

**Company Registration No. 03537238 (England and Wales)**

**TOUCHSTONE GROUP PLC  
REPORT AND FINANCIAL STATEMENTS  
FOR THE YEAR ENDED  
31 MARCH 2017**

**Contents**

Company information	1
Strategic Report	2
Directors' Report	4
Statement of Directors' responsibilities in respect of the Annual Report and the Financial Statements	6
Independent auditor's report to the members of Touchstone Group plc	7
Consolidated Statement of Comprehensive Income	8
Consolidated Balance Sheet	9
Parent Company Balance Sheet	10
Consolidated Statement of Changes in Equity	11
Parent Company Statement of Changes in Equity	12
Consolidated Statement of Cash flows	13
Notes (forming part of the financial statements)	14

## **Company information**

<b>Directors</b>	DRT Thompson KGJ Birch DP Birch C Butler	– Non-Executive Chairman – Chief Executive – Commercial Director – Finance Director
------------------	---	--

<b>Registered office</b>	Third Floor Triton Square London NW1 3DX
--------------------------	---

<b>Secretary</b>	DP Birch
------------------	----------

<b>Auditor</b>	RSM UK Audit LLP 3rd Floor One London Square Cross Lanes Guildford, Surrey GU1 1UN
----------------	---

<b>Bankers</b>	National Westminster Bank Plc North London Business Centre PO Box 6333 2/3 Upper Street London N1 0QE
----------------	---

# Group Strategic Report

## Business Review

The following business review has been provided by the directors in accordance with the Companies Act 2006.

The Group has achieved a reasonable year's growth with a healthy improvement in trading margins.

The opportunities to sell and deliver new solutions during the year improved as the economic recovery in most sectors gathered pace. As a consequence overall Group turnover has improved, finishing up on last year to £ 22.02m (2016: £19.84m).

The Group's Gross Profit increased during the year by 15% (2016: 8%) to £12.5m (2016: £10.9m). This improvement is due, in part, to a policy of reducing the use of external freelance resource for the delivery of client projects.

At an adjusted level, EBITDA increased by over 36% (2016: over 22%) to £2.53m (2016: £1.87m). The Group's net results before tax but after, financial charges, depreciation and amortisation increased by over 41% (2016: over 43%) to £2.1m (2016: £1.5m).

The Group no longer has a requirement to provide details of its earnings per share performance having de-listed from AIM in 2009. However, to assist, the Board can confirm that Basic adjusted\* Earnings per share for the period have increased to 25.9p (2016: 19.08p).

The Group's liquidity position remains strong with cash balances of £6.7m (2016: £5.7m).

The Board uses a range of performance indicators to monitor and manage the business and ensure focus is maintained on the key priorities of the Group.

The Key Performance Indicators ("KPIs"), which are set at board level, have been devised to allow the Board and shareholders to monitor the Group as a whole.

The performance indicators which the Board currently considers to be the most important are as follows:

	31 March 2017	31 March 2016
1. Revenue	<b>£22.02m</b>	<b>£19.84m</b>
2. Gross Profit (Margin %)	<b>£12.5m (57%)</b>	<b>£10.9m (55%)</b>
3. Adjusted EBITDA*	<b>£2.53m</b>	<b>£1.87m</b>
4. Cash and cash equivalents	<b>£6.7m</b>	<b>£5.7m</b>
5. Working capital (net current assets)	<b>£4.69m</b>	<b>£4.02m</b>
6. Average salaried Staff headcount during year	<b>139</b>	<b>133</b>
7. Total staff including Contractors @ year end	<b>150 Staff</b>	<b>145 Staff</b>

*\*Adjusted EBITDA is Operating profit stated prior to bank interest, tax and charges, depreciation, amortisation and impairment of intangible fixed assets.*

Actual performance in respect of these KPIs is provided in the Consolidated Statement of Comprehensive Income on page 8 and the Consolidated Balance Sheet on page 9.

## Principal Risks and uncertainties:

The principal risks and uncertainties facing the group are broadly grouped as competitive, author and staff related:

### Competitive risks

The Group has contracts with a number of major customers that are subject to periodic reviews, often resulting in competitive tender. However, the Board believe that the group's diversity of both customers and products substantially mitigate any uncertainties that caused the renewal of these contracts. Additionally, it is vitally important that the Group maintains service margins, particularly in the increasingly competitive market place that it currently faces. Project managers rigorously monitor project plans, budgets and milestones to ensure this risk factor is kept closely under review.

## **Group Strategic report (continued)**

### **Author risk:**

Historically, as a software reseller, the Group has been dependent on a small number of software authors to provide the software products it resells. If some of these authors were to develop financial instability this could have an adverse impact on the Group's business, results and financial position. Additionally these authors could exert influence on pricing which could adversely affect the Group's profits. The Group mitigates this risk by monitoring financial performance of its authors and having strong, lasting relationships with them. The Group's strategy has also been to diversify its product and services portfolio, which now includes "blue chip" global software providers such as Microsoft and INFOR. Services now make up 81% of the Group's revenue.

### **Staff risk:**

The Group's success is dependent on its ability to retain and recruit suitably qualified, high calibre staff. The Board actively monitors retention rates, internal and external staff surveys and reward packages to manage and reduce this risk.

Approved by the Board of directors and signed on its behalf by:

**KGJ Birch**

**Director**

**3: vj 'July 2017**

## **Directors' report**

The Directors present their annual report and the audited financial statements for the year ended 31 March 2017.

### **Directors:**

The Directors who have held office since 1 April 2016 are as follows:

DRT Thompson  
KGJ Birch  
DP Birch  
C Butler

### **Principal activities**

Touchstone Group plc is a holding company.

The principal activity of its trading subsidiaries during the financial year was the provision of integrated business software and associated consulting and support services.

Touchstone Group plc is incorporated and domiciled in the United Kingdom.

A review of the business's performance is presented in the Strategic report.

