,920,049         |
|                                       |        | -               |                   |
| TOTAL LIABILITIES                     |        | 4,033,059       | 3,101,013         |
|                                       |        | ( <del></del>   |                   |
| TOTAL EQUITY AND LIABILITIES          |        | 8,392,169       | 7,076,585         |
|                                       |        | · <del></del> * |                   |

The notes form part of these financial statements

## Veedol UK Limited (Registered number: 03564422)

# Consolidated Statement of Financial Position - continued 31st March 2020

The financial statements were approved by the Board of Directors and authorised for issue on 22-06-20 and were signed on its behalf by:

Rajudukghil

R N Ghosal - Director

# Veedol UK Limited (Registered number: 03564422)

## Company Statement of Financial Position 31st March 2020

|   | Notes    | 31.3.20<br>£ | 31.3.19<br>£       |
|---|----------|--------------|--------------------|
| ASSETS  |          |              | ~                  |
| NON-CURRENT ASSETS                                  |          |              |                    |
| Owned   |          |              |                    |
| Intangible assets                                   | 10       | -            | -                  |
| Property, plant and equipment                       | 11       | <u>=</u>     | -                  |
| Right-of-use  |          |              |                    |
| Investments   | 12       | 79,157       | 79,157             |
|   |          |              | -                  |
|   |          | 79,157       | 79,157             |
| AND COMPANY AND |          |              |                    |
| CURRENT ASSETS                                      | Bitrio - |              |                    |
| Cash and cash equivalents                           | 15       | 48,611       | 26,519             |
| mom . F . correc                                    |          |              |                    |
| TOTAL ASSETS  |          | 127,768      | 105,676            |
| POTENT  |          | <del></del>  |                    |
| EQUITY  |          |              |                    |
| SHAREHOLDERS' EQUITY                                | 22       |              |                    |
| Called up share capital                             | 16       | 37,895       | 37,895             |
| Share premium                                       | 17       | 5,605        | 5,605              |
| Retained earnings                                   | 17       | 84,268       | 62,176             |
| mom. I novem  |          | -            |                    |
| TOTAL EQUITY  |          | 127,768      | 105,676            |
| I I A DEL TETEO                                     |          | -            | <del>y =====</del> |
| LIABILITIES   |          |              |                    |
| TOTAL LIABILITIES                                   |          | -            | <b>*</b> 0         |
| TOTAL FOLITH AND LL.                                | TO.      |              | -                  |
| TOTAL EQUITY AND LIABILITI                          | ES       | 127,768      | 105,676            |
|   |          |              |                    |

The financial statements were approved by the Board of Directors and authorised for issue on 22-06-20 and were signed on its behalf by:

Rojudutglil

R N Ghosal - Director

# Consolidated Statement of Changes in Equity for the Year Ended 31st March 2020

|                            | Called up<br>share<br>capital<br>£ | Retained<br>earnings<br>£ | Share<br>premium<br>£ | Fair<br>value<br>reserve<br>£ | Total<br>equity<br>£ |
|----------------------------|------------------------------------|---------------------------|-----------------------|-------------------------------|----------------------|
| Balance at 1st April 2018  | 37,895                             | 3,491,947                 | 5,605                 | 173,858                       | 3,709,305            |
| Changes in equity          |                                    |                           |                       |                               |                      |
| Dividends                  | -                                  | (485,057)                 | 2                     | _                             | (485,057)            |
| Total comprehensive income |                                    | 761,808                   |                       | (10,484)                      | 751,324              |
| Balance at 31st March 2019 | 37,895                             | 3,768,698                 | 5,605                 | 163,374                       | 3,975,572            |
| Changes in equity          |                                    |                           |                       |                               |                      |
| Dividends                  | <u> </u>                           | (511,583)                 | -                     |                               | (511,583)            |
| Total comprehensive income | <u> </u>                           | 905,605                   |                       | (10,484)                      | 895,121              |
| Balance at 31st March 2020 | 37,895                             | 4,162,720                 | 5,605                 | 152,890                       | 4,359,110            |

