

Group Strategic Report, Report of the Directors and

Consolidated Financial Statements for the Year Ended 31 December 2017

<u>for</u>

Anisa Supply Chain Solutions Limited

SATURDAY

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COMPANIES HOUSE

#142

Haines Watts
Statutory Auditor
3rd Floor Pacific Chambers
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Liverpool
Merseyside
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Company Information for the Year Ended 31 December 2017

DIRECTORS:

L P Moore D C Renshaw G E Sharpe R Telford I Newcombe R D Mogg

SECRETARY:

L P Moore

REGISTERED OFFICE:

Sanderson House Manor Road Coventry CV1 2GF

REGISTERED NUMBER:

03496176 (England and Wales)

AUDITORS:

Haines Watts Statutory Auditor

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Liverpool Merseyside L2 5QQ

BANKERS:

Barclays Bank plc

One Snowhill Queensway

Birmingham West Midlands **B4 6GN**

<u>Group Strategic Report</u> for the Year Ended 31 December 2017

The directors present their strategic report of the company and the group for the year ended 31 December 2017.

REVIEW OF BUSINESS

Anisa Supply Chain Solutions Limited (the "Company" or the "Group") is a holding Company whose principal activity is the management of its investments in its subsidiaries and the provision of management services to its subsidiary trading companies. The Company changed its name from Anisa Group Limited to Anisa Supply Chain Solutions Limited on 16th October 2017 to better reflect the nature of its business through its Company name.

The principal activity of the Group's subsidiaries is the provision of information technology based solutions across the entire Supply Chain Management market. The Group provides solutions that enable clients to electronically operate, control and connect all components of their supply chain including design, engineering, manufacture, warehousing, distribution and service activities from their suppliers to their customers.

An additional minor source of income for the Group, shown as part of turnover, is the sub-letting of floor space at its head office in London.

The Group continues to focus on two subsidiaries OBS Logistics (OBSL) (end-to-end IT solutions for the logistics and industrial sectors) and In2grate Business Solutions (IBS) (provider of ERP solutions to the manufacturing, engineering and other specialist sectors). Both of these businesses offer a Managed Services ('private cloud') capability, delivered from the Company's UK based Data Centres, across the complete product suite which is receiving increased attention and is growing steadily.

The Group has developed and continues to develop a trusted family of supply chain software and logistics solutions and prefaces these products with the trademark *CALIDUS* which is a well-recognised and growing brand name within the industry.

Continuing on the solid progression of 2016 the reporting year saw increases for the Company in sales, profit and the cash balance. The investment in people, marketing and product development is clearly having a beneficial affect albeit 2017 is at the early stage of this return on the investment cycle.

UK economic growth for 2017 was weaker (estimated GDP 1.4%) than the previous year (1.9%) but a credible outcome given the aftermath of the Brexit referendum result on 23rd June 2016 where many experts were predicating an economic shock. Conversely, growth in the EU in the year strengthened which helped UK exports supported by the post Brexit devaluation of sterling. Apart from national (and personal) debt and Brexit uncertainty many problems stalk the UK economy having a fragile government, poor productivity, deskilling, weak real earnings and low levels of investment which can potentially undermine competiveness in coming years.

Whilst it is easy to paint a somewhat gloomy future portrait of the UK economy it surprisingly remains robust and if Brexit and trade negotiations go well the outlook could be promising. The Group also sees potential in those logistical challenges post Brexit with existing customs and trade arrangements being disrupted and new or modified IT systems needing to be quickly implemented. Anisa has retained a consultant to help assess these opportunities as the post Brexit world begins to materialise.

On 23rd November 2017 Anisa was acquired by the AIM listed Sanderson Group PLC (Sanderson) creating a £30m plus turnover IT services entity. The combined product range is complementary with little customer competition, the broad spectrum of products, skills and services should serve both companies well particularly the state-of-the-art Anisa Managed Service offering that will be of interest to Sanderson customers.

OBS Logistics (OBSL)

OBSL is one of the few companies able to provide a complete supply chain management system for third party logistics, e-fulfilment specialists, wholesale and distribution companies and manufacturers across all sectors. OBSL has a strong well recognised brand in the logistics sector called *CALIDUS*, a modular based supply chain software solution. It can be offered as a single modular specific solution or as an entire product suite as *CALIDUS Total Logistics*.

To allow customers to achieve optimal efficiencies and maximise the effectiveness of their supply chain operations, the *CALIDUS Total Logistics* solution has been designed with a flexible, adaptable, modular approach. This enables customers to select only the software component most suitable for addressing their challenges and to resolve business problems in a focused, controlled and measurable manner.

Group Strategic Report for the Year Ended 31 December 2017

Business is constantly bombarded with new technology, new apps and new software. This frequently generates more data than many companies can manage effectively and can result in important information being lost or misunderstood.

A cornerstone of OBSL is the skill of our UK based in-house Customer Service, Software Development and Advanced Technology Development teams. A key aspect of OBSL's success has been the benefits of these groups working together. The Customer Service team feeding the customers' requirement and aspirations to the Development team, combined with the latest technical innovations being provided by the Advanced Technology Development team, with all teams focused on delivering systems that are optimised to meet our customers' needs.

For OBSL, the mission isn't simply about getting more data to the customer ever faster - it is about getting the right data to the right people at the right time, and only the data that provides relevant information. This keeps them informed and when necessary helps them make decisions to improve the running of their business. Our objective is to enable our customers to make the right decisions at the right time to anticipate and avert potential problems, as opposed to only being able to react after an event, to limit damage to vital services being provided to their customers.

To achieve this, OBSL has developed best in class applications and solutions that are continuously kept up to date in the rapidly changing hardware and software market. *CALIDUS Total Logistics* solutions can integrate with a company's existing hardware and software. This allows customers to maximise the potential of their existing software and hardware as well as getting all the additional benefits of the new *CALIDUS Total Logistics* solution.

Order intake in 2017 was again strong with over twenty new customers won across a broad spectrum of the CALIDUS suite, with some new customers opting to implement the full CALIDUS Total Logistics suite - the broad scope of our solution being a strong differentiator for OBSL. Good examples of new customers are Bretts Transport and Moran Logistics.

Bretts Transport (Bretts)

The relationship between OBSL and Bretts began when Bretts selected the *CALIDUS* Warehouse Management System to support their warehouse operations in January 2017.

Brett's offers a full logistics and warehousing service to a wide range of customers. They are specialists in ambient food and food grade packaging, delivering into Supermarket Regional Distribution Centres, Food Service depots, Manufacturers and Cash and Carrys.

Bretts operate 170,000 square feet of ambient warehousing where stock is block stocked or racked dependent on customer specification. All warehouses are controlled by the *CALIDUS* warehouse management system giving Bretts control of batch, best before date, quality control status, location and quantity. *CALIDUS* WMS was implemented as a full RF enabled system taking advantage of the widespread use of barcoding within the food packaging industry giving significant benefits to Bretts Transport.

CALIDUS WMS has been tightly integrated with the existing Bretts management system allowing systems to work seamlessly together creates a smooth supply chain operation and gives full visibility across the user base.

Moran Logistics (Moran)

Moran is a family owned company established in 2006, providing logistics in chilled, ambient and frozen foods. Moran is a market leader in temperature controlled distribution, delivering milk and other dairy products to all the big supermarkets across the UK. Their strategy focuses on areas of customer collaboration, network optimisation, high operational performance, innovation and people development. The relationship between Moran and OBSL began in 2015, when Moran was looking for a transport management solution due to considerable expansion.