### **Cash Distribution**

#### **Distributions - Dividends**

In December 2016, the Board declared an interim dividend of 3.5p per share (2016: 3p), and with the Final dividend and special dividend for last year declared in July 2016 these dividends consumed £1,195k of Group cash reserves (vs total dividends paid in 2016: £825k).

The Board has previously referenced that total ordinary dividends should be a proportion of distributable profits achieved in the year. Due to a reasonable second half performance, the Board will be proposing a final dividend of 7.5p per share (2016: 7p) and a special dividend of 2.5p (2016 – Nil). The total Ordinary dividend for the year as whole will therefore be 11p (2016: 10p) and a total special dividend of 5.0p (2016 – nil) for the year as a whole.

### **Current Trading**

With improving, but still at times testing market conditions, the Board is hopeful that all operational units will show good progress during the year ahead.

The Board would like to thank all management and staff for their sterling efforts throughout the year and to all the Group's customers for their business and on-going loyalty.

### **Policy and practice on payment of creditors**

The Group's policy is to pay suppliers in accordance with terms and conditions agreed when orders are placed. Although the Group does not follow any code or standard on payment policy, where payment terms have not been specifically agreed, invoices dated in one calendar month are paid close to the end of the following month.

### **Treasury and funding activities**

The Group's financial instruments comprise cash, short term deposits and various items such as trade receivables and trade payables that arise directly from its operations.

The Group finances its operations primarily through retained profits.

As such, it has no significant interest rate risk or liquidity risk.

## **Directors' report (continued)**

### **Environmental policy**

Recognising that the Group's operations are themselves of minimal environmental impact, the Group's environmental policy is to:

- Meet the statutory requirements placed on us.
- Apply good environmental practice both in our business operations and in the development of systems and products for our customers, recognising, however, that we are contractually obliged to conform with our customers' requirements.

### **Disclosure of information to auditor**

The Directors who held office at the date of approval of this Directors' Report confirm that, so far as they are each aware, there is no relevant audit information of which the auditor is unaware; and each director has taken all the steps that they ought to have taken as a director to make themselves aware of any relevant audit information and to establish that it has been communicated to the auditor.

### **Employment policies**

The Group places great emphasis on providing equality of opportunity for all employees and in particular ensures that fair selection and development procedures apply. The aim of the policy is to ensure that no job applicant or employee receives less favourable treatment on the grounds of age, sex, sexual orientation, disability, marital status, colour, religion or ethnic origin.

### **Research and development expenditure**

The Group undertakes software product development activities in the normal course of its business, none of these costs have been capitalised during the year.

### **Future developments of the Group**

The directors continue to invest in growth of all of the Group business units. In the coming year, the Group will specifically target investment in the BI space along with expansion into new markets for the Wealth management software. During the coming year the London office lease expires and the Board have decided to invest in acquiring a new office rather than enter a new lease – for further details please see note 24 regarding post balance sheet events.

### **Auditor**

The auditor, RSM UK Audit LLP, Chartered Accountants, has indicated its willingness to continue in office.

By order of the Board

**KGJ Birch**  
*Director*

**18th July 2017**

3<sup>rd</sup> Floor  
Triton Square  
London  
NW1 3DX

## **Statement of Directors' responsibilities in respect of the Annual Report and the Financial Statements**

The directors are responsible for preparing the Strategic Report, Directors' Report and financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare group and company financial statements for each financial year. Under that law the directors have elected to prepare the company financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law).

Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period.

In preparing the company financial statements, the directors are required to:

- a. select suitable accounting policies and then apply them consistently;
- b. make judgements and accounting estimates that are reasonable and prudent;
- c. prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.



## **Independent auditor's report to the members of Touchstone Group plc**

### **Opinion on financial statements**

We have audited the Group and parent company financial statements (the "financial statements") on pages 8 to 29. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) including FRS102 the financial reporting standard applicable in the UK and Republic of Ireland.

In our opinion the financial statements:

- give a true and fair view of the state of the Group's and parent company's affairs as at 31 March 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.

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

A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's website at <http://www.frc.org.uk/auditscopeukprivate>

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

In our opinion 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, based on the work undertaken in the course of our audit, 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 the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified any material misstatements in the Strategic Report or the Directors' report.

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.

### **Respective responsibilities of directors and auditor**

As more fully explained in the Directors' Responsibilities Statement set out on pages 6, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

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 an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

COLIN ROBERTS FCA (Senior Statutory Auditor)  
For and on behalf of RSM UK AUDIT LLP, Statutory Auditor  
Chartered Accountants  
3<sup>rd</sup> Floor  
One London Square  
Cross Lanes  
Guildford  
Surrey GU1 1UN  
"

**46vj 'July 2017**

**Consolidated Statement of Comprehensive Income**  
for the year ended 31 March 2017

	<i>Note</i>	<b>2017</b> <b>£'000</b>	2016 £'000
<b>Turnover</b>	2	<b>22,020</b>	19,835
Cost of sales		<b>(9,474)</b>	(8,926)
<b>Gross profit</b>		<b>12,546</b>	10,909
<b>Administrative expenses before specific expenses</b>		<b>(10,017)</b>	(9,044)
Depreciation	3,10	<b>(124)</b>	(86)
Amortisation and impairment of intangible fixed assets	3,9	<b>(299)</b>	(299)
<b>Total administrative expenses</b>		<b>(10,440)</b>	(9,429)
<b>Operating profit before specific expenses below:</b>		<b>2,529</b>	1,865
Depreciation		<b>(124)</b>	(86)
Amortisation and impairment of intangible fixed assets	6	<b>(299)</b>	(299)
<b>Operating profit</b>		<b>2,106</b>	1,480
Finance income		<b>12</b>	18
<b>Profit on ordinary activities before taxation</b>		<b>2,118</b>	1,498
Taxation	7	<b>(144)</b>	(45)
<b>Profit for the financial year</b>		<b>1,974</b>	1,453
<b>Total comprehensive income for the year</b>		<b>1,974</b>	1,453
<b>Total comprehensive income attributable to:</b>			
Owners of the parent		<b>1,974</b>	1,416
Non-controlling interest		<b>-</b>	37
		<b>1,974</b>	1,453

Turnover and operating profit for the year relates to the Company's continuing operations.