# Company Statement of Changes in Equity for the Year Ended 31st March 2020

|                            | Called up<br>share<br>capital<br>£ | Retained<br>earnings<br>£ | Share premium £ | Total equity £ |
|----------------------------|------------------------------------|---------------------------|-----------------|----------------|
| Balance at 1st April 2018  | 37,895                             | 16,587                    | 5,605           | 60,087         |
| Changes in equity          |                                    |                           |                 |                |
| Dividends                  | :#1                                | (485,057)                 | 848             | (485,057)      |
| Total comprehensive income |                                    | 530,646                   | -               | 530,646        |
| Balance at 31st March 2019 | 37,895                             | 62,176                    | 5,605           | 105,676        |
| Changes in equity          |                                    |                           |                 |                |
| Dividends                  |                                    | (511,583)                 |                 | (511,583)      |
| Total comprehensive income |                                    | 533,675                   |                 | 533,675        |
| Balance at 31st March 2020 | 37,895                             | 84,268                    | 5,605           | 127,768        |

# Consolidated Statement of Cash Flows for the Year Ended 31st March 2020

|   | Notes   | 31.3.20<br>£  | 31.3.19            |
|---|---------|---|--------------------|
| Cash flaws from apprating activities  | Notes   | r   | £                  |
| Cash flows from operating activities Cash generated from operations Interest paid | 1       | 2,338,780<br>(10,300)   | 1,009,083          |
| Lease interest paid   |         | 100 pp. 100 | (12,048)           |
|   |         | (3,892)   | (4,327)            |
| Tax paid  |         | (313,479)   | (260,828)          |
| Net cash from operating activities  |         | 2,011,109   | 731,880            |
| Cash flows from investing activities  |         |   |                    |
| Purchase of tangible fixed assets   |         | (1,560,624)   | (128,791)          |
| Sale of tangible fixed assets   |         | 2,200   | 18,901             |
| Interest received   |         | 808   | 828                |
| Net cash from investing activities  |         | (1,557,616)   | (109,062)          |
| Cash flows from financing activities  |         |   |                    |
| Payment of lease liabilities  |         | (41,150)  | 168,024            |
| Equity dividends paid   |         | (511,583)   | (485,057)          |
|   |         | -   |                    |
| Net cash from financing activities  |         | (552,733)   | (317,033)          |
|   |         |   |                    |
| (Decrease)/increase in cash and cash equi   | valents | (99,240)  | 305,785            |
| Cash and cash equivalents at beginning o  |         |   |                    |
| year  | 2       | (611,052)   | (916,837)          |
|   |         |   | 1 <del>2 - 2</del> |
| Cash and cash equivalents at end of year  | 2       | (710,292)   | (611,052)          |
|   |         | 0   |                    |

## Notes to the Consolidated Statement of Cash Flows for the Year Ended 31st March 2020

# 1. RECONCILIATION OF PROFIT BEFORE INCOME TAX TO CASH GENERATED FROM OPERATIONS

|   | 31.3.20   | 31.3.19   |
|---|-----------|-----------|
|   | £         | £         |
| Profit before income tax                        | 1,125,819 | 945,454   |
| Depreciation charges                            | 271,927   | 219,451   |
| Profit on disposal of fixed assets              | (2,200)   | (8,050)   |
| Finance costs                                   | 14,192    | 16,375    |
| Finance income                                  | (808)     | (828)     |
|   | 1,408,930 | 1,172,402 |
| Increase in inventories                         | (75,698)  | (128,887) |
| Decrease in trade and other receivables         | 232,361   | 128,696   |
| Increase/(decrease) in trade and other payables | 773,187   | (163,128) |
| Cash generated from operations                  | 2,338,780 | 1,009,083 |
|   |           |           |

## 2. CASH AND CASH EQUIVALENTS

The amounts disclosed on the Statement of Cash Flows in respect of cash and cash equivalents are in respect of these Statement of Financial Position amounts:

#### Year ended 31st March 2020

| Cash and cash equivalents<br>Bank overdrafts | 31.3.20<br>£<br>79,446<br>(789,738)   | 1.4.19<br>£<br>68,568<br>(679,620) |
|--|---------------------------------------|------------------------------------|
|  | (710,292)                             | (611,052)                          |
| Year ended 31st March 2019                   | · · · · · · · · · · · · · · · · · · · |                                    |
|  | 31.3.19                               | 1.4.18                             |
|  | £                                     | £                                  |
| Cash and cash equivalents                    | 68,568                                | 171,621                            |
| Bank overdrafts                              | (679,620)                             | (1,088,458)                        |
|  | (611,052)                             | (916,837)                          |

### Notes to the Consolidated Financial Statements for the Year Ended 31st March 2020

#### 1. STATUTORY INFORMATION

Veedol UK 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 General Information page.

#### 2. ACCOUNTING POLICIES

#### **Basis of preparation**

The financial statements have been prepared in accordance with International Financial Reporting Standards as adopted by the European Union and with those parts of the Companies Act 2006 applicable to company's reporting under IFRS.