The main focus around the search for a solution was to ensure Moran could enhance engagement with customers, manage the routes and schedules of drivers, tractors and trailers and reducing administration. The solution had to be capable of providing transport planning across multiple depots but providing central visibility for management. In the early months of 2016 the search widened due to the expansion of its warehousing estate. Moran opened a state of the art flagship warehouse and distribution centre in Castle Donnington. Their requirements grew to include a warehouse management solution in which they chose OBSL to implement the *CALIDUS* WMS and TMS solution across the business. OBSL's Transport Management System allows configuration for exact business requirements. This *CALIDUS* TMS solution involves integration with the incumbent Microlise telematics solution for automated debrief of routes. *CALIDUS* WMS allows for RF scanning inbound/outbound and detailed reporting on all key stock measures including rotation and sell by dates.

Group Strategic Report for the Year Ended 31 December 2017

The integration of *CALIDUS* WMS and TMS has provided Moran with a number of benefits, having solutions that work seamlessly together creates overall improved efficient management of operations. Over the next year Moran will be looking to benefit from other OBSL solutions such as proof of delivery and electronic DVSA HGV vehicle checks. Moran sees that the ePOD system can help to achieve faster, more efficient deliveries with significantly less paperwork and reduced manual data entry. *CALIDUS* VEhub will enable Moran to maintain the correct safety information across their fleet in the process of doing away with most of the internal paperwork.

In 2017 OBSL agreed with Infor Inc to become their prime UK reseller for their tier one Supply Chain Execution (SCE) Logistics product. This is a 'full function' logistics system that complements rather than competes with our *CALIDUS Total Logistics* product range. The initial target verticals are the automotive and pharmaceutical sectors working in conjunction with Infor Marketing.

In2grate Business Solutions (IBS)

As well as its own propriety products IBS offers specialist ERP solutions as a reseller for Infor Corporation, Microsoft Corporation and Jobscope Inc.

The Infor XA business unit performed particularly well in 2017 with a number of new customers being won for on-site and managed service modes.

Infor XA was once seen as a legacy product which would, over a period of time, decline in importance. In recent years the converse has been true with Infor continuing to invest and promote this product together with them building a number of complementary modules around the core XA solution to extend its capability. The annual revenue earned by OBS (Open Business Solutions - the IBS division for Infor products) as Infor's exclusive UK XA reseller exceeded £1.5m in 2017.

IBS is now a Master Affiliate for Infor. Globally there are only ten Master Affiliates, demonstrating OBS' special relationship with Infor. The majority of Infor XA sales arise from existing customers but there has been in the past 12 months, a steady stream of enquiries from new customers, a good example of this is train manufacturer, Vivarail. Vivarail have decided to implement Infor XA into their supply chain to improve efficiency and reduce costs. The Vivarail team began working on the impressive new train design, the Class 230 which can be configured to suit different types of passengers with specific needs for both city and country journeys. The City layout suits busy lines with frequent stops. It includes features such as 4 doors per side with wide aisles to allow for ease of movement as passengers board on and off the train. For longer lines where passenger amenities, such as a Universal Access Toilet, are required the Country design is applied. These trains also respond to the modern traveller's demands by having smart storage solutions and high-quality accessories such as iPad holders. Vivarail is dedicated to ensuring that the Class 230 is one of the most environmentally-friendly trains in the marketplace. The trains are able to be powered in a variety of different methods and Vivarail is leading the rail industry in pioneering battery trains.

The Company will showcase its first production battery train this year, fully approved and ready for passenger service. Their decision to purchase Infor XA was based upon their need for an integrated solution to manage the complex production, planning and execution requirements to help manage the supply chain. With the implementation of Infor XA, Vivarail hope to realise the benefits from design to delivery that only a fully integrated system can achieve

In 2017 IBS became the prime UK Infor reseller for their tier one ERP product called M3, with an initial focus on the fresh produce and manufacturing markets. Obtaining the reseller rights for M3 creates a great opportunity to expand our presence in the high value top-end of the ERP marketplace. The fresh produce industry is continually subject to changing regulations and strict scrutiny. It is essential that manufacturers comply with food safety standards and governmental laws. Soon the Government will be enforcing the sugar tax and it is possible that further laws on ingredients will later be enforced. Infor M3 empowers fresh produce manufacturers with the assurance that industry regulations will be met with the agility to adapt to future industry changes such as new government regulations.

IBS has a partnership arrangement with Nomuda, a company that designs and sells an Electronic Work Instructions (EWI) solution under the tradename Visual Factory. In February 2017, IBS acting as prime contractor was successful in a tender to supply a major defence contractor with a EWI scoping exercise with potential follow on work.

Group Strategic Report for the Year Ended 31 December 2017

Financial Summary

The Group's turnover for 2017 increased by 8.0% to £10,839,000 (2016 - £10,041,000) and Earnings before Interest, Taxation, Depreciation and Amortisation (EBITDA) was higher by 5.4% in the year at £2,165,000 (2016 - £2,054,000).

The balance sheet on page fourteen of the financial statements shows that the Group's financial position continues to strengthen. At the end of the trading period net current assets increased from £5,408,000 to £5,348,000 and the year-end cash balance was higher by £809,000 to £3,177,000 from £2,368,000.

The 2017 average annualised EBITDA per head employed is £23,791 (2016 average £21,621). The revenues from our Private Cloud Managed Services and Hosting solutions continue to grow and now stand at annualised revenue of £2.2m.

Annual contracted Services, Support and Maintenance is 60% of total revenue and is at a similar level to last year and covers over 100% of the Company's normal operating overheads.

The level of business closed during the year was again very high, including orders from over twenty new customers along with a substantial volume of work from existing customers. The Company's overall order bank stands at 4.8 months of cover. A good start has been made to 2018 with two significant orders received, one being an additional order from Moran Logistics and the other from the Port of Dover for their new Western Docks project.

Exceptionals

Exceptional costs in the year were high at £758,000 due to staff realignment and the costs associated with being acquired by Sanderson which included the employer costs associated with exercising share options, termination and compensation costs and legal fees. Further details are shown in the notes to the accounts.

Sale of the Company to Sanderson Group PLC

Commenting on the acquisition, Chairman, Christopher Winn, said: "Anisa and Sanderson have known each other for many years and though this transaction is a Sanderson acquisition, it feels more like a merger. Whilst Anisa and Sanderson have rarely competed in their respective target markets, they are very complementary in terms of their ethos and business model providing cost-effective solutions, supported by providing quality service to customers thereby building and developing long-term relationships.

The strategy of the combined business is to continue to develop the existing range of products and services delivered to existing customers; to further invest and develop the Anisa relationships with strategic partners and to provide additional investment in order to accelerate growth opportunities by attracting even more new customers. Our enlarged Group provides a great opportunity to further build shareholder returns and shareholder value and we value and appreciate the confidence shown by the Anisa team, in agreeing to hold their new Sanderson shares for at least a period of three years.

We believe that our enlarged Group provides a great opportunity to further increase returns and value for Sanderson shareholders".

Prospects for 2018

2018 should see the Group striving for further growth with investment in business development and new product innovations (see the research and development section below). Being part of a larger AIM listed Group with deeper resources will enable the Company to accelerate its growth programme. Economic headwinds, however, are of concern, not least the period of uncertainty leading to Brexit and the unknown impact on trade and the economy as negotiations with the EU progress.