**Consolidated Balance Sheet**  
at 31 March 2017

(Company Registration Number: 03537238)

		2017 £'000	2016 £'000
	<i>Note</i>		
<b>ASSETS</b>			
<b>Fixed assets</b>			
Goodwill	9	2,387	2,686
Property, plant and equipment	10	455	154
Financial asset investments	11	58	58
		<u>2,900</u>	<u>2,898</u>
<b>Current assets</b>			
Debtors	12	7,603	6,541
Cash at bank and in hand	16	6,724	5,684
		<u>14,327</u>	<u>12,225</u>
<b>Creditors:</b> amounts falling due within one year	13	<u>(9,635)</u>	<u>(8,208)</u>
<b>Net current assets</b>		<u>4,692</u>	<u>4,017</u>
<b>Total assets less current liabilities</b>		<u>7,592</u>	<u>6,915</u>
<b>Net assets</b>		<u>7,592</u>	<u>6,915</u>
<b>Capital and reserves</b>			
Called up share capital	14	977	977
Share premium reserve		3,829	3,829
Capital redemption reserve		280	280
Profit and loss account		2,506	1,792
		<u>7,592</u>	<u>6,878</u>
Non-Controlling interest		-	37
<b>Total equity</b>		<u>7,592</u>	<u>6,915</u>

These financial statements on pages 8 to 29 were approved by the Board of Directors and authorised for issue on 31 March 2017 and were signed on its behalf by:

**KGJ Birch** - Director

**Parent Company Balance Sheet**  
at 31 March 2017

(Company Registration Number: 03537238)

		2017 £'000	2016 £'000
	<i>Note</i>		
<b>Fixed assets</b>			
Investments	<i>11</i>	8,107	8,107
<b>Current assets</b>			
Debtors	<i>12</i>	3,608	3,578
Cash at bank and in hand		35	30
		<u>3,643</u>	<u>3,608</u>
<b>Creditors:</b> amounts falling due within one year	<i>13</i>	<u>(4,141)</u>	<u>(4,410)</u>
<b>Net current liabilities</b>		<u>(498)</u>	<u>(802)</u>
<b>Total assets less current liabilities</b>		<u>7,609</u>	<u>7,305</u>
<b>Net assets</b>		<u>7,609</u>	<u>7,305</u>
<b>Capital and reserves</b>			
Called up share capital	<i>14</i>	977	977
Share premium reserve		3,829	3,829
Other reserve		843	843
Capital redemption reserve		329	329
Profit and loss account		1,631	1,327
<b>Total equity</b>		<u>7,609</u>	<u>7,177</u>

The Company's total comprehensive income for the year was £1,473,000 (2016: £1,960,000).

These financial statements on pages 8 to 29 were approved by the Board of Directors on 3: j 'Lxq "2017 and were authorised for issue and signed on its behalf by:

**KGJ Birch**  
Director

## Consolidated Statement of Changes in Equity

for the year ended 31 March 2017

	Share capital £'000	Share premium reserve £'000	Capital redemption reserve £'000	Retained earnings £'000	Total attributable to equity holders of parent £'000	Non-controlling interest £'000	TOTAL EQUITY £'000
<b>Balance at 31 March 2015 and Brought Forward At 1 March 2015</b>	977	3,829	280	1,201	6,287	-	6,287
<b>Changes in equity for the year ended 31 March 2016:</b>							
Total comprehensive income for the year	-	-	-	1,416	1,416	37	1,453
Transactions with owners:							
Dividends	-	-	-	(825)	(825)	-	(825)
<b>Balance Carried Forward At 31 March 2016</b>	<u>977</u>	<u>3,829</u>	<u>280</u>	<u>1,792</u>	<u>6,878</u>	<u>37</u>	<u>6,915</u>
<b>Changes in equity for the year ended 31 March 2017:</b>							
Total comprehensive income for the year	-	-	-	1,974	1,974	-	1,974
Subsidiary purchase on non-controlling interest	-	-	-	(91)	(91)	(37)	(128)
Transactions with owners:							
Dividends	-	-	-	(1,195)	(1,195)	-	(1,195)
Share based payment	-	-	-	26	26	-	26
<b>Balance Carried Forward At 31 March 2017</b>	<u>977</u>	<u>3,829</u>	<u>280</u>	<u>2,506</u>	<u>7,592</u>	<u>-</u>	<u>7,592</u>

### Share capital

Represents the nominal value of shares in issue.

### Share premium reserve

Represents amounts subscribed for share capital in excess of nominal value, net of directly attributable issue costs.

### Capital redemption reserve

The capital redemption reserve arose due to the repurchase of its own shares by the Company during prior years. It represents an amount equivalent to the nominal share capital of the shares purchased.

### Retained earnings

Represent the cumulative profit and loss net of distribution to owners.

## Parent Company Statement of Changes in Equity for the year ended 31 March 2017

	Share capital £'000	Share premium reserve £'000	Capital redemption reserve £'000	Other reserves £'000	Profit and loss account £'000	TOTAL EQUITY £'000
<b>Balance at 31 March 2015 and Brought Forward At 1 March 2015</b>	977	3,829	329	843	192	6,170
<b>Changes in equity for the year ended 31 March 2016:</b>						
Total comprehensive income for the year	-	-	-	-	1,960	1,960
Transactions with owners:						
Dividends	-	-	-	-	(825)	(825)
<b>Balance Carried Forward At 31 March 2016</b>	<u>977</u>	<u>3,829</u>	<u>329</u>	<u>843</u>	<u>1,327</u>	<u>7,305</u>
<b>Changes in equity for the year ended 31 March 2017:</b>						
Total comprehensive income for the year	-	-	-	-	1,473	1,473
Transactions with owners:						
Dividends	-	-	-	-	(1,195)	(1,195)
Share based payments	-	-	-	-	26	26
<b>Balance Carried Forward At 31 March 2017</b>	<u>977</u>	<u>3,829</u>	<u>329</u>	<u>843</u>	<u>1,661</u>	<u>7,609</u>

### Share capital

Represents the nominal value of shares in issue.