#### Basis of consolidation

The group financial statements consolidate the financial statements of the company and its subsidiary undertaking drawn up to 31st March 2019.

The subsidiary undertaking is included using the acquisitions method of accounting. Under this method the group statement of comprehensive income and statement of cashflows include the results and cashflows of its subsidiary from the date of acquisition and to the date of sale outside the group in the case of disposal of the subsidiary. The purchase consideration has been allocated to the assets and liabilities on the basis of fair value at the date of acquisition.

### Property, plant and equipment

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.

Freehold property

- in accordance with the property

Plant and machinery

- Straight line between 1 and 15 years

Fixtures and fittings

- 25% on reducing balance

Motor vehicles

- at varying rates on cost

#### Inventories

Inventories are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

#### Taxation

Current taxes are based on the results shown in the financial statements and are calculated according to local tax rules, using tax rates enacted or substantially enacted by the statement of financial position date.

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

### Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the statement of financial position date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

#### Lancac

Leases are recognised as finance leases. The lease liability is initially recognised at the present value of the lease payments which have not yet been made and subsequently measured under the amortised cost method. The initial cost of the right-of-use asset comprises the amount of the initial measurement of the lease liability, lease payments made prior to the lease commencement date, initial direct costs and the estimated costs of removing or dismantling the underlying asset per the conditions of the contract.

Where ownership of the right-of-use asset transfers to the lessee at the end of the lease term, the right-of-use asset is depreciated over the asset's remaining useful life. If ownership of the right-of-use asset does not transfer to the lessee at the end of the lease term, depreciation is charged over the shorter of the useful life of the right-of-use asset and the lease term.

#### Notes to the Consolidated Financial Statements - continued for the Year Ended 31st March 2020

#### 2. ACCOUNTING POLICIES - continued

#### Employee benefit costs

The group operates a defined contribution pension scheme. Contributions payable to the group's pension scheme are charged to the income statement in the period to which they relate.

#### Financial instruments

Financial instruments are classified and accounted for, according to the substance of the contractual arrangement, as financial assets, financial liabilities or equity instruments. An equity instrument is any contract that evidences a residual interest in the assets of the group after deducting all of its liabilities. Where shares are issued, any component that creates a financial liability of the group is presented as a liability in the balance sheet. The corresponding dividends relating to that liability component are charged as interest expense in the profit and loss account.

#### Hire purchase and leasing commitments

Rentals payable under operating leases are charged in the profit and loss account on a straight line basis over the lease term.

Assets held under finance leases, which are leases where substantially all the risks and rewards of ownership of the asset have passed to the group, are capitalised in the balance sheet as tangible fixed assets and are depreciated over the shorter of the lease term and their useful lives. The capital element of future obligations under the leases are included as liabilities in the balance sheet. The interest element of the rental obligation is charged to the profit and loss account over the period of the lease and represents a constant proportion of the balance of capital repayments outstanding. Assets held under hire purchase agreements are capitalised as tangible fixed assets and are depreciated over the shorter of the lease term and their useful lives.

#### Critical accounting judgements and estimates

The preparation of financial statements under IFRS requires management to make judgements, assumptions and estimates that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expense. Actual results may differ from these estimates. Assumptions and estimates are reviewed on an ongoing basis and any revisions to them are recognised in the period in which they are revised.

The following items are those that management considers to be critical due to the level of judgement and estimation required:

#### Inventories

Having regard to the uncertainties arising from the continuing economic consequences of COVID-19, management have exercised their judgement in determining the extent to which inventories held at the balance sheet date are properly valued according to the accounting policy of making due allowance for obsolete and slow moving items. The directors have applied estimates to help them determine the extent to which such provisions have been made in these financial statements,

#### 3. EMPLOYEES AND DIRECTORS

|                       | 51,5,20   | 31,3,13   |
|-----------------------|-----------|-----------|
|                       | £         | £         |
| Wages and salaries    | 1,252,802 | 1,201,708 |
| Social security costs | 128,310   | 122,058   |
| Other pension costs   | 28,271    | 26,124    |
|                       | 1,409,383 | 1,349,890 |
|                       |           |           |

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31.3.20

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# Notes to the Consolidated Financial Statements - continued for the Year Ended 31st March 2020

