Generation Two Limited

Registered number: 08008574

Annual report and financial statements

For the year ended 31 December 2019

COMPANY INFORMATION

Directors J Otterson H Sharratt

A Garstang
N Gibbard
M Garstang

S Valentine (resigned 8 April 2020)

Registered number 08008574

Registered office Coolair House

Globe Lane Dukinfield Cheshire SK16 4UJ

Independent auditor Mazars LLP

Chartered Accountants & Statutory Auditor

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GROUP STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2019

Introduction

The Directors present their Strategic Report for Generation Two Limited and subsidiary companies ("The Group" or "Coolair") for the year ended 31 December 2019.

Business review

The principal activity of the company is that of a holding company.

The focus of the Group is the supply, installation, service and maintenance of air conditioning systems and commercial heating products.

After challenging years in 2017 and 2018, due to strong strategic planning the Group has seen a return to expected levels of turnover and profitability in 2019.

Our Northern and Midlands regions were both profitable, building on a strong client base and seeing younger members of their sales teams growing in confidence and experience. Our Southern region reported a loss but the picture was a significant improvement on 2018 when this office suffered the impact of circumstances beyond our control, specifically two long-standing clients shifting their business focus from commercial to residential, a sector in which Coolair do not operate plus a significant loss on one contract due to unforeseen issues with the site. Our national maintenance department reported a breakeven position for the year due to this being an expanding division being given significant investment in preparation for future growth.

Throughout 2019 cash flow remained healthy and bad debts were minimal. All bad and doubtful debts are fully provided against in line with our standard policy. Coolair continued to trade without reliance on external debt and this has continued through in to 2020.

Principal risks and uncertainties

The Group operates in a highly competitive market but the quality and breadth of the product ranges offered minimise the risk of losing sales to its key competitors. The Group manages this risk by providing the best selection of market-leading, established products to its customers, and by investing in, training and retaining outstanding sales, technical and support staff. The Group's commitment to training and promoting exceptional personnel has enabled it to maintain strong relationships with its customers over many years, and has been the true key to the Group's long term success.

Impact of Brexit

The Directors continue to assess the potential implications of the United Kingdom's withdrawal from the European Union. Although there is an appreciation that there is a level of uncertainty associated with this, no significant direct implications are expected.

Impact of Covid-19

The full impact of COVID-19 is still unknown, but the Group is taking every precaution possible to mitigate any potential impact to our staff, suppliers and customers.

The impact on the Group of the COVID-19 pandemic in 2020 has not been as severe as initially feared. Coolair's three offices have remained open since the lockdown began, with some staff working from home where necessary. At time of filing our forward order book is at above average levels and we continue to trade with no reliance on bank finance. We have worked in close partnership with key suppliers to ensure that availability of equipment and materials has not been affected and have seen minimal disruption within our supply chain. Whilst turnover decreased in the three months April to June 2020 due to COVID-19 it has since returned to normal expected levels.

GROUP STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

Financial key performance indicators

In addition to the universal KPIs of turnover and gross margin the Group considers its specific KPIs to be:-

- Order levels
- Sales generated per salesman
- Average cash levels

Levels of secured orders are crucial to short-term planning of labour requirements & purchasing levels but more importantly provide the key indication of upturn or downturn in future workload, enabling management to react quickly and make appropriate changes on a strategic level. Average monthly order levels over the last 5 years have been £7.1M (2018 £7.1M) and levels at each of the last two year-ends were:

December 2019

December 2018

Secured orders

£6,691,604

£7,401,734

Coolair firmly believe that our sales force is our best asset. Average sales per salesman is an indicator of the state of the market plus when this figure drops it also indicates that there may be problems with individual performance which need to be rectified. We would not expect this figure to drop below £1M without good reason, and at each of the last two year ends the levels were:

December 2019

December 2018

Average sales per salesman

£1.51M

£1.10M

Coolair trade with no reliance on external finance. Average monthly cash levels are the key indicator not just of trading conditions but of the strength and durability of our customer base. Average cash holdings (measured on a monthly basis) over the last 5 years have been £274,215 (down from £296,835 last year) and holdings at each of the last two year-ends were:

December 2019

December 2018

Average monthly cash balance £243,814

£28.389

The Board are cautiously optimistic about the long-term future growth and direction of Coolair. The order book across all offices has returned to healthy levels, ensuring a return to profitability in 2019. Additionally, our inhouse Aftersales division goes from strength to strength and is a key focus for our organic growth over the next 5 years.

This report was approved by the board on 30th Self 3030 and signed on its behalf.

H Sharratt Director

DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2019

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

Directors' responsibilities statement

The Directors are responsible for preparing the Group Strategic Report, the Directors' Report and the consolidated 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 applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'. 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 for the Group's financial statements 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 Group will continue in business.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and the Group and to 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.

Results and dividends

The profit for the year, after taxation, amounted to £268,426 (2018 -loss £887,506).