### Share premium reserve

Represents amounts subscribed for share capital in excess of nominal value, net of directly attributable issue costs.

### Capital redemption reserve

The capital redemption reserve arose due to the repurchase of its own shares by the Company during prior years. It represents an amount equivalent to the nominal share capital of the shares purchased.

### Other reserves

The Company's 'other reserves' figure of £843,000 represents the difference arising between the nominal value of the shares issued by Touchstone Group plc of £833,000 and the nominal value of the Touchstone Computers Ltd shares received in exchange of £1,000 and the share premium of £9,000, together with the premium on shares issued for the total consideration on acquisition of Chartland Associates plc.

### Retained earnings

Represent the cumulative profit and loss net of distribution to owners.

**Consolidated Statement of Cash flows**  
*for the year ended 31 March 2017*

	<i>Note</i>	<b>2017</b> <b>£'000</b>	2016 £'000
<b>Cash flows from operating activities</b>	<i>19</i>	<b>2,896</b>	1,753
Income taxes paid		<b>(197)</b>	(200)
<b>Net cash generated from operating activities</b>		<u><b>2,699</b></u>	<u>1,553</u>
<b>Cash flows from investing activities</b>			
Purchase of property, plant and equipment	<i>10</i>	<b>(429)</b>	(93)
Purchase of additional shares in subsidiaries		<b>(47)</b>	-
Interest received		<b>12</b>	18
<b>Net cash used in investing activities</b>		<u><b>(464)</b></u>	<u>(75)</u>
<b>Cash flows from financing activities</b>			
Dividends paid	<i>8</i>	<b>(1,195)</b>	(825)
<b>Net cash used from financing activities</b>		<u><b>(1,195)</b></u>	<u>(825)</u>
<b>Net increase in cash and cash equivalents</b>	<i>16</i>	<b>1,040</b>	653
<b>Cash and cash equivalents at the beginning of the year</b>	<i>16</i>	<u><b>5,684</b></u>	<u>5,031</u>
<b>Cash and cash equivalents at the end of the year</b>	<i>16</i>	<u><b>6,724</b></u>	<u>5,684</u>

## Notes (forming part of the financial statements)

### 1 Accounting policies

#### Company information

Touchstone Group Plc is a company limited by shares incorporated in England and Wales. The registered office and principle place of business is Third Floor, 1 Triton Square, London, NW1 3DX.

The Group financial statements consolidate those of the Company and its subsidiaries (together referred to as the “Group”) all prepared in Sterling. The parent company financial statements present information about the Company as a separate entity and not about its Group.

#### Accounting Convention

These financial statements have been prepared in accordance with FRS 102 “The Financial Reporting Standard applicable in the UK and Republic of Ireland” (“FRS 102”) and the requirements of the Companies Act 2006.

The financial statements are prepared in sterling, which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £’000.

The financial statements have been prepared under the historical cost convention. The principal accounting policies adopted are set out below.

#### First time adoption of FRS 102

These consolidated and company financial statements are the first financial statements of Touchstone Group Plc prepared in accordance with Financial Reporting Standard 102 ‘The Financial Reporting Standard applicable in the UK and Republic of Ireland’ (FRS 102). The financial statements of Touchstone Group plc for the year ended 31 March 2016 were prepared under “International Financial Reporting Standards.”

Some of the FRS 102 recognition, measurement, presentation and disclosure requirements and accounting policy choices differ from previous IFRS. Consequently, the directors have amended certain accounting policies to comply with FRS 102. The directors have also taken advantage of certain exemptions from the requirements of FRS 102 permitted by FRS 102 Chapter 35 ‘Transition to this FRS’.

Comparative figures have been restated to reflect the adjustments made, except to the extent that the directors have taken advantage of exemptions to retrospective application of FRS 102 permitted by FRS 102 Chapter 35 ‘Transition to this FRS’. Adjustments are recognised directly in retained earnings at the transition date.

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

#### Reduced disclosures

In accordance with FRS 102, the Company has taken advantage of the exemptions from the following disclosure requirements;

- Section 4 ‘Statement of Financial Position’ – Reconciliation of the opening and closing number of shares
- Section 7 ‘Statement of Cash Flows’ – Presentation of a Statement of Cash Flow and related notes and disclosures
- Section 11 ‘Basic Financial Instruments’ & Section 12 ‘Other Financial Instrument Issues’ – Carrying amounts, interest income/expense and net gains/losses for each category of financial instrument; basis of determining fair values; details of collateral, loan defaults or breaches; details of hedges, hedging fair value changes recognised in profit or loss and in other comprehensive income
- Section 33 ‘Related Party Disclosures’ – Compensation for key management personnel

#### Going concern

The Directors have reviewed the projections for the forthcoming 12 month period from the date of signing of these financial statements and based on the level of existing cash, projected income and expenditure, the Directors are satisfied that the Company and the Group have adequate resources to continue for a period of at least 12 months from the date of signing of these financial statements, as a result the Directors consider it appropriate for the financial statements to be prepared on a going concern basis.



*Notes (continued)*

**Company statement of comprehensive income**

As permitted by s408 Companies Act 2006, the Company has not presented its own statement of comprehensive income. The Company's profit for the financial year was £1,473,000 (2016: £1,960,000).