## 3. EMPLOYEES AND DIRECTORS - continued

|    | The average number of employees during the year was as follows:   | 31.3.20              | 31.3.19              |
|----|---|----------------------|----------------------|
|    |   |                      | 01.0.15              |
|    | Administration and support  | 10                   | 10                   |
|    | Sales, marketing and distribution   | 27                   | 27                   |
|    |   | 37                   | 37                   |
|    |   |                      | =                    |
|    |   | 31.3.20              | 31.3.19              |
|    | Discount of the second of the | £                    | £                    |
|    | Directors' remuneration Directors' pension contributions to money purchase schemes  | 50,926               | 127,008              |
|    | Directors pension contributions to money purchase schemes   | 930                  | <del>2,320</del>     |
|    | The number of directors to whom retirement benefits were accruing was as follows:   | į.                   |                      |
|    | Money purchase schemes  | 1                    | 1                    |
|    | 1 SAMO DO SAN SANASANO  |                      | ===                  |
| 4. | NET FINANCE COSTS   |                      |                      |
|    |   | 31.3.20              | 31.3.19              |
|    | <u></u>   | £                    | £                    |
|    | Finance income: Deposit account interest  | 000                  |                      |
|    | Deposit account interest  | 808                  | 828                  |
|    | Finance costs:  |                      |                      |
|    | Bank loan interest  | 10,300               | 12,048               |
|    | Hire purchase   | 3,892                | 4,327                |
|    |   | 14,192               | 16,375               |
|    |   |                      | ===                  |
|    | Net finance costs   | 13,384               | 15,547               |
|    |   |                      |                      |
| 5. | PROFIT BEFORE INCOME TAX  |                      |                      |
|    | The profit before income tax is stated after charging/(crediting):  |                      |                      |
|    |   | 31.3.20              | 31.3.19              |
|    | Cost of inventories recognised as expense   | £                    | £                    |
|    | Depreciation - owned assets   | 8,632,468<br>225,550 | 8,355,521<br>173,730 |
|    | Depreciation - assets on hire purchase contracts  | 45,721               | 45,721               |
|    | Profit on disposal of fixed assets  | (2,200)              | (8,050)              |
|    | Patents and licences amortisation   | 654                  | -                    |
|    | Auditors' remuneration  | 10,000               | 10,000               |
|    |   |                      |                      |

## Notes to the Consolidated Financial Statements - continued for the Year Ended 31st March 2020

## 6. INCOME TAX

| Analysis of tax expense |         |         |
|-------------------------|---------|---------|
|                         | 31.3.20 | 31.3.19 |
|                         | £       | £       |
| Current tax:            |         |         |
| Tax                     | 168,425 | 192,749 |

| Deferred tax  | 62,273  | 1,381   |
|---|---------|---------|
| Total tax expense in consolidated statement of profit or loss and other | :       | ·       |
| comprehensive income  | 230,698 | 194,130 |

#### Factors affecting the tax expense

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

| Profit before income tax   | 31.3.20<br>£<br>1,125,819 | 31.3.19<br>£<br>945,454 |
|--|---------------------------|-------------------------|
| Profit multiplied by the standard rate of corporation tax in the UK of $19\%$ (2019 - $19\%$ ) | 213,906                   | 179,636                 |
| Effects of:  |                           |                         |
| Deferred tax movement Disallowed expenses  | 62,273                    | 1,381<br>28             |
| Excess of depreciation over capital allowances Losses carried forward                          | (47,538)<br>2,057         | 13,085                  |
| Tax expense  | 230,698                   | 194,130                 |

## 7. PROFIT OF PARENT COMPANY

As permitted by Section 408 of the Companies Act 2006, the statement of comprehensive income of the parent company is not presented as part of these financial statements. The parent company's profit for the financial year was £533,675 (2019 - £530,646).

#### 8. **DIVIDENDS**

|                            | 31.3.20 | 31.3.19 |
|----------------------------|---------|---------|
|                            | £       | £       |
| Ordinary shares of £1 each |         |         |
| Dividends paid in the year | 511,583 | 485,057 |
|                            |         |         |

## Notes to the Consolidated Financial Statements - continued for the Year Ended 31st March 2020

## 9. EARNINGS PER SHARE

Basic earnings per share is calculated by dividing the earnings attributable to ordinary shareholders by the weighted average number of ordinary shares outstanding during the period.

Diluted earnings per share is calculated using the weighted average number of shares adjusted to assume the conversion of all dilutive potential ordinary shares.