The Directors proposed that no dividends shall be paid in 2019 (2018: £nil)

Directors

The Directors who served during the year were:

J Otterson

H Sharratt

A Garstang

N Gibbard

M Garstang

S Valentine (resigned 8 April 2020)

Going concern

These financial statements have been prepared on a going concern basis.

The current economic conditions present increased risks for all business. In response to such conditions, the directors have carefully considered these risks, including an assessment of uncertainty on future trading projection for a period of at least 12 months from the date of signing the financial statements, and the extent to which they might affect the preparation of the financial statements on a going concern basis.

DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

Based on this assessment, the directors consider that the Group maintains an appropriate level of liquidity, sufficient to meet the demands of the business including any capital and servicing obligations of external debt liabilities.

The directors have a reasonable expectation that the Group has adequate resources to continue in operational existence for the foreseeable future and that there are no material uncertainties that lead to significant doubt upon the Group's ability to continue as a going concern. Thus the directors have continued to adopt the going concern basis of accounting in preparing these financial statements.

We confirm that we have carried out an assessment of the potential impact of the COVID-19 Virus pandemic on the business, including the impact of mitigation measures and uncertainties. We do not expect that the COVID-19 pandemic will affect our ability to continue as a going concern.

Future developments

The Board are optimistic about the long term future growth and direction of Coolair and have developed a Mission Statement: "To create the ideal indoor environment for people to live, work and play, now and always." This emphasises our commitments to:-

- partnering with our customers and suppliers to provide the best solutions for their needs;
- quality installation and after care of both cooling and heating products in the commercial environment;
 and
- sustainability of both the environment and of Coolair as a Group long into the future.

Disclosure of information to auditor

Each of the persons who are Directors at the time when this Directors' Report is approved has confirmed that:

- so far as the Director is aware, there is no relevant audit information of which the Company and the Group's auditor is unaware, and
- the Director has taken all the steps that ought to have been taken as a Director in order to be aware of
 any relevant audit information and to establish that the Company and the Group's auditor is aware of that
 information.

Post balance sheet events

Post year end the developments and circumstances around COVID 19 have been identified as a significant but non-adjusting event that would affect the Group. The COVID-19 pandemic has affected economies globally and the speed and severity of the impact has been unprecedented but many Governments, including within the UK, have introduced considerable measures to help businesses through this extremely challenging time. At the time of approval of these accounts, the full effect of the pandemic is uncertain.

Auditor

The auditor, Mazars LLP, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2019

This report was approved by the board on 25th Sept 2020 and signed on its behalf.

H Sharratt Director

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF GENERATION TWO LIMITED

Opinion

We have audited the financial statements of Generation Two Limited (the 'Parent Company') and its subsidiaries (the 'Group') for the year ended 31 December 2019 which comprise the Consolidated Statement of Comprehensive Income, the Consolidated and Company Statement of Financial Positions, the Consolidated Statement of Cash Flows, the Consolidated and Company Statements of Changes in Equity and 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 United Kingdom Accounting Standards, including FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

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 31 December 2019 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 Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the Company 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.

Emphasis of matter - Impact of the outbreak of COVID-19 on the financial statements

In forming our opinion on the financial statements, which is not modified, we draw your attention to the directors' view on the impact of the COVID-19 as disclosed on page 1, and the consideration in the going concern basis of preparation on page 15 and non-adjusting post balance sheet events on page 35.

Since the balance sheet date there has been a global pandemic from the outbreak of COVID-19. The impact of COVID-19 became significant in March 2020 and has caused widespread disruption to normal patterns of business activity across the world, including the UK.

The impact of COVID-19 continues to evolve and, based on the information available at this point in time, the directors have assessed the impact of COVID-19 on the business and have concluded that COVID-19 is a nonadjusting post balance sheet event and that adopting the going concern basis for preparation of the financial statements is appropriate.

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF GENERATION TWO LIMITED

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 or Parent Company'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 included in the annual report, other than the financial statements and our auditor's report 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 Strategic Report and the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Strategic Report and the Directors' Report have been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In 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 Strategic Report or the Directors' Report.

We have nothing to report in respect of the following matters in relation to which 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;
- the Parent Company financial statements are not in agreement with the accounting records and returns;
- 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.

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF GENERATION TWO LIMITED

Responsibilities of Directors

As explained more fully in the Directors' responsibilities statement set out on page 3, 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 is 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 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 intend to liquidate the Group or Parent Company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

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

A 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 auditor's report.

Use of the audit report

This report is made solely to the Parent 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 Parent Company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Parent Company and the company's members as a body for our audit work, for this report, or for the opinions we have formed.

Neil Barton (Senior statutory auditor)

for and on behalf of

Mazars LLP
Chartered Accountants and Statutory Auditor
One St Peter's Square
Manchester
M2 3DE

Date: 30 SOFTENSER 2020

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2019

	Note	2019 £	2018 £
Turnover Cost of sales	4	25,779,548 (20,875,604)	22,093,861
Gross profit		4,903,944	(18,626,028) 3,467,833
Administrative expenses		(4,488,042)	(4,468,924)
Operating profit/(loss)	5	415,902	(1,001,091)
Interest receivable and similar income	9	5,247	3,934
Interest payable and expenses	10	(406)	(717)
Profit/(loss) before taxation		420,743	(997,874)
Tax on profit/(loss)	11	(152,317)	110,368
Profit/(loss) for the financial year		268,426	(887,506)

There were no recognised gains and losses for 2019 or 2018 other than those included in the consolidated statement of comprehensive income.