Key performance indicators

Although the Group has an array of KPIs the key ones measured are shown below:

| | 2017 | 2016 |
|-----------------------|-------------|-------------|
| Revenue | £10,839,000 | £10,041,000 |
| Return on sales | 20.1 % | 20.5% |
| EBITDA | £2,165,000 | £2,054,000 |
| EBITDA per head | £23,791 | £21,621 |
| Year end cash balance | £3,177,000 | £2,368,000 |

Group Strategic Report for the Year Ended 31 December 2017

PRINCIPAL RISKS AND UNCERTAINTIES

A major risk for the Group, as with any business, is the loss of existing customers to competitors and failure to win new customer accounts. The Company manages this risk of customer attrition by being proactive in providing added value services, being reactive to customer concerns, handling all customer queries in a proficient manner and by maintaining strong relationships. The potential failure to win new business is mitigated by investing in our products to address market and technology trends, developing a strong marketing and sales function and obtaining sales leads in a balanced 'least cost but innovative' fashion. Clearly risks resulting from reduced new business sales are heightened in an economic downturn however the release of new product offerings should help compensate for this risk. Now that the Company is part of a larger AIM listed Group this will provide greater security and insulations from many risks and uncertainties.

Financial instruments

The Group's operations are exposed to a range of financial risks including the effects of changes in interest rates on debt, foreign currency exchange rates, credit risk and liquidity risk.

The Group's material exposure is in the area of interest rates and is ready to put in place a (fixed interest) hedging arrangement at the appropriate time to limit this risk.

The Group's principal financial instruments comprise sterling cash balances and small currency balances in US dollars, Singapore dollars and Euros, bank loans, obligations under finance leases together with trade debtors and trade creditors that arise directly from its operations.

The main risks arising from the Company's financial instruments can be analysed as follows:

Price risk

The Company has no exposure to securities price risk, as it holds no listed equity investments.

Foreign currency risk

The Company is exposed in its trading operations to the risk of changes in foreign currency exchange rates. As the Company both buys and sells goods and services within Europe and the USA the overall risk is not significant. The main foreign currencies in which the Company operates are the Euro, Singapore dollar and the US dollar. As a consequence of the EU referendum in June 2016, Sterling initially depreciated against the US\$ by around 25% but has recovered some of these losses during 2017. The Group has mitigated this risk by a combination of several factors: seeking price relief from US\$ denominated suppliers, customer price increases, as appropriate and where agreeable, billing in US\$.

Credit risk

The Company's principal financial assets are bank balances, cash and trade debtors which represent the Company's maximum exposure to credit risk in relation to financial assets.

The Group's credit risk is primarily attributable to its trade debtors. The Group is fortunate that a large percentage of its turnover is derived from blue chip and low risk enterprises. Credit risk is managed by monitoring the aggregate amount and duration of exposure to any one customer depending upon their credit rating. The amounts presented in the balance sheet are net of allowances for doubtful debts, estimated by the Company's management based on prior experience and their assessment of the current economic environment.

Liquidity risk

The Group's policy has been to ensure continuity of funding through acquiring an element of the Group's fixed assets where appropriate under finance leases and arranging funding for investments and operations via medium-term loans.

Cash flow interest rate risk

Interest bearing assets comprise cash and bank deposits which are placed on deposit at market rates.

The interest rate on the bank debt is a margin over LIBOR. As the consensus opinion is that UK base rates will not significantly increase in the near to medium term the interest rate risk on bank debt has not been hedged.

The directors monitor the overall level of borrowings and interest costs to limit any adverse effects on financial performance of the Company.

Group Strategic Report for the Year Ended 31 December 2017

Environment

The Company's policy with regard to the environment is to ensure that we understand and effectively manage the actual and potential environmental impact of our activities. Our operations are conducted such that we comply with all legal requirements relating to the environment in all areas where we carry out our business. During the period covered by this report the Company has not incurred any fines or penalties or been investigated for any breach of environmental regulations.

Employees

The quality and commitment of our people has played a major role in ensuring the Group remained profitable and cash generative during the recent recession and ongoing austerity, particularly in the public sector. Employees' performance is aligned to Company goals through an annual performance review process that is carried out with all staff. Staff training and management development courses are encouraged and feature as part of the appraisal reviews. A new bonus scheme based on two elements was introduced in 2014. One element is based on the Groups EBITDA performance, the other on achieving five business objectives on which, if achieved, there will be a pay-out irrespective of profit performance. The average bonus earned by employees in 2017 was £2,906 (2016 - £1,569).

The Anisa Consolidated Holdings Limited options under the Enterprise Management Incentive plan were exercised as part of the sale to Sanderson and those option holders now own shares in Sanderson PLC but subject to a 3-year lock-in arrangement.

RESEARCH AND DEVELOPMENT

The Company has a continuing commitment to a high level of research and development. During the period expenditure on research and development was £1,263,000 (2016 - £1,130,000). This investment reflects the need for the Group to continue to be at the forefront of appropriate technological advances and meet the changing needs of our target markets to ensure future success.

In last year's report two *CALIDUS* projects of significance were in development and were described in some detail, these being a General Purpose TMS and Vision:

CALIDUS General Purpose TMS

Our existing very successful TMS meets the needs of larger logistics companies that fulfil a high level of mainly routine customer collections and deliveries using either, their own, or sub-contract transport. The new General Purpose TMS is targeted at the majority of transport operators who have relatively low levels of firm routine customer orders and as a result need a constant stream of new orders. This creates a need to be very competitive with a high utilisation - low cost transport fleet using a TMS with rapid plan, re-plan and schedule capabilities. In summary, marketing the new *CALIDUS* General Purpose TMS alongside the existing *CALIDUS* TMS product range will ensure we have full coverage of our target markets. The first phase of this development is now complete and is being presented at sales demonstrations.

CALIDUS Vision

Development is now completed on the next generation of *CALIDUS* Vision products targeted at the growing Mobile Business Information market. Utilising diagram based dashboards and traffic light coded KPI graphics to identify trends, *CALIDUS* Vision provides managers with the situational awareness needed to make prompt and better decisions. The availability of *CALIDUS* Vision will be expanded across all our solutions and most significantly utilise information from competitor systems installed in our customer base ensuring we are seen as the information provider at the point of use. This will deliver mobile friendly business intelligence dashboards that:

- o Provide users with what they need to improve decision making and business performance
- o Obtain data from multiple sources
- o Presents information tailored to be easily understood by users

CALIDUS Vision 'Information on the Move' has been deployed to early clients and will be progressively released during 2018. It will enhance our solutions ensuring the Company continues to be well positioned against the competition. CALIDUS Vision is available as a hosted subscription service.

Group Strategic Report for the Year Ended 31 December 2017

CALIDUS Progress

CALIDUS Progress is a new product that was developed during 2017 especially for the e-Fulfilment/home delivery market and is already being utilised by its first client. A key demand in the logistics marketplace is that of addressing customer expectations which are becoming increasingly demanding. A key aspect of this is to provide customers with delivery windows well in advance of the delivery so that they have time to make arrangement to be available. Having committed to a delivery date, it is also key to keep customers updated throughout the delivery process.

Many logistics companies are able to confirm delivery windows to customers on the day of delivery or the evening before but few has the systems capability to support a four hour delivery window commitment a week or more in advance.