Reconciliations are set out below.

|  | Earnings<br>£ | 31.3.20<br>Weighted<br>average<br>number<br>of<br>shares | Per-share<br>amount<br>pence |
|--|---------------|--|------------------------------|
| Basic EPS                                      |               |  | *                            |
| Earnings attributable to ordinary shareholders | 895,121       | 37,895   | 2362.11                      |
| Effect of dilutive securities                  | 5             |  | 3 <b>=</b> 0                 |
| Diluted EPS                                    | -             |  | -                            |
| Adjusted earnings                              | 895,121       | 37,895   | 2362.11                      |
|  | ===           | ====   |                              |
| Basic EPS                                      | Earnings<br>£ | 31.3.19<br>Weighted<br>average<br>number<br>of<br>shares | Per-share<br>amount<br>pence |
| Earnings attributable to ordinary shareholders | 751,324       | 37,895   | 1982.65                      |
| Effect of dilutive securities                  | 731,327       | -  | 1902.03                      |
| Diluted EPS                                    | :             |  |                              |
| Adjusted earnings                              | 751,324       | 37,895   | 1982.65                      |

## Notes to the Consolidated Financial Statements - continued for the Year Ended 31st March 2020

## 10. INTANGIBLE ASSETS

|   | $\mathbf{r}_0$ |     |   |
|---|----------------|-----|---|
| • | LU             | ··· | u |

|                       | Patents<br>and |
|-----------------------|----------------|
|                       | licences       |
|                       | £              |
| COST                  |                |
| At 1st April 2019     |                |
| and 31st March 2020   | 92,303         |
| AMORTISATION          | <del></del>    |
| At 1st April 2019     | 91,649         |
| Amortisation for year | 654            |
| At 31st March 2020    | 92,303         |
| NET BOOK VALUE        | - <del></del>  |
| At 31st March 2020    | 5 <b>₩</b> Y   |
|                       |                |
| At 31st March 2019    | 654            |
|                       |                |

## 11. PROPERTY, PLANT AND EQUIPMENT

## Group

| COCT OR WAY WATERON    | Freehold<br>property<br>£ | Plant and<br>machinery<br>£ | Fixtures<br>and<br>fittings<br>£ | Motor<br>vehicles<br>£ | Totals<br>£ |
|------------------------|---------------------------|-----------------------------|----------------------------------|------------------------|-------------|
| COST OR VALUATION      | 1015055                   |                             |                                  |                        |             |
| At 1st April 2019      | 1,815,255                 | 1,455,275                   | 142,499                          | 87,312                 | 3,500,341   |
| Additions              | 954,082                   | 578,748                     |                                  | 27,794                 | 1,560,624   |
| Disposals              |                           |                             | (120,561)                        | (11,989)               | (132,550)   |
| At 31st March 2020     | 2,769,337                 | 2,034,023                   | 21,938                           | 103,117                | 4,928,415   |
| DEPRECIATION           |                           |                             |                                  |                        | -           |
| At 1st April 2019      | 536,373                   | 998,892                     | 135,404                          | 48,395                 | 1,719,064   |
| Charge for year        | 77,548                    | 160,473                     | 3,656                            | 29,594                 | 271,271     |
| Eliminated on disposal |                           | (*)                         | (120,561)                        | (11,989)               | (132,550)   |
| At 31st March 2020     | 613,921                   | 1,159,365                   | 18,499                           | 66,000                 | 1,857,785   |
| NET BOOK VALUE         |                           |                             |                                  |                        |             |
| At 31st March 2020     | 2,155,416                 | 874,658                     | 3,439                            | 37,117                 | 3,070,630   |
| At 31st March 2019     | 1,278,882                 | 456,383                     | 7,095                            | 38,917                 | 1,781,277   |
|                        |                           |                             |                                  |                        |             |

The directors have considered the carrying value of all fixed assets as at 31st March 2020 and in their opinion the net book value of assets represents their fair value.

## Notes to the Consolidated Financial Statements - continued for the Year Ended 31st March 2020

## 11. PROPERTY, PLANT AND EQUIPMENT - continued

## Group

Cost or valuation at 31st March 2020 is represented by:

| Totals<br>£ |
|-------------|
| 227,098     |
| 4,701,317   |
| 4,928,415   |
|             |

If freehold land and buildings had not been revalued they would have been included at the following historical cost:

| Cost   | 31.3.20<br>£<br>2,542,239 | 31.3.19<br>£<br>1,588,157 |
|--|---------------------------|---------------------------|
| Aggregate depreciation                       | 539,713                   | 472,649                   |
| Value of land in freehold land and buildings | 50,000                    | 50,000                    |