There was no other comprehensive income for 2019 (2018:£NIL).

The above results were derived from continuing operations.

GENERATION TWO LIMITEDREGISTERED NUMBER: 08008574

CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2019

	Note		2019 £		2018 £
Fixed assets					
Intangible assets	12		2,382,104		2,575,248
Tangible assets	13	_	988,149		1,047,360
			3,370,253		3,622,608
Current assets					
Stocks	15	34,805		37,382	
Debtors: amounts falling due after more	40	1 100 100		601,310	
than one year	16 16	1,123,468 6,936,593		5,832,265	
Debtors: amounts falling due within one year	17	856,962		789,506	
Cash at bank and in hand	17			7,260,463	
		8,951,828		7,200,403	
Creditors: amounts falling due within one year	18	(5,537,967)		(4,333,198)	
Net current assets			3,413,861		2,927,265
Total assets less current liabilities		•	6,784,114		6,549,873
Creditors: amounts falling due after more than one year	19		(40,000)		(80,000)
Deferred taxation	21	(5,815)		-	
			(5,815)		-
Net assets			6,738,299		6,469,873
Capital and reserves					
Called up share capital	22		200		200
Share premium account	23		4,799,998		4,799,998
Profit and loss account	23		1,938,101		1,669,675
			6,738,299		6,469,873

The financial statements were approved and authorised for issue by the board and were signed on its behalf on

H Sharratt Director

GENERATION TWO LIMITED REGISTERED NUMBER: 08008574

COMPANY STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2019

,	Note		2019 £		2018 £
Fixed assets					6,500,000
Investments	14		6,500,000		0,000,000
			6,500,000		6,500,000
Current assets					
Debtors: amounts falling due within one year	16	198		198	
Net current assets			198		198
Total assets less current liabilities			6,500,198		6,500,198
Net assets			6,500,198		6,500,198
Capital and reserves					
Called up share capital	22		200		200
Share premium account	23		4,799,998		4,799,998
Profit and loss account	23		1,700,000		1,700,000
			6,500,198		6,500,198

The financial statements were approved and authorised for issue by the board and were signed on its behalf on

H Sharratt Director

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2019

	Called up share capital £	Share premium account £	Profit and loss account £	Total equity
At 1 January 2018	200	4,799,998	2,557,181	7,357,379
Comprehensive income for the year Loss for the year	-		(887,506)	(887,506)
Total comprehensive income for the year	-	-	(887,506)	(887,506)
At 1 January 2019	200	4,799,998	1,669,675	6,469,873
Comprehensive income for the year Profit for the year	-	-	268,426	268,426
Total comprehensive income for the year	-	-	268,426	268,426
At 31 December 2019	200	4,799,998	1,938,101	6,738,299

The notes on pages 14 to 35 form part of these financial statements.

COMPANY STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2019

	Called up share capital £	Share premium account £	Profit and loss account £	Total equity £
At 1 January 2018	200	4,799,998	1,700,000	6,500,198
At 1 January 2019	200	4,799,998	1,700,000	6,500,198
At 31 December 2019	200	4,799,998	1,700,000	6,500,198

CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2019

	2019 £	2018 £
Cash flows from operating activities		
Profit/(loss) for the financial year Adjustments for:	268,426	(887,506)
Amortisation of intangible assets	193,144	193,144
Depreciation of tangible assets	81,287	75,974
Interest paid	406	717
Interest received	(5,247)	(3,934)
Taxation charge	152,317	(110,368)
Decrease in stocks	2,577	8,402
(Increase)/decrease in debtors	(1,651,485)	2,414,387
Increase/(decrease) in creditors	771,289	(1,603,347)
Corporation tax received/(paid)		(35,180)
Net cash generated from operating activities	(187,286)	52,289
Cash flows from investing activities		
Purchase of tangible fixed assets	(22,076)	(62,607)
Interest received	5,247	3,934
Net cash from investing activities	(16,829)	(58,673)
Cash flows from financing activities		
Interest paid	(406)	(717)
Net cash used in financing activities	(406)	(717)
Net (decrease) in cash and cash equivalents	(204,521)	(7,101)
Cash and cash equivalents at beginning of year	646,172	653,273
Cash and cash equivalents at the end of year	441,651	646,172
Cash and cash equivalents at the end of year comprise:		
Cash at bank and in hand	856,962	789,506
Bank overdrafts	(415,311)	(143,334)
	441,651	646,172

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

1. General information

Generation Two Limited ('the company') is a private company limited by shares incorporated in England and Wales (registered number 08008574). The address of the registered office and principal place of business is:

Coolair House Globe Lane Dukinfield Cheshire SK16 4UJ

The company is the ultimate parent company of Coolair Management Company Limited and Coolair Equipment Limited, both of which are incorporated in England and Wales.