CALIDUS Progress, when combined with CALIDUS TMS and Dynamic Routing and Scheduling is designed to deliver this early commitment to delivery times and provide the customer services capabilities to manage any issues or changes along the way, keeping the customer updated throughout the delivery process. The system uses email and SMS technology to message the customers and importantly, the capability for them to provide responses back, which the customer services team are alerted to so that they can take appropriate action. The response may simply confirm that the delivery booking is still fine or that it needs to be re-scheduled at customer request. Dynamic routing and scheduling is constantly applied to the original schedule and any required changes to ensure delivery commitments can be met.

DIVIDENDS

There were no dividend payments in the reporting year (2016 - £2,537,588 to Anisa Group Holdings Limited).

DONATIONS

The Group did not make any charitable donations during 2017 (2016 - Nil).

POST BALANCE SHEET EVENT

There are no post balance sheet events.

ON BEHALF OF THE BOARD:

L P Moore - Director

Date: 29 March 2018

Report of the Directors

for the Year Ended 31 December 2017

The directors present their report with the financial statements of the company and the group for the year ended 31 December 2017.

DIRECTORS

The directors shown below have held office during the whole of the period from 1 January 2017 to the date of this report.

L P Moore

D C Renshaw

G E Sharpe

R Telford

Other changes in directors holding office are as follows:

I Newcombe - appointed 23 November 2017

R D Mogg - appointed 23 November 2017

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 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 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.

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, Haines Watts, will be proposed for re-appointment at the forthcoming Annual General Meeting.

This report has been prepared in accordance with the provisions of Part 15 of the Companies Act 2006 relating to small companies.

ON BEHALF OF THE BOARD:

L P Moore - Director

Date: 29 Marh 2018

Report of the Independent Auditors to the Members of Anisa Supply Chain Solutions Limited

Opinion

We have audited the financial statements of Anisa Supply Chain Solutions Limited (the 'parent company') and its subsidiaries (the 'group') for the year ended 31 December 2017 on pages twelve to thirty three. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

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.

In our opinion the financial statements:

- give a true and fair view of the state of the group's and of the parent company affairs as at 31 December 2017 and of the group's 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.

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 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, 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.

Opinion 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 Anisa Supply Chain Solutions 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; or
- the directors were not entitled to take advantage of the small companies' exemption from the requirement to prepare a Group Strategic Report or in preparing the Report of the Directors.

Responsibilities of directors

As explained more fully in the Statement of Directors' Responsibilities set out on page nine, 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.

Our 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.

Mr Michael Forshaw (Senior Statutory Auditor) for and on behalf of Haines Watts Statutory Auditor 3rd Floor Pacific Chambers 11-13 Victoria Street Liverpool Merseyside L2 5QQ

Date: 29 MURCH 2018.

Consolidated Income Statement for the Year Ended 31 December 2017

| | Notes | 31.12.17 £'000 | 31.12.16 £'000 |
|---|-------|-------------------|-------------------|
| TURNOVER | 3 | 10,839 | 10,041 |
| Cost of sales | | 2,604 | 1,762 |
| GROSS PROFIT | | 8,235 | 8,279 |
| Administrative expenses | | 6,317 | 6,462 |
| Amortisation | , | 513 | 538 |
| Exceptional items | | 758 | 719 |
| OPERATING PROFIT | 5 | 647 | 560 |
| Interest receivable and similar income | | 2 | 4 |
| | | 649 | 564 |
| Interest payable and similar expenses | 6 | 256 | 250 |
| PROFIT BEFORE TAXATION | | 393 | 314 |
| Tax on profit | 7 | (9) | (111) |
| PROFIT FOR THE FINANCIAL YEAR | AR . | <u>402</u> | 425 |
| Profit attributable to: Owners of the parent | | <u>402</u> | 425 |

Consolidated Other Comprehensive Income for the Year Ended 31 December 2017

| | Notes | 31.12.17 £'000 | 31.12.16 £'000 |
|--|-------|-------------------|-------------------|
| PROFIT FOR THE YEAR | | 402 | 425 |
| OTHER COMPREHENSIVE INCOM | ME | <u>-</u> | |
| TOTAL COMPREHENSIVE INCOMFOR THE YEAR | ИE | 402 | 425 |
| Total comprehensive income attributable Owners of the parent | e to: | 402 | 425 |

Anisa Supply Chain Solutions Limited (Registered number: 03496176)

Consolidated Balance Sheet

31 December 2017

| | | 31.12.17 | | 31.12.16 | |
|--|------------|----------|----------------|----------|-----------------|
| | Notes | £'000 | £'000 | £'000 | £'000 |
| FIXED ASSETS | | | | | |
| Intangible assets | 10 | | 3,140 | | 3,653 |
| Tangible assets | 11 | | 561 | | 446 |
| Investments | 12 | | <u> </u> | | |
| | | | 3,701 | | 4,099 |
| CURRENT ASSETS | | | | | |
| Debtors | 13 | 5,610 | | 5,375 | |
| Cash at bank | | 3,177 | | 2,368 | |
| | | 0.505 | | 7.742 | |
| CDEDITORS | | 8,787 | | 7,743 | |
| CREDITORS Amounts falling due within one year | 14 | 3,439 | | 2,633 | |
| Amounts faming due within one year | 14 | 3,437 | | 2,055 | |
| NET CURRENT ASSETS | | | 5,348 | | 5,110 |
| TOTAL ASSETS LESS CURRENT LIABILITIES | | | 9,049 | | 9,209 |
| CREDITORS | | | | | |
| Amounts falling due after more than one | | | | | |
| year | 15 | | (3,296) | | (4,158) |
| • | | | | | |
| ACCRUALS AND DEFERRED INCO | ME 19 | | <u>(3,819)</u> | | <u>(3,519</u>) |
| NET ASSETS | | | 1,934 | | 1,532 |
| CARITAL AND DECEDIES | | | | | |
| CAPITAL AND RESERVES | 20 | | 302 | | 302 |
| Called up share capital Share premium | 20 | | 9,388 | | 9,388 |
| Retained earnings | 21 | | (7,756) | | (8,158) |
| Tournes varinings | ~ 1 | | (1,1,20) | | (0,100) |
| SHAREHOLDERS' FUNDS | | | 1,934 | | 1,532 |
| | | | - | | |

The financial statements were approved by the Board of Directors on its behalf by:

LMoore

L P Moore - Director

Anisa Supply Chain Solutions Limited (Registered number: 03496176)

Company Balance Sheet 31 December 2017

| | | 31.12.17 | | 31.12.16 | |
|--|----------|--------------|--------------|----------|------------|
| | Notes | £'000 | £'000 | £'000 | £'000 |
| FIXED ASSETS | 10 | | | | |
| Intangible assets | 10 | | 38 | | 53 |
| Tangible assets Investments | 11 12 | | 38 12,760 | | 12,760 |
| investments | 12 | | 12,700 | | 12,700 |
| | | | 12,798 | | 12,813 |
| CURRENT ASSETS | | | | | |
| Debtors | 13 | 4,670 | | 4,686 | |
| Cash at bank | | 734 | | 356 | |
| | | | | | |
| CREDITORS | | 5,404 | | 5,042 | |
| Amounts falling due within one year | 14 | <u>1,491</u> | | 1,243 | • |
| NET CURRENT ASSETS | | | 3,913 | | 3,799 |
| | | | | | |
| TOTAL ASSETS LESS CURRENT LIABILITIES | | | 16,771 | | 16,612 |
| CREDITORS | | | | | |
| Amounts falling due after more than one | 1.5 | | (A 550) | | (4 560) |
| year | 15 | | (4,558) | | (4,568) |
| PROVISIONS FOR LIABILITIES | 18 | | - | | (9) |
| ACCRUALS AND DEFERRED INCO | ME 19 | | <u>(25)</u> | | (20) |
| NET ASSETS | | | 12,128 | | 12,015 |
| | | | | | |
| CAPITAL AND RESERVES | | | | | |
| Called up share capital | 20 | | 302 | | 302 |
| Share premium | 21 | | 9,388 | | 9,388 |
| Retained earnings | 21 | | <u>2,438</u> | | 2,325 |
| SHAREHOLDERS' FUNDS | | | 12,128 | | 12,015 |
| Company's profit for the financial year | | | 113 | | <u>751</u> |
| | | | 1011 - 1.0 | 2010 | |