## 12. INVESTMENTS

## Company

| COST                | undertakings<br>£                      |
|---------------------|--|
|                     |  |
| At 1st April 2019   |  |
| and 31st March 2020 | 79,157                                 |
| NET BOOK VALUE      |  |
| At 31st March 2020  | 79,157                                 |
| At 31st March 2019  | 70.157                                 |
| At 51st Watch 2019  | 79,157                                 |
|                     | —————————————————————————————————————— |

Shares in group

## Notes to the Consolidated Financial Statements - continued for the Year Ended 31st March 2020

## 12. INVESTMENTS - continued

## Company

The group or the company's investments at the Statement of Financial Position date in the share capital of companies include the following:

## Subsidiary

## Granville Oil & Chemicals Limited

Registered office:

Nature of business: Automotive aftermarket

Class of shares: % holding Ordinary 100.00

Aggregate capital and reserves  $\begin{array}{ccc} {\bf 31.3.20} & {\bf 31.3.19} \\ {\bf \pounds} & {\bf \pounds} \\ {\bf 4,310,499} & {\bf 3,949,053} \\ {\bf Profit for the year} & {\bf 905,950} & {\bf 765,117} \\ \end{array}$ 

## 13. INVENTORIES

|   | Group     |                                      |
|---|-----------|--------------------------------------|
|   | 31.3.20   | 31.3.19                              |
|   | £         | £                                    |
|   | 558,604   | 472,647                              |
| * | 1,640,640 | 1,650,899                            |
|   | 2,199,244 | 2,123,546                            |
|   | *         | 31.3.20<br>£<br>558,604<br>1,640,640 |

## 14. TRADE AND OTHER RECEIVABLES

|                                | Group     |           |
|--------------------------------|-----------|-----------|
|                                | 31.3.20   | 31.3.19   |
| Comments                       | £         | £         |
| Current:                       |           |           |
| Trade debtors                  | 2,744,012 | 2,873,198 |
| Prepayments and accrued income | 126,167   | 189,342   |
|                                | 2,870,179 | 3,062,540 |
| Non-current:                   | ·         | -         |
| Other debtors                  | -         | 40,000    |
|                                | ===       |           |
| Aggregate amounts              | 2,870,179 | 3,102,540 |
|                                |           |           |

# Notes to the Consolidated Financial Statements - continued for the Year Ended 31st March 2020

# 15. CASH AND CASH EQUIVALENTS

|     | Cash in hand<br>Bank accounts                      |   | 31.3.20<br>£<br>1,598<br>77,848<br>79,446 | Group  31.3.19 £ 413 68,155 68,568 | 31.3.20<br>£<br>48,611<br>48,611 | 31.3.19<br>£<br>26,519<br>26,519  |
|-----|--|---|---|------------------------------------|----------------------------------|-----------------------------------|
| 16. | CALLED UP  | SHARE CAPITAL                           |   |                                    |                                  |                                   |
|     | Allotted, issued<br>Number:<br>37,895              | l and fully paid:<br>Class:<br>Ordinary |   | Nominal<br>value:<br>£1            | 31.3.20<br>£<br>37,895           | 31.3.19<br>£<br>37,895            |
| 17. | RESERVES   |   |   |                                    |                                  |                                   |
|     | Group  |   |   |                                    | Fair                             |                                   |
|     |  |   | Retained<br>earnings<br>£                 |                                    | value<br>reserve<br>£            | Totals<br>£                       |
|     | At 1st April 20<br>Profit for the ye<br>Dividends  | ear                                     | 3,768,698<br>895,121<br>(511,583)         | 5,605                              | 163,374                          | 3,937,677<br>895,121<br>(511,583) |
|     | Transfer of real                                   |   |   |                                    | (10,484)                         | *                                 |
|     | At 31st March 2                                    | 2020                                    | <del>4,162,720</del>                      | =====                              | <u>152,890</u>                   | 4,321,215                         |
|     | Company  |   |   | Retained<br>earnings<br>£          | Share<br>premium<br>£            | Totals<br>£                       |
|     | At 1st April 201<br>Profit for the ye<br>Dividends |   |   | 62,176<br>533,675<br>(511,583)     | 5,605                            | 67,781<br>533,675<br>(511,583)    |
|     | At 31st March 2                                    | 2020                                    |   | 84,268                             | 5,605                            | 89,873                            |