The principal activity of the company is that of a holding company.

The principal activity of the Group is the supply and installation of air conditioning systems and commercial heating products.

2. Accounting policies

2.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention unless otherwise specified within these accounting policies and in accordance with Financial Reporting Standard 102, the Financial Reporting Standard applicable in the UK and the Republic of Ireland and the Companies Act 2006.

The preparation of financial statements in compliance with FRS 102 requires the use of certain critical accounting estimates. It also requires Group management to exercise judgement in applying the Group's accounting policies (see note 3).

The Company has taken advantage of the exemption allowed under section 408 of the Companies Act 2006 and has not presented its own Statement of Comprehensive Income in these financial statements.

The Company has adopted the triennial review of FRS102 effective for periods commencing on or after 1 January 2019.

Information in respect of the differences from the previous accounting framework are detailed within Note 29.

The following principal accounting policies have been applied:

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

2. Accounting policies (continued)

2.2 Basis of consolidation

The consolidated financial statements present the results of the Company and its own subsidiaries ("the Group") as if they form a single entity. Intercompany transactions and balances between group companies are therefore eliminated in full.

The consolidated financial statements incorporate the results of business combinations using the purchase method. In the Balance Sheet, the acquiree's identifiable assets, liabilities and contingent liabilities are initially recognised at their fair values at the acquisition date. The results of acquired operations are included in the Consolidated Statement of Comprehensive Income from the date on which control is obtained. They are deconsolidated from the date control ceases.

2.3 Going concern

These financial statements have been prepared on a going concern basis.

The current economic conditions present increased risks for all business. In response to such conditions, the directors have carefully considered these risks, including an assessment of uncertainty on future trading projection for a period of at least 12 months from the date of signing the financial statements, and the extent to which they might affect the preparation of the financial statements on a going concern basis.

Based on this assessment, the directors consider that the Group maintains an appropriate level of liquidity, sufficient to meet the demands of the business including any capital and servicing obligations of external debt liabilities.

The directors have a reasonable expectation that the Group has adequate resources to continue in operational existence for the foreseeable future and that there are no material uncertainties that lead to significant doubt upon the Group's ability to continue as a going concern. Thus the directors have continued to adopt the going concern basis of accounting in preparing these financial statements.

We confirm that we have carried out an assessment of the potential impact of the COVID-19 Virus pandemic on the business, including the impact of mitigation measures and uncertainties. We do not expect that the COVID-19 pandemic will affect our ability to continue as a going concern.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

2. Accounting policies (continued)

2.4 Revenue

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Group and the revenue can be reliably measured. Revenue is measured as the fair value of the consideration received or receivable, excluding discounts, rebates, value added tax and other sales taxes. The following criteria must also be met before revenue is recognised:

Sale of goods

Revenue from the sale of goods is recognised when all of the following conditions are satisfied:

- the Group has transferred the significant risks and rewards of ownership to the buyer;
- the Group retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold;
- the amount of revenue can be measured reliably;
- it is probable that the Group will receive the consideration due under the transaction; and
- the costs incurred or to be incurred in respect of the transaction can be measured reliably.

Rendering of services

Revenue from a contract to provide services is recognised in the period in which the services are provided in accordance with the stage of completion of the contract when all of the following conditions are satisfied:

- the amount of revenue can be measured reliably;
- it is probable that the Group will receive the consideration due under the contract;
- the stage of completion of the contract at the end of the reporting period can be measured reliably; and
- the costs incurred and the costs to complete the contract can be measured reliably.

2.5 Interest income

Interest income is recognised in the Statement of Comprehensive Income using the effective interest method.

2.6 Finance costs

Finance costs are charged to the Statement of Comprehensive Income over the term of the debt using the effective interest method so that the amount charged is at a constant rate on the carrying amount. Issue costs are initially recognised as a reduction in the proceeds of the associated capital instrument.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

2. Accounting policies (continued)

2.7 Pensions

Defined contribution pension plan

The Group operates a defined contribution plan for its employees. A defined contribution plan is a pension plan under which the Group pays fixed contributions into a separate entity. Once the contributions have been paid the Group has no further payment obligations.

The contributions are recognised as an expense in the Statement of Comprehensive Income when they fall due. Amounts not paid are shown in accruals as a liability in the Statement of Financial Position. The assets of the plan are held separately from the Group in independently administered funds.

2.8 Current and deferred taxation

The tax expense for the year comprises current and deferred tax. Tax is recognised in the Statement of Comprehensive income, except that a charge attributable to an item of income and expense recognised as other comprehensive income or to an item recognised directly in equity is also recognised in other comprehensive income or directly in equity respectively.

The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the reporting date in the countries where the Company and the Group operate and generate income.