The financial statements were approved by the Board of Directors on 29 March 2018 and were signed on its behalf by:

L P Moore - Director

Consolidated Statement of Changes in Equity for the Year Ended 31 December 2017

| | Called up share capital £'000 | Retained earnings £'000 | Share premium £'000 | Total equity £'000 |
|---|--|---------------------------|---------------------------|-------------------------|
| Balance at 1 January 2016 | 302 | (6,045) | 9,388 | 3,645 |
| Changes in equity Dividends Total comprehensive income Balance at 31 December 2016 | 302 | (2,538) 425 (8,158) | 9,388 | (2,538) 425 1,532 |
| Changes in equity Total comprehensive income | · | 402 | <u>-</u> | 402 |
| Balance at 31 December 2017 | 302 | (7,756) | 9,388 | 1,934 |

Company Statement of Changes in Equity for the Year Ended 31 December 2017

| | Called up share capital £'000 | Retained earnings £'000 | Share premium £'000 | Total equity £'000 |
|---|--|----------------------------|---------------------------|--------------------------|
| Balance at 1 January 2016 | 302 | 4,112 | 9,388 | 13,802 |
| Changes in equity Dividends Total comprehensive income Balance at 31 December 2016 | 302 | (2,538) 751 2,325 | 9,388 | (2,538) 751 12,015 |
| Changes in equity Total comprehensive income | <u>-</u> | 113 | | 113 |
| Balance at 31 December 2017 | 302 | 2,438 | 9,388 | 12,128 |

Consolidated Cash Flow Statement for the Year Ended 31 December 2017

| | Notes | 31.12.17 £'000 | 31.12.16 £'000 |
|--|--------|-------------------|-------------------|
| | 140003 | 3. 000 | 2000 |
| Cash flows from operating activities Cash generated from operations Interest paid | 1 | 2,114 (252) | 1,298 (239) |
| Interest element of finance lease payments paid Tax paid | | (4) 119 | (11) (21) |
| Net cash from operating activities | | 1,977 | 997 |
| Cash flows from investing activities | | | (50) |
| Purchase of tangible fixed assets | | (362) | (68) |
| Sale of tangible fixed assets | | - | l |
| Interest received | | 2 | 4 |
| Net cash from investing activities | | _(360) | (63) |
| Cash flows from financing activities | | | |
| New loans in year | | - | 1,146 |
| Capital repayments in year | | (916) | (688) |
| Repayments of finance leases | | 108 | (159) |
| Equity dividends paid | | _ | (2,538) |
| Net cash from financing activities | | (808) | (2,239) |
| | | · | |
| Increase/(decrease) in cash and cash equi Cash and cash equivalents at beginning of | | 809 | (1,305) |
| year | 2 | 2,368 | 3,673 |
| V | | <u> </u> | . —— |
| Cash and cash equivalents at end of year | 2 | 3,177 | 2,368 |

Notes to the Consolidated Cash Flow Statement for the Year Ended 31 December 2017

1. RECONCILIATION OF PROFIT BEFORE TAXATION TO CASH GENERATED FROM OPERATIONS

| | 31.12.17 | 31.12.16 |
|---------------------------------------|------------|----------|
| | £'000 | £'000 |
| Profit before taxation | 393 | 314 |
| Depreciation charges | 247 | 238 |
| Amortisation | 513 | 538 |
| Finance costs | 256 | 250 |
| Finance income | (2) | (4) |
| | 1,407 | 1,336 |
| Increase in trade and other debtors | (256) | (376) |
| Increase in trade and other creditors | <u>963</u> | 308 |
| Cash generated from operations | 2,114 | 1,298 |

2. CASH AND CASH EQUIVALENTS

The amounts disclosed on the Cash Flow Statement in respect of cash and cash equivalents are in respect of these Balance Sheet amounts:

Year ended 31 December 2017

| Cash and cash equivalents | 31.12.17 £'000 3,177 | 1.1.17 £'000 2,368 |
|-----------------------------|----------------------------|--------------------------|
| Year ended 31 December 2016 | 31.12.16 | 1.1.16 |
| Cash and cash equivalents | £'000 2,368 | £'000 3,673 |

1. STATUTORY INFORMATION

Anisa Supply Chain Solutions 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 preparing the financial statements

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

Monetary amounts in these financial statements are rounded to the nearest whole £1,000, except where otherwise indicated.

Basis of consolidation

The Group financial statements are the result of the consolidation of the financial results of the Company and its subsidiary undertakings for the year.

Related party exemption

The company has taken advantage of exemption, under the terms of Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland', not to disclose related party transactions with wholly owned subsidiaries within the group.

Transactions between group entities which have been eliminated on consolidation are not disclosed within the financial statements.

Significant judgements and estimates

The Group makes estimates and judgements concerning the future. The resulting estimates and assumptions will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year relate only to the useful economic life of goodwill.

Turnover

Turnover is measured at the fair value of the consideration received or receivable, excluding discounts, rebates, value added tax and other sales taxes.

Income on contracts is recognised as follows:

Software licence fees & hardware - Revenue is taken into turnover when delivery has occurred.

Software implementation - Revenue is taken into turnover when he work has been performed for time and materials on contracts or on a percentage completion basis for fixed price contracts.

Periodic maintenance contracts - Revenue is taken into turnover over the period of the contract.

Full provision is made for losses on all contracts in the period in which they are first foreseen.

Rental income recognised in turnover is recognised on a straight line basis over the length of the tenancy agreement.

2. ACCOUNTING POLICIES - continued

Goodwill

Purchased goodwill arising on acquisition is capitalised, classified as an asset on the balance sheet and amortised on a straight line basis over its useful economic life of up to 20 years. It is reviewed for impairment at the end of the first full financial year following the acquisition and in other periods if events or changes in circumstances indicate that the carrying value may not be recoverable.

Goodwill arising on consolidation is amortised on a straight line basis over its useful economic life. It is reviewed for impairment if events or circumstances indicate that the carrying value may not be recoverable.

The directors have carefully reviewed the remaining useful economic life of all elements of the goodwill and considered that the underlying benefit of this intangible asset is such that certain elements of this should be recognised over more than 20 years from acquisition, with a maximum remaining life from 31 December 2017 of 10 years. Detailed impairment reviews will be carried out annually on all elements of goodwill, together with further consideration of the useful economic life of these elements.

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

Tangible fixed assets are stated at cost less depreciation. Cost represents purchase price together with any incidental costs of acquisition.