**Basis of consolidation**

The purchase method of accounting is used to account for the acquisition of subsidiaries by the Group. The cost of an acquisition is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange, plus costs directly attributable to the acquisition. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are initially measured at fair value at the acquisition date irrespective of the extent of any minority interest.

Subsidiaries are entities controlled by the Group. Control is achieved when the Group has the power to govern the financial and operating policies of an investee entity so as to obtain benefits from its activities.

The results of subsidiaries acquired or disposed of during the year are included in the consolidated income statement from the effective date of acquisition or up to the effective date of disposal, as appropriate.

Where necessary, adjustments are made to the financial statements of subsidiaries to bring the accounting policies used into line with those used by other members of the Group.

All intra-Group transactions, balances and unrealised gains and losses on transactions between Group companies are eliminated on consolidation.

Non-controlling interests are measured at the proportional share of the net assets of the relevant subsidiaries.

**PROPERTY, PLANT AND EQUIPMENT**

Property, plant and equipment are stated at cost less accumulated depreciation and any recognised impairment losses.

Depreciation is charged so as to write-off the cost of assets to their estimated residual values over their estimated useful lives on the following bases:

Leasehold Improvements	20% straight line
Fixtures and fittings	20% reducing balance or 20% - 33 <sup>1</sup> / <sub>3</sub> % straight line
Computer equipment	over 3 years straight line

Depreciation expense is included in administration expenses in the Statement of Comprehensive Income.

The gain or loss arising on the disposal or retirement of an asset is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognised in income.

**GOODWILL**

Goodwill arising on consolidation represents the excess of the cost of acquisition over the Group's interest in the fair value of the identifiable assets, liabilities and contingent liabilities of a subsidiary at the date of acquisition.

Intangible assets acquired separately from a business are recognised at cost and are subsequently measured at cost less accumulated amortisation and accumulated impairment losses. Intangible assets acquired on business combinations are recognised separately from goodwill at the acquisition date if the fair value can be measured reliably.

Amortisation is recognised so as to write off the cost or valuation of assets less their residual values over their useful lives on the following bases:

Goodwill	10 years
----------	----------

On disposal of a subsidiary, the attributable amount of goodwill is included in the determination of the profit or loss on disposal.

Negative goodwill arising on an acquisition is recognised immediately in the Consolidated Statement of Comprehensive Income.

At the date of transition, management performed a review of the goodwill. It has been determined that the remaining estimated useful life at this date is 10 years. Therefore the goodwill is being amortised on a straight line basis from the date of transition.

Notes (continued)

## OTHER INTANGIBLE ASSETS

### Research and development expenditure

Expenditure on research activities is recognised as an expense in the period in which it is incurred.

An internally-generated intangible asset arising from the Group's software product development is recognised only if all of the following conditions are met:

- an asset is created that can be identified;
- it is probable that the asset created will generate future economic benefits;
- the development cost of the asset can be measured reliably;
- the product or process is technically and commercially feasible; and
- sufficient resources are available to complete the development and to either sell or use the asset.

Where no internally-generated intangible asset can be recognised, development expenditure is recognised as an expense in the period in which it is incurred.

### Software and development

Intangible assets such as software and its development are measured initially at the directly attributable time costs incurred and amortised on a straight line basis over their estimated useful lives. This is currently estimated as five years.

### Intellectual property rights

Intangible assets such as Intellectual Property Rights are measured initially at their purchase cost and amortised on a straight line basis over their estimated useful lives. This is currently estimated as five years.

### Customer relationships

Intangible assets such as Customer relationships are measured initially at their purchase cost and amortised on a straight line basis over their estimated useful lives. This is currently estimated as ten years.

## IMPAIRMENT OF TANGIBLE AND INTANGIBLE ASSETS EXCLUDING GOODWILL

Intangible assets acquired as part of an acquisition are capitalised at their fair value where this can be reliably measured.

At each reporting date, the Group reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where the asset does not generate cash flows that are independent from other assets, the Group estimates the recoverable amount of the cash-generating unit to which the asset belongs. An intangible asset with an indefinite useful life is tested for impairment annually and whenever there is an indication that the asset may be impaired.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised as an expense immediately, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

Where an impairment loss subsequently reverses, the carrying amount of the asset (cash-generating unit) is increased to the revised estimate of its recoverable amount, but that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (cash-generating unit) in prior years. A reversal of an impairment loss is recognised as income immediately, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

**Notes** (continued)

## **FINANCIAL INSTRUMENTS**

The company has elected to apply the provisions of Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instruments Issues' of FRS 102 to all of its financial instruments. Financial instruments are recognised when the company becomes party to the contractual provisions of the instrument.

Financial assets and liabilities are offset, with the net amounts presented in the financial statements, when there is a legally 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.

### ***Basic financial instruments***

Basic financial assets, which include trade and other receivables and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the financial asset is measured at the present value of the future receipts discounted at a market rate of interest.

### ***Other financial assets***

Other financial assets, including trade investments, are initially measured at fair value, which is normally the transaction price. Such assets are subsequently carried at fair value and the changes in fair value are recognised in profit or loss, except that investments in equity instruments that are not publically traded and whose fair values cannot be measured reliably are measured at cost less impairment.

### ***Impairment of financial assets***

Financial assets, other than those held at fair value through profit and loss, are assessed for indicators of impairment at each reporting end date.

Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows have been affected. If an asset is impaired, the impairment loss is the difference between the carrying amount and the present value of the estimated cash flows discounted at the asset's original effective interest rate. The impairment loss is recognised in profit or loss.

If there is a decrease in the impairment loss arising from an event occurring after the impairment was recognised, the impairment is reversed. The reversal is such that the current carrying amount does not exceed what the carrying amount would have been, had the impairment not previously been recognised. The impairment reversal is recognised in profit or loss.