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the Statement of Financial Position date, except that:

- The recognition of deferred tax assets is limited to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits;
- Any deferred tax balances are reversed if and when all conditions for retaining associated tax allowances have been met; and
- Where they relate to timing differences in respect of interests in subsidiaries, associates, branches and joint ventures and the Group can control the reversal of the timing differences and such reversal is not considered probable in the foreseeable future.

Deferred tax balances are not recognised in respect of permanent differences except in respect of business combinations, when deferred tax is recognised on the differences between the fair values of assets acquired and the future tax deductions available for them and the differences between the fair values of liabilities acquired and the amount that will be assessed for tax. Deferred tax is determined using tax rates and laws that have been enacted or substantively enacted by the reporting date.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

2. Accounting policies (continued)

2.9 Intangible assets

Goodwill

Goodwill represents the difference between amounts paid on the cost of a business combination and the acquirer's interest in the fair value of the Group's share of its identifiable assets and liabilities of the acquiree at the date of acquisition. Subsequent to initial recognition, goodwill is measured at cost less accumulated amortisation and accumulated impairment losses. Goodwill is amortised on a straight line basis to the Consolidated Statement of Comprehensive Income over its useful economic life.

Other intangible assets

Intangible assets are initially recognised at cost. After recognition, under the cost model, intangible assets are measured at cost less any accumulated amortisation and any accumulated impairment losses.

All intangible assets are considered to have a finite useful life. If a reliable estimate of the useful life cannot be made, the useful life shall not exceed ten years.

2.10 Tangible fixed assets

Tangible fixed assets under the cost model are stated at historical cost less accumulated depreciation and any accumulated impairment losses. Historical cost includes expenditure that is directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management.

Land is not depreciated. Depreciation on other assets is charged so as to allocate the cost of assets less their residual value over their estimated useful lives, using the straight-line method.

Depreciation is provided on the following basis:

Freehold property Leasehold improvements 4% straight line4% straight line

Motor vehicles

- 33% straight line

Fixtures & fittings - 20% straight line

The assets' residual values, useful lives and depreciation methods are reviewed, and adjusted prospectively if appropriate, or if there is an indication of a significant change since the last reporting date.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised in the Consolidated Statement of Comprehensive Income.

2.11 Operating leases: Lessee

Rentals paid under operating leases are charged to the Statement of Comprehensive Income on a straight line basis over the period of the lease.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

2. Accounting policies (continued)

2.12 Operating leases: Lessor

Rentals paid under operating leases are charged to the Statement of Comprehensive Income on a straight line basis over the period of the lease.

2.13 Investment property

Investment property is carried at fair value determined annually and derived from the current market rents and investment property yields for comparable real estate, adjusted if necessary for any difference in the nature, location or condition of the specific asset. No depreciation is provided. Changes in fair value are recognised in the Statement of Comprehensive Income.

2.14 Valuation of investments

Investments in subsidiaries are measured at cost less accumulated impairment.

Investments in unlisted Group shares, whose market value can be reliably determined, are remeasured to market value at each balance sheet date. Gains and losses on remeasurement are recognised in the Consolidated Statement of Comprehensive Income for the period. Where market value cannot be reliably determined, such investments are stated at historic cost less impairment.

Investments in listed company shares are remeasured to market value at each Statement of Financial Position date. Gains and losses on remeasurement are recognised in profit or loss for the period.

2.15 Stocks

Stocks are stated at the lower of cost and net realisable value, being the estimated selling price less costs to complete and sell. Cost is based on the cost of purchase on a first in, first out basis.

At each balance sheet date, stocks are assessed for impairment. If stock is impaired, the carrying amount is reduced to its selling price less costs to complete and sell. The impairment loss is recognised immediately in the Statement of Comprehensive Income.

2.16 Long-term contracts

Profit on long-term contracts is taken as the work is carried out if the final outcome can be assessed with reasonable certainty. The profit included is calculated on a prudent basis to reflect the proportion of the work carried out at the year end, by recording turnover and related costs as contract activity progresses. Turnover is calculated as that proportion of total contract value which costs incurred to date bear to total expected costs for that contract. Revenues derived from cariations on contracts are recognised only when they have been accepted by the customer. Full provision is made for losses on all contracts in the year in which they are first forseen.

2.17 Debtors

Short term debtors are measured at transaction price, less any impairment. Loans receivable are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method, less any impairment.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

2. Accounting policies (continued)

2.18 Cash and cash equivalents

Cash is represented by cash in hand and deposits with financial institutions repayable without penalty on notice of not more than 24 hours. Cash equivalents are highly liquid investments that mature in no more than three months from the date of acquisition and that are readily convertible to known amounts of cash with insignificant risk of change in value.

In the Consolidated Statement of Cash Flows, cash and cash equivalents are shown net of bank overdrafts that are repayable on demand and form an integral part of the Group's cash management.

2.19 Creditors

Short term creditors are measured at the transaction price. Other financial liabilities, including bank loans, are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method.

2.20 Provisions for liabilities

Provisions are made where an event has taken place that gives the Group a legal or constructive obligation that probably requires settlement by a transfer of economic benefit, and a reliable estimate can be made of the amount of the obligation.