Depreciation is calculated so as to write off the cost of an asset, net of anticipated disposal proceeds, on a straight line basis over the useful economic life of that asset as follows:

Fixtures & equipment 5 - 15 years Straight line basis Computer equipment 2 - 5 years Straight line basis

Impairments of fixed assets

An assessment is made at each reporting date of whether there are indications that a fixed asset may be impaired or that an impairment loss previously recognised has fully or partially reversed. If such indications exist, the Company estimates the recoverable amount of the asset or, for goodwill, the recoverable amount of the cash-generating unit to which the goodwill belongs.

Shortfalls between the carrying value of fixed assets and their recoverable amounts, being the higher of fair value less costs to sell and value-in-use, are recognised as impairment losses. Impairments of revalued assets are treated as a revaluation loss. All other impairment losses are recognised in profit or loss.

Recognised impairment losses are reversed if, and only if, the reasons for the impairment loss have ceased to apply. Reversals of impairment losses are recognised in profit or loss or, for revalued assets, as a revaluation gain. On reversal of an impairment loss, the depreciation or amortisation is adjusted to allocate the asset's revised carrying amount (less any residual value) over its remaining useful life.

Page 21 continued...

2. ACCOUNTING POLICIES - continued

Financial instruments

The Group has elected to apply the provisions of Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instruments Issues' of FRS 102, in full, to all of its financial instruments.

Financial assets and financial liabilities are recognised when the Group becomes a party to the contractual provisions of the instrument, and are offset only when the Group currently has a legally enforceable right to set off the recognised amounts and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

Trade debtors which are receivable within one year and which do not constitute a financing transaction are initially measured at the transaction price. Trade debtors are subsequently measured at amortised cost, being the transaction price less any amounts settled and any impairment losses.

Where the arrangement with a trade debtor constitutes a financing transaction, the debtor is initially and subsequently measured at the present value of future payments discounted at a market rate of interest for a similar debt instrument.

A provision for impairment of trade debtors is established when there is objective evidence that the amounts due will not be collected according to the original terms of the contract. Impairment losses are recognised in profit or loss for the excess of the carrying value of the trade debtor over the present value of the future cash flows discounted using the original effective interest rate. Subsequent reversals of an impairment loss that objectively relate to an event occurring after the impairment loss was recognised, are recognised immediately in profit or loss.

Financial liabilities and equity

Financial instruments are classified as liabilities and equity instruments 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 Group after deducting all of its liabilities.

Trade creditors

Trade creditors payable within one year that do not constitute a financing transaction are initially measured at the transaction price and subsequently measured at amortised cost, being the transaction price less any amounts settled.

Where the arrangement with a trade creditor constitutes a financing transaction, the creditor is initially and subsequently measured at the present value of future payments discounted at a market rate of interest for a similar instrument.

Borrowings

Borrowings are initially recognised at the transaction price, including transaction costs, and subsequently measured at amortised cost using the effective interest method. Interest expense is recognised on the basis of the effective interest method and is included in interest payable and other similar charges.

Commitments to receive a loan are measured at cost less impairment.

Derecognition of financial assets and liabilities

A financial asset is derecognised only when the contractual rights to cash flows expire or are settled, or substantially all the risks and rewards of ownership are transferred to another party, or if some significant risks and rewards of ownership are retained but control of the asset has transferred to another party that is able to sell the asset in its entirety to an unrelated third party. A financial liability (or part thereof) is derecognised when the obligation specified in the contract is discharged, cancelled or expired.

Page 22 continued...

2. ACCOUNTING POLICIES - continued

Taxation

Taxation for the year comprises current and deferred tax. Tax is recognised in the Consolidated Income Statement, 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.

Research and development

Expenditure on research and development is written off in the year in which it is incurred.

Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet 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.

Hire purchase and leasing commitments

Finance lease agreements

Where the Group enters into a lease which entails taking substantially all the risks and rewards of ownership of an asset, the lease is treated as a finance lease. The asset is capitalised in the balance sheet as a tangible fixed asset at its fair value and is depreciated in accordance with the above depreciation policies. Future instalments under such leases, net of finance charges, are included within creditors. Rentals payable are apportioned between the finance element, which is charged to the profit and loss account on a straight line basis, and the capital element which reduces the outstanding obligation for future instalments.

Operating lease agreements

Rentals payable under operating leases are charged to the profit and loss account in the period in which they are incurred.

Pension costs and other post-retirement benefits

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

Notes to the Consolidated Financial Statements - continued for the Year Ended 31 December 2017

2. ACCOUNTING POLICIES - continued

Employee benefits

The costs of short-term employee benefits are recognised as a liability and an expense.

The holiday year for Anisa Supply Chain Solutions Limited ends at 31 December.

Employees are entitled to carry forward up to 5 days of any unused holiday entitlement at the reporting date. The cost of any unused entitlement is recognised in the period in which the employee's services are received.

The best estimate of the expenditure required to settle an obligation for termination benefits is recognised immediately as an expense when the Group is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

3. TURNOVER

The turnover and profit before taxation are attributable to the one principal activity of the group.

An analysis of turnover by class of business is given below:

| | Provision of information technology Property rental | 31.12.17 £'000 10,569 | 31.12.16 £'000 9,794 |
|----|--|---------------------------------|--------------------------------|
| | | 10,839 | 10,041 |
| | An analysis of turnover by geographical market is given below: | | |
| | • | 31.12.17 | 31.12.16 |
| | TT to 1721 . 1 | £'000 | £'000 |
| | United Kingdom | 10,417 150 | 9,560 231 |
| | Europe United States of America | 48 | 46 |
| | Other | 224 | 204 |
| | Culo | <u> </u> | |
| | | 10,839 | 10,041 |
| 4. | EMPLOYEES AND DIRECTORS | | |
| | | 31.12.17 | 31.12.16 |
| | | £'000 | £'000 |
| | Wages and salaries | 3,826 | 3,959 |
| | Social security costs | 483 | 482 |
| | Other pension costs | 141 | <u>133</u> |
| | | 4,450 | 4,574 |

Foreign exchange differences

Rent receivable

Exceptional costs

Research and development expenditure written off

Operating lease costs - Land and buildings

Notes to the Consolidated Financial Statements - continued

| | es to the Consolidated Financial Statements - continued the Year Ended 31 December 2017 | | |
|----|--|-------------------|-----------------|
| 4. | EMPLOYEES AND DIRECTORS - continued The average monthly number of employees during the year was as follows: | 31.12.17 | 31.12.16 |
| | Administrative staff | 5 | 5 |
| | Technical staff | 67 | 74 |
| | Sales and marketing staff | 15 | 13 |
| | Directors | 4 | 3 |
| | | <u>91</u> | <u>95</u> |
| | The average number of employees by undertakings that were proportionately 687 (2016 - 88). | consolidated duri | ng the year was |
| | | 31.12.17 | 31.12.16 |
| | | £'000 | £'000 |
| | Directors' remuneration | 216 | 248 |
| | Directors' pension contributions to money purchase schemes | 12 | 13 |
| | The number of directors to whom retirement benefits were accruing was as follows: | ows: | |
| | Money purchase schemes | 3 | 3 |
| | Information regarding the highest paid director is as follows: | | |
| | | 31.12.17 | 31.12.16 |
| | | £'000 | £'000 |
| | Emoluments etc | 130 | 131 |
| | Pension contributions to money purchase schemes | 11 | 11 |
| 5. | OPERATING PROFIT | | |
| | The operating profit is stated after charging/(crediting): | | |
| | | 31.12.17 | 31.12.16 |
| | | £'000 | £'000 |
| | Hire of plant and machinery | 10 | 9 |
| | Depreciation - owned assets | 75 | 69 |
| | Depreciation – assets held on finance lease | 172 | 168 |
| | Goodwill amortisation | 513 | 537 |
| | Auditors' remuneration | 41 | 40 |
| | Other non- audit services | 18 | 7 |