# Notes to the Consolidated Financial Statements - continued for the Year Ended 31st March 2020

## 18. TRADE AND OTHER PAYABLES

|     |   |   |                               | Group                          |                                   |
|-----|---|---|-------------------------------|--------------------------------|-----------------------------------|
|     |   |   |                               | 31.3.20<br>£                   | 31.3.19<br>£                      |
|     | Current: Trade creditors Social security and other taxes Accruals and deferred income |   |                               | 2,450,045<br>64,918<br>367,696 | 1,794,200<br>26,239<br>289,033    |
|     |   |   |                               | 2,882,659                      | 2,109,472                         |
| 19. | FINANCIAL LIABILITIES - BORROWING   | ss  |                               |                                |                                   |
|     |   |   |                               | Gr                             | oup                               |
|     | Current:  |   |                               | 31.3.20<br>£                   | 31.3.19<br>£                      |
|     | Bank overdrafts   |   |                               | 789,738                        | 679,620                           |
|     | Leases (see note 20)  |   |                               | 41,149                         | 41,148                            |
|     |   |   |                               | 830,887                        | 720,768                           |
|     | Non-current:  |   |                               |                                |                                   |
|     | Leases (see note 20)  |   |                               | <u>85,727</u>                  | 126,876<br>———                    |
|     | Terms and debt repayment schedule   |   |                               |                                |                                   |
|     | Group   |   |                               |                                |                                   |
|     | Bank overdrafts<br>Leases   | 1 year or<br>less<br>£<br>789,738<br>41,149 | 1-2 years<br>£<br>-<br>41,149 | 2-5 years<br>£<br>44,578       | Totals<br>£<br>789,738<br>126,876 |
|     |   | 830,887                                     | 41,149                        | 44,578                         | 916,614                           |

The bank overdraft is secured by fixed and floating charge over the assets of the company.

# Notes to the Consolidated Financial Statements - continued for the Year Ended 31st March 2020

#### 20. LEASING

Group Right-of-use assets

Property, plant and equipment

| COST  | 31.3.20<br>£     | 31.3.19<br>£      |
|---|------------------|-------------------|
| At 1st April 2019 Reclassification/transfer                             | 228,605          | 228,605           |
|   | 228,605          | 228,605           |
| DEPRECIATION At 1st April 2019 Charge for year                          | 45,721<br>45,721 | 45.701            |
| Charge for year   | 45,721<br>91,442 | 45,721            |
| NET BOOK VALUE  | 137,163          | 182,884           |
| Group<br>Lease liabilities  |                  |                   |
| Minimum lease payments fall due as follows:                             |                  |                   |
|   | 31.3.20<br>£     | 31.3.19<br>£      |
| Gross obligations repayable: Within one year Between one and five years | 45,041<br>93,822 | 45,040<br>138,863 |
|   | 138,863          | 183,903           |
| Finance charges repayable: Within one year                              | 3,892            | 3,892             |
| Between one and five years  | 8,095<br>11,987  | 11,987            |
| Net obligations repayable:  | <u> </u>         | -                 |
| Within one year Between one and five years                              | 41,149<br>85,727 | 41,148<br>126,876 |
|   | 126,876          | 168,024           |

## Notes to the Consolidated Financial Statements - continued for the Year Ended 31st March 2020

#### 21. DEFERRED TAX

#### Group

|                       | 31.3.20 | 31.3.19 |
|-----------------------|---------|---------|
|                       | £       | £       |
| Balance at 1st April  | 54,088  | 52,707  |
| Charge for the period | 62,273  | 1,381   |
| Balance at 31st March | 116,361 | 54,088  |
|                       |         |         |

### 22. ULTIMATE PARENT COMPANY

The company is a wholly owned subsidiary of Tide Water Oil Co. (India) Ltd.

#### 23. CAPITAL COMMITMENTS

At the balance sheet date there was an estimated £952,027 capital expenditure commitment that was contracted for but not provided in these financial statements.

#### 24. RELATED PARTY DISCLOSURES

The group charged Veedol International Limited (VIL) £20,437 (2019: £17,400) in respect of consultancy services. At the balance sheet date VIL owed the group £4,800 (2019: £nil). The group was charged by VIL £14,188 (2019: £19,346) in respect of royalties. At the balance sheet date the group owed VIL £7,610 (2019: £1,385).

The group charged Veedol International BV (VIBV) £nil (2019: £8,036) in respect of consultancy services. At the balance sheet date VIBV owed the group £nil (2019: £nil).

The group charged Veedol Deutschland GMBH (VDG) £25,404 (2019: £5,086) in respect of consultancy services. At the balance sheet date VDG owed the group £nil (2019: £nil).

The group charged Veedol International DMCC (VID) £380,176 (2019: £679,896) in respect of materials. At the balance sheet date VID owed the group £49,303 (2019: £265,193).