### ***Derecognition of financial assets***

Financial assets are derecognised only when the contractual rights to the cash flows from the asset expire or are settled, or when the company transfers the financial asset and substantially all the risks and rewards of ownership to another entity, 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.

### ***Classification of financial liabilities***

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

### ***Basic financial liabilities***

Basic financial liabilities, including trade and other payables, bank loans, loans from fellow group companies and preference shares that are classified as debt, are initially recognised at transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest.

Debt instruments are subsequently carried at amortised cost, using the effective interest rate method.

### ***Other financial liabilities***

Derivatives, including interest rate swaps and forward foreign exchange contracts, are not basic financial instruments. Derivatives are initially recognised at fair value on the date a derivative contract is entered into and are subsequently re-measured at their fair value. Changes in the fair value of derivatives are recognised in profit or loss in finance costs or finance income as appropriate, unless hedge accounting is applied and the hedge is a cash flow hedge.

**Notes** (continued)

### ***Derecognition of financial liabilities***

Financial liabilities are derecognised when, and only when, the company's contractual obligations are discharged, cancelled, or they expire.

### ***Equity instruments***

Equity instruments issued by the company are recorded at the proceeds received, net of direct issue costs. Dividends payable on equity instruments are recognised as liabilities once they are no longer at the discretion of the company.

## **LEASING**

Rentals payable under operating leases are charged to income on a straight line basis over the term of the relevant lease. Benefits received and receivable as an incentive to enter into an operating lease are also spread on a straight line basis over the lease term.

## **REVENUE RECOGNITION**

Revenue is measured at the fair value of the consideration received or receivable and represents amounts receivable for goods and services provided in the normal course of business, net of discounts, Value Added Tax and other sales related taxes. Sales of goods are recognised when goods are delivered and title has passed.

The Group's main revenue categories are as follows:

### **Software sales**

Revenue from direct software sales to end-users is recognised once a non-cancellable purchase order or contract has been received, and the product has been delivered to the customer.

### **Maintenance revenues**

Maintenance revenues are recognised over the period of the contract on a pro-rata basis.

### **Professional services**

Revenue from professional services is recognised following provision of those services on an hours completed basis and on a project percentage complete basis.

### **Cost of sales**

Cost of sales consists of supplier costs, payroll and direct costs associated with the provision of IT services to the customers.

## **SHARE-BASED PAYMENTS**

The Company grants share options ("equity-settled share-based payments") to certain employees.

Equity-settled share-based payments are measured at fair value at the date of grant by reference to the fair value of the equity instruments granted using the Black-Scholes model. The fair value determined at the grant date is expensed on a straight-line basis over the vesting period, based on the estimate of shares that will eventually vest. A corresponding adjustment is made to equity.

### ***Modifications and cancellations***

When the terms and conditions of equity-settled share-based payments at the time they were granted are subsequently modified, the fair value of the share-based payment under the original terms and conditions (the "original fair value") and under the modified terms and conditions (the "modified fair value") are both determined at the date of the modification. Any excess of the modified fair value over the original fair value is recognised over the remaining vesting period in addition to the grant date fair value of the original share-based payment. The share-based payment expense is not adjusted if the modified fair value is less than the original fair value.

Cancellations or settlements (including those resulting from employee redundancies) are treated as an acceleration of vesting and the amount that would have been recognised over the remaining vesting period is recognised immediately.

Where the Group is liable for National Insurance Contributions (NICs) on the share payment, provision is made for NICs on outstanding share options that are expected to be exercised, based upon the latest enacted NIC rates at the reporting date.

**Notes** (continued)

## **INTEREST IN OWN SHARES**

The Group has an Employee Share Ownership Trust (ESOT) to assist with amongst other matters the obligations under share options. The ESOT is consolidated as if it were a subsidiary undertaking. Shares in the Group held by the (ESOT) are stated at cost and are disclosed as a deduction from equity.

## **RETIREMENT BENEFIT COSTS**

The company operates neither a defined contribution nor a defined benefit pension scheme but makes contributions to employees personal pension schemes. Payments made to state-managed retirement benefit schemes are dealt with as payments to defined contribution plans where the Group's obligations under the schemes are equivalent to those arising in a defined contribution retirement benefit plan.

## **TAXATION**

The tax expense represents the sum of the current tax and the deferred tax elements.

The current tax is based on taxable profit for the year. Taxable profit differs from net profit as reported in the income statement because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The Group's liability for current tax is calculated by using tax rates that have been enacted or substantively enacted by the reporting date.

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amount of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit, and is accounted for using the balance sheet liability method. Deferred tax liabilities are recognised for all taxable temporary differences and deferred tax assets are recognised to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilised. Such assets and liabilities are not recognised if the temporary difference arises from the initial recognition of goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction which affects neither the tax profit nor the accounting profit.

Deferred tax liabilities are recognised for taxable temporary differences arising on investments in subsidiaries and associates, and interests in jointly controlled entities, except where the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred tax is calculated at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled. Deferred tax is charged or credited in the Statement of Comprehensive Income, except when it relates to items credited or charged directly to equity, in which case the deferred tax is also dealt with in equity. Deferred tax is recognised on temporary differences between the tax rate on profits earned in foreign subsidiaries and the tax rates charged on remittance of those profits to the United Kingdom.

## **FOREIGN CURRENCIES**

Transactions in currencies other than sterling, the presentational and functional currency of the Group, are recorded at the rates of exchange prevailing on the dates of the transactions.

Items included in the financial statements of each of the Group's entities are measured using the functional currency of that entity. At the reporting date, the monetary assets and liabilities denominated in foreign currencies are translated at the rates prevailing on the reporting date.

Gains and losses arising on translation are included in the Statement of Comprehensive Income for the period.