Provisions are charged as an expense to the Statement of Comprehensive Income in the year that the Group becomes aware of the obligation, and are measured at the best estimate at the Statement of Financial Position date of the expenditure required to settle the obligation, taking into account relevant risks and uncertainties.

When payments are eventually made, they are charged to the provision carried in the Statement of Financial Position.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

2. Accounting policies (continued)

2.21 Financial instruments

The Group only enters into basic financial instrument transactions that result in the recognition of financial assets and liabilities like trade and other debtors and creditors, loans from banks and other third parties, loans to related parties and investments in ordinary shares.

Debt instruments (other than those wholly repayable or receivable within one year), including loans and other accounts receivable and payable, are initially measured at present value of the future cash flows and subsequently at amortised cost using the effective interest method. Debt instruments that are payable or receivable within one year, typically trade debtors and creditors, are measured, initially and subsequently, at the undiscounted amount of the cash or other consideration expected to be paid or received. However, if the arrangements of a short-term instrument constitute a financing transaction, like the payment of a trade debt deferred beyond normal business terms or in case of an out-right short-term loan that is not at market rate, the financial asset or liability is measured, initially at the present value of future cash flows discounted at a market rate of interest for a similar debt instrument and subsequently at amortised cost, unless it qualifies as a loan from a director in the case of a small company, or a public benefit entity concessionary loan.

Financial assets that are measured at cost and amortised cost are assessed at the end of each reporting period for objective evidence of impairment. If objective evidence of impairment is found, an impairment loss is recognised in the Consolidated Statement of Comprehensive Income.

For financial assets measured at amortised cost, the impairment loss is measured as the difference between an asset's carrying amount and the present value of estimated cash flows discounted at the asset's original effective interest rate. If a financial asset has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract.

For financial assets measured at cost less impairment, the impairment loss is measured as the difference between an asset's carrying amount and best estimate of the recoverable amount, which is an approximation of the amount that the Group would receive for the asset if it were to be sold at the reporting date.

Financial assets and liabilities are offset and the net amount reported in the Statement of Financial Position when there is an enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

3. Judgements in applying accounting policies and key sources of estimation uncertainty

In applying the Company's accounting policies, the directors are required to make judgements, estimates and assumptions in determining the carrying amounts of assets and liabilities. The directors' judgements, estimates and assumptions are based on the best and most reliable evidence available at the time when decisions are made, and are based on historical experience and other factors that are considered to be applicable. Due to the inherent subjectivity involved in making such judgements, estimates and assumptions, the actual results and outcomes may differ.

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

Critical judgements in applying the Company's accounting policies

The critical judgements that the directors have made in the process of applying the Company's accounting policies that have the most significant effect on the amounts recognised in the statutory financial statements are discussed below.

(i) Assessing indicators of impairment

In assessing whether there have been any indicators of impaired assets, the directors have considered both external and internal sources of information such as market conditions, counterparty credit ratings and experience of recoverability. There have been no indicators of impairments identified during the current financial year.

Key sources of estimation uncertainty

The key assumptions concerning the future, and other key sources of estimation uncertainty, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities are discussed below.

(i) Recoverability of Debtors

The Company establishes a provision for debtors that are estimated not to be recoverable. When assessing recoverability the directors consider the ageing of the debtors, past experience of recoverability, the credit profile of the client plus any known contractual problems. Provision is made for all debtors in dispute with clients, plus all retentions exceeding three years in age.

(ii) Determining residual values and useful economic lives of property, plant and equipment The Company depreciates tangible assets over their estimated useful lives. The estimation of the useful lives of assets is based on historic performance as well as expectations about future use and therefore requires estimates and assumptions to be made by management.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

4.	Turnover		
	An analysis of turnover by class of business is as follows:		
		2019 £	2018 £
	Installation of air conditioning	25,779,548	22,093,861
	All turnover arose within the United Kingdom.		
5.	Operating profit/(loss)		
	The operating profit/(loss) is stated after charging:		
		2019 £	2018 £
	Depreciation of tangible fixed assets	81,287	75,974
	Amortisation of intangible assets, including goodwill	193,144	193,144
	Defined contribution pension cost	270,308	224,045
	Other operating lease rentals	109,089	121,130
6.	Auditor's remuneration		
		2019 £	2018 £
	Fees payable to the Group's auditor for the audit of the Group's annual accounts	22,500	21,500
	Fees payable to the Group's auditor and its associates in respect of:		
	Other services relating to taxation	3,000	2,600
	All other services	4,600	2,500
		7,600	5,100

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

7. Employees

Staff costs, including Directors' remuneration, were as follows:

	Group 2019 £	Group 2018 £
Wages and salaries	3,280,209	3,453,462
Social security costs	303,170	303,138
Cost of defined contribution scheme	270,308	224,045
	3,853,687	3,980,645

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

	2019 No.	2018 No.
Engineers	33	35
Warehouse and distribution	1	1
Sales	18	21
Management and administration	22	24
	74	81

The Company has no employees other than the Directors, who did not receive any remuneration (2018 - £NIL)

8. Directors' remuneration

	2019 £	2018 £
Directors' emoluments	450,155	595,698
Company contributions to defined contribution pension schemes	130,150	77,500
	580,305	673,198

During the year retirement benefits were accruing to 6 Directors (2018 -6) in respect of defined contribution pension schemes.