The group charged Veedol International Americas (VIA) £192,162 (2019: £nil) in respect of materials. At the balance sheet date VIA owed the group £83,055 (2019: £nil).

# Consolidated Income Statement Summaries for the Year Ended 31st March 2020

|                               | 31.3.20<br>£ | 31.3.19     |
|-------------------------------|--------------|-------------|
|                               | 2            | £           |
| REVENUE                       |              |             |
| Sales                         | 10,022,775   | 9,246,145   |
| Sales, Europe                 | 1,281,221    | 971,780     |
| Sales, rest of world          | 1,628,577    | 1,862,651   |
| Management charges receivable | 133,531      | 153,925     |
|                               | 13,066,104   | 12,234,501  |
| COST OF SALES                 |              |             |
| Opening stock                 | 472,647      | 413,436     |
| Opening finished goods        | 1,650,899    | 1,581,221   |
| Purchases                     | 8,190,841    | 8,064,283   |
| Other direct costs            | 517,325      | 420,127     |
| Closing stock                 | (558,604)    | (472,647)   |
| Closing finished goods        | (1,640,640)  | (1,650,899) |
|                               | 8,632,468    | 8,355,521   |
| OTHER OPERATING INCOME        |              |             |
| Rents received                | 19,732       | 39,772      |
|                               | 19,732       | 39,772      |
| DISTRIBUTION COSTS            |              | -           |
| Haulage                       | 465,176      | 432,141     |
|                               | 465,176      | 432,141     |
|                               |              | C4 (2000)   |

# Consolidated Income Statement Summaries for the Year Ended 31st March 2020

|  | 31.3.20                                 | 31.3.19   |
|--|---|-----------|
|  | £                                       | £         |
| 1010000                                      |   |           |
| ADMINISTRATIVE EXPENSES                      |   |           |
| Establishment costs                          |   |           |
| Rent   | 47,608                                  | 46,790    |
| Rates and water                              | 68,657                                  | 66,574    |
| Insurance                                    | 57,912                                  | 84,284    |
| Light and heat                               | 33,904                                  | 39,132    |
| Administrative expenses                      |   |           |
| Directors' salaries                          | 50,926                                  | 117,018   |
| Directors' pension contributions             | 930                                     | 2,320     |
| Wages  | 1,201,876                               | 1,084,690 |
| Social security                              | 128,310                                 | 122,058   |
| Pensions                                     | 27,341                                  | 23,804    |
| Sales commission                             | 260,892                                 | 260,288   |
| Telephone                                    | 5,569                                   | 8,194     |
| Post and stationery                          | 6,760                                   | 5,077     |
| Advertising                                  | 43,558                                  | 35,929    |
| Travelling                                   | 9,507                                   | 12,372    |
| Motor expenses                               | 39,292                                  | 41,653    |
| Repairs and renewals                         | 155,145                                 | 94,729    |
| Sundry expenses                              | 44,953                                  | 49,560    |
| Bad debts                                    | 257,354                                 | 90,365    |
| Accountancy                                  | 12,400                                  | 2,400     |
| Legal & consultancy fees                     | 79,195                                  | 93,993    |
| Auditors' remuneration                       | 10,000                                  | 10,000    |
| Amortisation of intangible fixed assets      |   |           |
| Patents and licences                         | 654                                     |           |
| Depreciation of tangible fixed assets        |   |           |
| Freehold property                            | 77,548                                  | 76,138    |
| Plant and machinery                          | 160,473                                 | 116,972   |
| Fixtures and fittings                        | 3,657                                   | 3,292     |
| Motor vehicles                               | 29,595                                  | 23,049    |
| Profit/loss on sale of tangible fixed assets | (2,200)                                 | (8,050)   |
| Finance costs                                |   | 7-37      |
| Bank charges                                 | 23,426                                  | 19,998    |
| Exchange gains/losses                        | 13,747                                  | 2,981     |
|  | 9                                       |           |
|  | 2,848,989                               | 2,525,610 |
|  | 5                                       |           |
|  |   |           |
| FINANCE COSTS                                |   |           |
| Bank loan interest                           | 10,300                                  | 12,048    |
| Hire purchase                                | 3,892                                   | 4,327     |
|  | -                                       |           |
|  | 14,192                                  | 16,375    |
|  |   |           |
|  |   |           |
| FINANCE INCOME                               |   |           |
| Deposit account interest                     | 808                                     | 828       |
|  | 3 <del>5 - 10 10</del>                  | ·         |
|  | 808                                     | 828       |
|  | *************************************** |           |