(41)

1,130

393

(247)

719

2

1,263

396

(270)

<u>758</u>

Notes to the Consolidated Financial Statements - continued for the Year Ended 31 December 2017

6. INTEREST PAYABLE AND SIMILAR EXPENSES

| . 31.12.17 | 31.12.16 |
|------------|--------------------------|
| £'000 | £'000 |
| 118 | 143 |
| 134 | 96 |
| 4 | 11 |
| | |
| 256 | 250 |
| | £'000 118 134 4 |

7. TAXATION

Analysis of the tax credit

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

| | 31.12.17 £'000 | 31.12.16 £'000 |
|--|-------------------|-------------------|
| Current tax: UK corporation tax Under/ (Over) provision in | - | 83 |
| prior years | | <u>(198</u>) |
| Total current tax | - | (115) |
| Deferred tax | (9) | 4 |
| Tax on profit | (9) | <u>(111</u>) |

8. INDIVIDUAL INCOME STATEMENT

As permitted by Section 408 of the Companies Act 2006, the Income Statement of the parent company is not presented as part of these financial statements.

9. **DIVIDENDS**

| | 31.12.17 | 31.12.16 |
|-----------------------------------|--------------|----------|
| | £'000 | £'000 |
| Ordinary shares shares of £1 each | | |
| Final | - | 500 |
| Interim | | 2,038 |
| | - | 2,538 |

10. INTANGIBLE FIXED ASSETS

| Group |
|-------|
|-------|

| | Goodwill £'000 |
|--|-------------------|
| COST At 1 January 2017 and 31 December 2017 | 17,119 |
| AMORTISATION At 1 January 2017 Amortisation for year | 13,466 513 |
| At 31 December 2017 | 13,979 |
| NET BOOK VALUE At 31 December 2017 | 3,140 |
| At 31 December 2016 | 3,653 |

11. TANGIBLE FIXED ASSETS

Group

| • | Fixtures and fittings £'000 | Computer equipment £'000 | Totals £'000 |
|---------------------|--------------------------------------|--------------------------|-----------------|
| COST | | | |
| At 1 January 2017 | 240 | 3,012 | 3,252 |
| Additions | 3 | <u>359</u> | 362 |
| At 31 December 2017 | 243 | 3,371 | 3,614 |
| DEPRECIATION | | | |
| At 1 January 2017 | 222 | 2,584 | 2,806 |
| Charge for year | 7 | | |
| At 31 December 2017 | | 2,824 | 3,053 |
| NET BOOK VALUE | | | |
| At 31 December 2017 | 14 | <u>547</u> | <u>561</u> |
| At 31 December 2016 | 18 | <u>428</u> | 446 |

Included within the net book value of £561,000 is £415,000 (2016: £313,000) relating to assets under finance lease agreements. The depreciation charged to the financial statements in the year in respect of such assets amounted to £172,000 (2016: £168,000).

11. TANGIBLE FIXED ASSETS - continued

| Cor | np | ап | V |
|-----|----|----|---|
| | | | |

| | Fixtures and fittings £'000 | Computer equipment £'000 | Totals £'000 |
|---------------------|--------------------------------------|--------------------------|-----------------|
| COST | • | - 1 | |
| At 1 January 2017 | 211 | 64 | 275 |
| Additions | 1 | 2 | 3 |
| At 31 December 2017 | | <u>66</u> | 278 |
| DEPRECIATION | | | |
| At 1 January 2017 | 198 | 24 | 222 |
| Charge for year | 6 | 12 | 18 |
| At 31 December 2017 | 204 | 36 | 240 |
| NET BOOK VALUE | | | |
| At 31 December 2017 | 8 | 30 | 38 |
| At 31 December 2016 | 13 | <u>40</u> | 53 |

12. FIXED ASSET INVESTMENTS

Company

| | Shares in group undertakings £'000 |
|---|---|
| COST At 1 January 2017 and 31 December 2017 | 12,760 |
| NET BOOK VALUE At 31 December 2017 | 12,760 |
| At 31 December 2016 | 12,760 |

| | | % | |
|--|-----------------|---------|------------------------------|
| Name | Holding | Holding | Activity |
| OBS Logistics Limited | Ordinary shares | 100 | Computer software & services |
| Open Business Solutions Logistics Pte. Ltd | Ordinary shares | 100 | Computer software & services |
| In2grate Business Solutions Limited | Ordinary shares | 100 | Computer software & services |
| OBSL PTY Ltd | Ordinary shares | 100 | Computer software & services |
| Anisa Trustees Limited | Ordinary shares | 100 | Trustee company (up to 23 |
| | | | November 2017) |
| Pivotpoint Europe Limited | Ordinary shares | 100 | Dormant |
| Anisanet Limited | Ordinary shares | 100 | Dormant |
| SIA Anisa Limited * | Ordinary shares | 100 | Dormant |

^{*}denotes that the company is indirectly held

OBSL PTY Ltd was incorporated in Australia and Open Business Solutions Logistics Pte. Ltd was incorporated in Singapore; all other companies above were incorporated within the United Kingdom.

Notes to the Consolidated Financial Statements - continued for the Year Ended 31 December 2017

13. **DEBTORS**

| | G | roup | Coi | npany |
|--|-------------|----------|------------------|----------|
| | 31.12.17 | 31.12.16 | 31.12.17 | 31.12.16 |
| | £'000 | £'000 | £'000 | £'000 |
| Amounts falling due within one year: | | | | |
| Trade debtors | 1,576 | 1,476 | 50 | 34 |
| Other debtors | 23 | 51 | 21 | 50 |
| Deferred tax asset | 60 | 51 | - | - |
| Tax | - | 30 | - | i |
| Prepayments | 711 | 732 | 135 | 150 |
| Amounts recoverable on | | | | • |
| contracts | 502 | 433 | | |
| | 2,872 | 2,773 | 206 | 235 |
| | | | | |
| Amounts falling due after more than one year: Amounts owed by group undertakings | 2,738 | 2,602 | 4,464 | 4,451 |
| | | | | |
| Aggregate amounts | 5,610 | 5,375 | 4,670 | 4,685 |
| | | | ===== | |
| Deferred tax asset | | | | |
| | G | roup | Cor | npany |
| | 31.12.17 | 31.12.16 | 31.12.17 | 31.12.16 |
| | £'000 | £'000 | £'000 | £'000 |
| Deferred tax | 60 | 51 | | |

14. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

| | Group | | Company | |
|---|----------|----------|----------|----------|
| · | 31.12.17 | 31.12.16 | 31.12.17 | 31.12.16 |
| • | £'000 | £'000 | £'000 | £'000 |
| Bank loans and overdrafts (see note 16) | 917 | 917 | 917 | 917 |
| Finance leases (see note 17) | 155 | 101 | - | - |
| Trade creditors | 433 | 444 | 65 | 47 |
| Tax | 89 | - | 62 | _ |
| Social security and other taxes | 257 | 151 | (15) | 10 |
| VAT | 521 | 452 | - | - |
| Other creditors | 207 | 56 | 9 | 13 |
| Accrued expenses | 860 | 512 | 453 | 256 |
| | 3,439 | 2,633 | 1,491 | 1,243 |