The highest paid Director received remuneration of £115,089 (2018 -£123,078).

The value of the company's contributions paid to a defined contribution pension scheme in respect of the highest paid Director amounted to £15,400 (2018 -£13,700).

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

9.	Interest receivable		
		2019 £	2018 £
	Other interest receivable	5,247	3,934
10.	Interest payable and similar expenses		
		2019 £	2018 £
	Bank interest payable	406	717
11.	Taxation		
		2019 £	2018 £
	Corporation tax		
	Current tax on profits for the year Adjustments in respect of previous periods	121,503 -	- (94,529)
	Total current tax	121,503	(94,529)
	Deferred tax		
	Origination and reversal of timing differences Adjustment for prior period	30,814 -	(12,811) (3,028)
	Total deferred tax	30,814	(15,839)
	Taxation on profit/(loss) on ordinary activities	152,317	(110,368)

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

11. Taxation (continued)

Factors affecting tax charge for the year

The tax assessed for the year is higher than (2018 -higher than) the standard rate of corporation tax in the UK of 19% (2018 - 19%). The differences are explained below:

	2019 £	2018 £
(Loss)/Profit on ordinary activities before tax	420,743	(997,874)
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2018 -19%) Effects of:	79,941	(189,596)
Non-tax deductible amortisation of goodwill and impairment	36,698	36,697
Expenses not deductible for tax purposes, other than goodwill amortisation and impairment	28,734	29,523
Fixed asset differences	9,886	11,649
Adjustments to tax charge in respect of prior periods	-	(94,529)
Adjustments to tax charge in respect of prior periods - deferred tax	-	(3,028)
Adjust opening and closing deferred tax to average rate of 19% (2017: 19.25%)	(2,942)	1,506
Losses carried back	-	97,410
Total tax charge for the year	152,317	(110,368)

Factors that may affect future tax charges

In the Budget 2020, the government announced that the Corporation Tax main rate for the years starting 1 April 2020 and 2021 would remain at 19%.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

12. Intangible assets

Group

	Goodwill £
Cost	
At 1 January 2019	3,862,874
At 31 December 2019	3,862,874
Amortisation	
At 1 January 2019	1,287,626
Charge for the year on owned assets	193,144
At 31 December 2019	1,480,770
Net book value	
At 31 December 2019	2,382,104
At 31 December 2018	2,575,248

Generation Two Limited purchased 100% of the share capital of Coolair Management Company Limited on 27 April 2012. Goodwill arising on this acquisition totalled £3,862,874 and is being amortised over 20 years.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

13. Tangible fixed assets

Group

	Freehold property £	Leasehold improve- ments £	Motor vehicles £	Fixtures & fittings	Total £
Cost or valuation					
At 1 January 2019	1,223,792	84,910	11,440	411,094	1,731,236
Additions	-	-	-	22,076	22,076
Disposals	-	-	_	(141,866)	(141,866)
At 31 December 2019	1,223,792	84,910	11,440	291,304	1,611,446
Depreciation					
At 1 January 2019	273,326	65,686	11,440	333,424	683,876
Charge for the year on					
owned assets	48,633	3,396	-	29,258	81,287
Disposals	-		-	(141,866)	(141,866)
At 31 December 2019	321,959	69,082	11,440	220,816	623,297
Net book value			4		
At 31 December 2019	901,833	15,828		70,488	988,149
At 31 December 2018	950,466	19,224		77,670	1,047,360
	7.000.000.00				

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

14.	Fixed	asset	investr	nents

Company

	Investments in subsidiary companies £
Cost or valuation	
At 1 January 2019	6,500,000
At 31 December 2019	6,500,000
Net book value	
At 31 December 2019	6,500,000
At 31 December 2018	6,500,000

Direct subsidiary undertaking

The following was a direct subsidiary undertaking of the Company:

Name	Registered office	Principal activity	Class of shares	Holding
Coolair Management Company Limited	Coolair House, Global Lane, Dukinfield, Cheshire, SK16 4UJ	Dormant holding company	Ordinary	100%

Indirect subsidiary undertaking

The following was an indirect subsidiary undertaking of the Company:

Name	Registered office	Principal activity	class of shares	Holding
Coolair Equipment Limited	Coolair House, Global Lane, Dukinfield, Cheshire, SK16 4UJ	Supply and installation of air conditioning systems and commercial heating products	Ordinary	100%