## **CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS**

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

The Group makes estimates and assumptions concerning the future. The resulting accounting judgements 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 are discussed below:

- Revenue of £9.1m (2016: £8.3m) relates to income received from maintenance contracts. The income is spread over the contractual period which involves some degree of estimation. Revenue received in advance is accounted for as deferred income and released as appropriate.
- Goodwill has a carrying value of £2.7m (2016: £3.0m). Significant judgement is involved in determining the amortisation period of goodwill.

Notes (continued)

## 2 Turnover

The Group's turnover and profit before tax principally arise from its activities in the UK and Ireland. Turnover and profits before tax arising in Ireland are not material. The Group has one principal class of business, the provision of integrated business software and consulting services, however revenue can be split into the following categories:

	2017 £000	2016 £000
Software	3,892	3,076
Consultancy	8,859	8,276
Maintenance and support	9,044	8,314
Other (e.g. rechargeable costs)	225	169
	<hr/>	<hr/>
Total turnover	22,020	19,835
	<hr/> <hr/>	<hr/> <hr/>

## 3 Operating profit before taxation

	2017 £000	2016 £000
<i>Profit before taxation has been arrived at after charging/(crediting):</i>		
Services provided by the company's auditors and its associates		
Audit of parent Company and consolidated accounts	25	24
Audit of the subsidiaries	20	19
Non-audit services	-	135
Depreciation and other amounts written off property, plant and equipment	124	86
Amortisation of intangible assets	299	299
Foreign exchange gains	49	38
Hire of land and buildings – operating leases	351	328

## 4 Directors' remuneration

Aggregate emoluments in respect of qualifying services amounted to £680,368 (2016: £646,907). Social security contributions were £86,236 (2016: £70,001).

Emoluments of the highest paid Director (excluding pension contributions) were £292,019 (2016: £296,222). Amounts paid by the Group in respect of his pension contributions were £24,385 (2016: £23,748). He currently holds no share options or entitlement to share options.

Total pension contributions of £46,427 (2016: £45,412) were made to the Executive Directors' personal pension plans. There are three executive Directors who all are accruing pension benefits (2016: three). The Directors are also considered to be key management. There are no employees of the company, other than director's who are remunerated through other group entities.

## 5 Employees

The average monthly number of persons employed by the Group (including Directors) during the year, analysed by category, was as follows:

	Number of employees	
	2017 No	2016 No
Management	9	9
Administration	16	15
Sales, support and technical	114	109
	<hr/>	<hr/>
	139	133
	<hr/> <hr/>	<hr/> <hr/>

Notes (continued)

5 Employees (continued)

The aggregate payroll costs of these persons were as follows:

	2017 £000	2016 £000
Wages and salaries	7,672	7,470
Social security costs	857	826
Other pension costs (see note 20)	629	599
	<u>9,158</u>	<u>8,895</u>

6 Interest receivable and similar income

	2017 £000	2016 £000
Bank interest	<u>12</u>	<u>18</u>

7 Taxation

	2017 £000	2016 £000
<b>Current tax</b>		
UK Corporation tax	<u>144</u>	<u>45</u>
Total tax charge	<u>144</u>	<u>45</u>

*Factors affecting the tax charge for the current period*

The current tax charge for the period is lower (2016: lower) than the standard rate of corporation tax in the UK of 20% (2016: 20%). The differences are explained below:

	2017 £000	2016 £000
<i>Current tax reconciliation</i>		
Profit on ordinary activities before tax	<u>2,062</u>	<u>1,702</u>
Current tax at 20% (2016: 20%)	<u>412</u>	<u>341</u>
<i>Effects of:</i>		
Effect of depreciation in excess of capital allowances	(25)	(6)
Profits not chargeable to UK corporation tax	(312)	(291)
Non-deductible expenditure	69	1
Total tax charge (see above)	<u>144</u>	<u>45</u>

Finance Act 2016 enacted a reduction in the UK corporation tax rate from 18% to 17% with effect from 1 April 2020. This change in rates impacted the closing deferred tax position for 2017.

Notes (continued)

**8 Dividends**

	<b>2017</b>	2016
	<b>£000</b>	£000
Equity shares:		
3.5p Interim dividend paid in respect of current year (2016: 3p per share) and 2.5p Interim Special dividend in respect of current year (2016-Nil)	<b>553</b>	275
	=====	=====
7p Final dividend paid in respect of prior year and so not recognised as liabilities in that year (2016: 6p per share)	<b>642</b>	550
	=====	=====

The Directors have proposed a final ordinary dividend in respect of the current financial year 7.5p per share (2016: 7p per share), and a Final special dividend of 2.5p (2016: Nil).

There was an interim dividend of 3.5p per share declared during the year (2016: 3p per share), and a special dividend of 2.5p declared during the year (2016: Nil)

The Employee Share Ownership Trust waived the dividend of £69,185 due from the Company on its shares (2016: £53,831).

**9 Goodwill and other intangible assets**

	<b>Customer Relation- ships</b>	<b>Intellectual Property</b>	<b>Software Development</b>	<b>Total Other Intangible Assets</b>	<b>Goodwill</b>	<b>Total Intangible Assets</b>
	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>
<b>Cost</b>						
Balance as at 31 March 2016 & 2017	818	1,540	976	3,334	4,642	7,976
	-----	-----	-----	-----	-----	-----
<b>Amortisation and impairment</b>						
Balance at 1 April 2016	818	1,540	976	3,334	1,956	5,290
Amortisation for the year	-	-	-	-	299	299
	-----	-----	-----	-----	-----	-----
Balance at 31 March 2017	818	1,540	976	3,334	2,255	5,589
	-----	-----	-----	-----	-----	-----
<b>Net Book Value</b>						
<b>At 31 March 2017</b>	-	-	-	-	<b>2,387</b>	<b>2,387</b>
	=====	=====	=====	=====	=====	=====
At 31 March 2016	-	-	-	-	2,686	2,686
	=====	=====	=====	=====	=====	=====



Notes (continued)

10. Tangible fixed assets

	<b>Fixtures, fittings, computer equipment and leasehold improvements</b>
<b>Cost</b>	<b>£000</b>
Balance at 31 March 2016	858
Additions	
Disposals	429 (361)
	_____
Balance at 31 March 2017	926
	_____
<b>Depreciation</b>	
Balance at 31 March 2016	704
Depreciation charge for the year	124
Disposals	(357)
	_____
Balance at 31 March 2017	471
	_____
<b>Net Book Value</b>	
<b>At 31 March 2017</b>	<b>455</b>
	=====
At 31 March 2016	154
	=====

Depreciation expense is included in administration expenses in the Statement of Comprehensive Income.