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

| | Group | | Company | |
|------------------------------------|----------|----------|----------|----------|
| | 31.12.17 | 31.12.16 | 31.12.17 | 31.12.16 |
| | £'000 | £'000 | £'000 | £'000 |
| Bank loans (see note 16) | 3,209 | 4,125 | 3,209 | 4,125 |
| Finance leases (see note 17) | 87 | 33 | - | • |
| Amounts owed to group undertakings | | | 1,349 | 443 |
| | 3,296 | 4,158 | 4,558 | 4,568 |

16. LOANS

An analysis of the maturity of loans is given below:

| | Group | | Company | |
|---|----------|-------------|-------------|-------------|
| | 31.12.17 | 31.12.16 | 31.12.17 | 31.12.16 |
| | £'000 | £'000 | £'000 | £'000 |
| Amounts falling due within one year or on deman | d: | | | |
| Bank loans | 917 | <u>917</u> | <u>917</u> | 917 |
| | | | | |
| Amounts falling due between one and two years: | | | | |
| Bank loans - 1-2 years | 917 | 917 | <u>917</u> | <u>917</u> |
| | | | | |
| Amounts falling due between two and five years: | | | | |
| Bank loans - 2-5 years | 2,292 | 3,208 | 2,292 | 3,208 |
| | | | | |

The term loan of £4,100,000 is repayable in quarterly payments. Interest is charged at 2.15% over the LIBOR rate

The loan is secured on the assets of Anisa Supply Chain Solutions Limited and its subsidiaries.

17. LEASING AGREEMENTS

Minimum lease payments fall due as follows:

| Group | Fig | |
|------------------------------|--------------|-----------------------|
| | 31.12.17 | ce leases 31.12.16 |
| | | |
| C 12' or t'en e come al les | £'000 | £'000 |
| Gross obligations repayable: | 160 | 106 |
| Within one year | 160 | 106 |
| Between one and five years | 91 | 34 |
| | 251 | 140 |
| | | |
| Finance charges repayable: | | |
| Within one year | 5 | 5 |
| Between one and five years | 4 | 1 |
| Detween one and five years | - | |
| | 9 | 6 |
| | | |
| Net obligations repayable: | | |
| Within one year | 155 | 101 |
| Between one and five years | 87 | 33 |
| | | |
| | 242 | 134 |
| | | |
| Group | | |
| | | able operating |
| | | ases |
| | 31.12.17 | 31.12.16 |
| | £'000 | £'000 |
| Within one year | 398 | 410 |
| Between one and five years | 448 | 523 |
| In more than five years | 513 | 513 |
| | | |
| | <u>1,359</u> | <u>1,446</u> |
| | | |

| Company | Non-cancell | able operating | |
|----------------------------|--------------|----------------|--|
| | leases | | |
| | 31.12.17 | 31.12.16 | |
| | £'000 | £'000 | |
| Within one year | 322 | 322 | |
| Between one and five years | 275 | 275 | |
| In more than five years | 513 | 513 | |
| | <u>1,110</u> | 1,110 | |

Notes to the Consolidated Financial Statements - continued for the Year Ended 31 December 2017

18. **DEFERRED TAX**

19.

20.

21.

| | | | | Comp 31.12.17 £'000 | 31.12.16 £'000 |
|----------------------------------|---|-----------------------------------|-------------------------------|-------------------------------|-----------------------|
| Deferred tax | | | | | 9 |
| Group | | | | | £'000 |
| Balance at 1 J Credit to Inco | January 2017 ome Statement during year | | | | (51) (9) |
| Balance at 31 | December 2017 | | | | <u>(60)</u> |
| Company | , | | | | £'000 |
| Balance at 1 J Credit to Inco | January 2017 ome Statement during year | | | | 9 |
| Balance at 31 | December 2017 | | | | |
| ACCRUALS | AND DEFERRED INCOME | | | | |
| Deferred inco | me | 31.12.17 £'000 <u>3,819</u> | 31.12.16 £'000 3,519 | Comp 31.12.17 £'000 | 31.12.16 £'000 |
| CALLED U | SHARE CAPITAL | | | | |
| Allotted, issue Number: | ed and fully paid: Class: | | Nominal | 31.12.17 | 31.12.16 |
| 302,076 | Ordinary shares | | value: £1 | £'000 302 | £'000 302 |
| RESERVES | | | | | |
| Group | | | Retained earnings £'000 | Share premium £'000 | Totals £'000 |
| At 1 January 2 Profit for the | | | (8,158) 402 | 9,388 | 1,230 402 |
| At 31 Decemb | per 2017 | | <u>(7,756)</u> | 9,388 | 1,632 |

Notes to the Consolidated Financial Statements - continued for the Year Ended 31 December 2017

21. RESERVES - continued

| Com | pan | v |
|-----|-----|---|
| | | |

| Company | Retained earnings £'000 | Share premium £'000 | Totals £'000 |
|---------------------|-------------------------|---------------------------|-----------------|
| At 1 January 2017 | 2,325 | 9,388 | 11,713 |
| Profit for the year | 113 | | 113 |
| At 31 December 2017 | 2,438 | 9,388 | 11,826 |

22. PENSION COMMITMENTS

The company makes contributions to defined contribution, contracted out, money purchase scheme, which are invested through insurance companies via a group personal pension plan. The cost of these schemes to the company amounted to £133,000 during the year (2016: £133,000).

23. ULTIMATE PARENT COMPANY

The immediate parent company is Anisa Group Holdings Limited, a company registered in England & Wales.

The ultimate parent company is Sanderson Group PLC, a company registered in England & Wales, who prepare group financial statements and copies can be obtained from Sanderson House, Manor Road, Coventry, CV1 2GF.

24. OTHER FINANCIAL COMMITMENTS

The company is party to a cross-guarantee with its parent, Anisa Group Holdings Limited, with respect to loan notes to the value of £446,113 (2016: £1,217,000).

25. ULTIMATE CONTROLLING PARTY

The ultimate controlling party up to 23 November 2017 was Anisa Consolidated Holdings Limited and from 24 November 2017 is Sanderson Group PLC.

26. SHARE-BASED PAYMENT TRANSACTIONS

The option holders, via Anisa Consolidated Holdings Limited, exercised its share options in the year. Further information is included in the financial statements of Anisa Consolidated Holdings Limited.

27. EMPLOYEE BENEFITS

The costs of short-term employee benefits are recognised as a liability and an expense.

The holiday year for Anisa Supply Chain Solutions Limited ends at 31 December.

Employees are entitled to carry forward up to 5 days of any unused holiday entitlement at the reporting date. The cost of any unused entitlement is recognised in the period in which the employee's services are received.

The best estimate of the expenditure required to settle an obligation for termination benefits is recognised immediately as an expense when the Group is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

Consolidated Trading and Profit and Loss Account for the Year Ended 31 December 2017

| | 31.12.17 | | 31.12.16 | |
|-------------------------------|-------------|--------------|----------|-------|
| | £'000 | £'000 | £'000 | £'000 |
| Brought forward | 6,813 | 8,237 | 6,983 | 8,283 |
| Exceptional items | 758 | | 719 | |
| | | <u>7,571</u> | | 7,702 |
| | | 666 | | 581 |
| Finance costs | | | | |
| Bank charges | 17 | | 17 | |
| Bank loan interest | 118 | | 143 | |
| Other similar charges payable | 134 | | 96 | |
| Leasing | 4 | | 11 | |
| _ | | <u>273</u> | | 267 |
| NET PROFIT | | <u>393</u> | | 314 |