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

15.	Stocks	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1			
		Group 2019 £	Group 2018 £	Company 2019 £	Company 2018 £
	Finished goods and goods for resale	34,805	37,382	-	-
16.	Debtors				
		Group 2019 £	Group 2018 £	Company 2019 £	Company 2018 £
	Due after more than one year	~	~	-	~
	Trade debtors	1,123,468	601,310	-	-
		Group 2019 £	Group 2018 £	Company 2019 £	Company 2018 £
	Due within one year	L	L	L	L
	Trade debtors	6,458,258	5,529,968		_
	Other debtors	310,982	120,270	198	198
	Prepayments and accrued income	167,353	157,028	-	-
	Deferred taxation	_	24,999	-	
		6,936,593	5,832,265	198	198
17.	Cash and cash equivalents				
		Group 2019	Group 2018	Company 2019	Company 2018
	Cash at bank and in hand	£	£ 700.500	£	£
	Less: bank overdrafts	856,962 (415,311)	789,506 (143,334)	-	-
	2000. Marin Overdrand	441,651	646,172		

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

18. Creditors: Amounts falling due within one year

	Group 2019 £	Group 2018 £	Company 2019 £	Company 2018 £
Bank overdrafts	415,311	143,334	-	-
Trade creditors	3,644,801	2,959,869	-	-
Corporation tax	121,503	-	-	-
Other taxation and social security	781,704	702,907	-	-
Other creditors	41,501	37,260	-	-
Accruals and deferred income	533,147	489,828	-	-
	5,537,967	4,333,198	_	-

National Westminster Bank PLC has a fixed and floating charge over all assets of Coolair Equipment Limited.

The bank overdraft is secured over the land & buildings adjacent to Coolair House (Title No. GM585275, MAN41978, GM461358).

19. Creditors: Amounts falling due after more than one year

	Group 2019 £	Group 2018 £	Company 2019 £	Company 2018 £
Other creditors	40,000	80,000	-	-

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

20. Financial instruments

	Group 2019 £	Group 2018 £	Company 2019 £	Company 2018 £
Financial assets				
Financial assets that are debt instruments measured at amortised cost	8,334,359	6,897,720	-	198
Financial liabilities Financial liabilities measured at amortised cost	(4 259 449)	(3 077 129)	_	_
cost	(4,259,449)	(3,077,129)		

Financial assets that are debt instruments measured at amortised cost comprise of cash and cash equivalents, trade debtors and other debtors.

Financial liabilities measured at amortised cost comprise of bank loans, trade creditors, accruals and deferred income and other creditors.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

21. Deferred taxation

Group

22.

Group		
		2019 £
At beginning of year Charged to profit or loss		24,999 (30,814)
At end of year		(5,815)
The deferred taxation balance is made up as follows:		
	Group 2019 £	Group 2018 £
Accelerated capital allowances	(40,828)	(37,002)
Short term timing differences	35,013	31,409
Losses and other deductions	-	30,592
	(5,815)	24,999
Share capital		
All the Levelle days and falls maid	2019 £	2018 £
Allotted, called up and fully paid	100	100
10,000 (2018 -10,000) Ordinary A shares of £0.01 each 10,000 (2018 -10,000) Ordinary B shares of £0.01 each	100	100
	200	200

Ordinary A shares have attached to them full voting, dividend and capital distribution (including on winding up) rights. They do not confer any rights of redemption.

Ordinary B shares attracts the same voting and dividend rights as the ordinary A shares.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

23. Reserves

Share premium account

This reserve represents the amount above the nominal value received for issued share capital, less transaction costs.

Profit & loss account

This reserve represents the cumulative profit and losses.

24. Pension commitments

The Group operates a defined contribution pension scheme for the benefit of employees. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension cost charge for the year represents contributions payable by the company to the fund and amounted to £270,308 (2018: £224,045). There were outstanding contributions of £6,775 (2018: £7,258) at the end of the year which are included within creditors.

25. Commitments under operating leases

At 31 December 2019 the Group and the Company had future minimum lease payments under non-cancellable operating leases as follows:

Group 2019 £	Group 2018 £
145,186	105,275
210,756	2,167
355,942	107,442
	£ 145,186 210,756

Operating lease expenses in the year for the group totalled £109,089 (2018: £121,130).

26. Related party transactions

The Company has taken advantage of the exemption permitted by Section 33 Related Party Disclosures of FRS 102 not to provide disclosures of transactions entered into with wholly-owed members of the Group.

There are considered to be no key management personnel other than the Directors. Directors remuneration has been disclosed in note 8.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

27. Post balance sheet events

Post year end the developments and circumstances around COVID 19 have been identified as a significant but non-adjusting event that would affect the Group. The COVID-19 pandemic has affected economies globally and the speed and severity of the impact has been unprecedented but many Governments, including within the UK, have introduced considerable measures to help businesses through this extremely challenging time. At the time of approval of these accounts, the full effect of the directors consider the Group to remain a going concern and the financial statements have been pandemic is uncertain. However as noted in the director's report and detailed within note 2.3, the prepared on such a basis.

28. Controlling party

The Company has no ultimate controlling party.

29. Adoption of the triennial review of FRS102

The polices applied under the entity's previous accounting framework are not materially different to the triennial review of FRS 102 and have not impacted on equity or profit or loss.