Notes (continued)

## 10 Financial asset investments

<b>Group</b>	<b>£000</b>
<b>Cost</b>	
Balance from 31 March 2016 to 31 March 2017	150
<b>Impairment Provision</b>	
Balance from 1 April 2016 to 31 March 2017	(92)
	<hr/>
<b>Net book value</b>	
<b>At 31 March 2017</b>	<b>58</b>
	<hr/> <hr/>
At 31 March 2016	58
	<hr/> <hr/>

Touchstone FMS Ltd holds 116,000 (2016: 116,000) shares in Proactis Plc representing a 0.38% shareholding and 25,000 (2016: 25,000) shares in Management Consulting plc representing a 0.01% shareholding. The listed investments had a market value of £191,080 as at 31 March 2017 (2016: £157,450).

## Company

<b>Company</b>	<b>Shares in group undertaking £000</b>
<b>Cost</b>	
At 1 April 2016 and at 31 March 2017	9,289
<b>Provisions</b>	
At 1 April 2016 and at 31 March 2017	(1,182)
	<hr/>
<b>Net book value</b>	
At 31 March 2016 and at 31 March 2017	8,107
	<hr/> <hr/>

## Acquisitions

In January 2017 Touchstone FMS Limited increased its shareholding in FMS BI Limited to 100% from 51%. The total consideration paid in respect of the acquisition is £48k. Management have reviewed the fair value of the assets and liabilities purchased and do not believe this to be materially different from the purchase price. At a Group level this has eliminated the non-controlling interest, which is reflected through transfers in the statement of changes in equity.

Notes (continued)

**11 Financial asset investments (continued)**

The fixed asset investments of the company comprise the following companies:

	Country of incorporation	Principal Activity	Class and percentage of shares held	Registered address
<b>Direct subsidiary undertakings</b>				
Touchstone FMS Limited	England and Wales	Supply and support of business software	100%	Third Floor, 1 Triton Square, London, NW1 3DW
Touchstone (CI) Limited	Jersey	Supply and support of business software	100%	Ground Floor, Sir Walter Raleigh House, Esplanade 48/50, St. Helier, Jersey, JE2 3QB
Touchstone CRM Limited	England and Wales	Supply and support of business software	100%	Third Floor, 1 Triton Square, London, NW1 3DW
Touchstone ES Limited	England and Wales	Dormant	100%	Third Floor, 1 Triton Square, London, NW1 3DW
<b>Indirect subsidiary undertakings</b>				
FMS BI Limited	England and Wales	Supply and support of business software	100%	Third Floor, 1 Triton Square, London, NW1 3DW

The shares in subsidiary undertakings carry full voting rights.

**12 Debtors**

	Group		Company	
	2017 £000	2016 £000	2017 £000	2016 £000
Trade debtors	3,829	3,355	-	-
Other debtors	481	145	580	550
Prepayments and accrued income	3,293	3,041	-	-
Amounts owed by group undertakings	-	-	3,028	3,028
	<u>7,603</u>	<u>6,541</u>	<u>3,608</u>	<u>3,578</u>

**13 Creditors: amounts falling due within one year**

	Group		Company	
	2017 £000	2016 £000	2017 £000	2016 £000
Trade creditors	1,092	1,069	-	-
Amounts owed to group undertakings	-	-	4,120	4,390
Corporation tax	116	-	-	-
Other creditors including tax and social security	1,177	989	-	-
Accruals and deferred income	7,250	6,150	21	20
	<u>9,635</u>	<u>8,208</u>	<u>4,141</u>	<u>4,410</u>

Notes (continued)

**14 Share capital**

	<b>2017</b>	2016
	<b>£000</b>	£000
<i>Allotted, called up and fully paid</i>		
9,772,237 ordinary shares of 10p each (2016: 9,772,237)	<b>977</b>	977
	=====	=====
	<b>2017</b>	2016
<i>Authorised</i>		
Ordinary shares of 10p each	<b>14,210,000</b>	14,210,000
	=====	=====

The company's ordinary shares, which carry no right to fixed income, each carry the right to one vote at general meetings of the company.

**15 Commitments**

Future aggregate minimum lease payments under non-cancellable operating lease rentals are in aggregate as follows:

	<b>2017</b>	2016
	<b>Land and Buildings</b>	Land and buildings
	<b>£000</b>	£000
<b>Group</b>		
Amounts due:		
Within 1 year	<b>367</b>	278
Between 2 and 5 years	<b>551</b>	133
Over 5 years	<b>429</b>	-
	=====	=====
	<b>1,347</b>	411
	=====	=====

The above commitments relate to three (2016: four) offices lease rentals that are of varying fixed terms over the next 9 years.

**16 Analysis of net funds**

2017:	At beginning of year £000	Cash flow £000	<b>At end of year £000</b>
Cash and short term deposits	5,684	1,040	<b>6,724</b>
	=====	=====	=====
2016:	At beginning of year £000	Cash flow £000	<b>At end of year £000</b>
Cash and short term deposits	5,031	633	<b>5,684</b>
	=====	=====	=====

Short term bank deposits are included within the caption 'cash and cash equivalents' in the Statement of Financial Position.

Notes (continued)

17 Financial Instruments

	2017 £000	2016 £000
Financial assets:		
Debt instruments measured at amortised cost	4,315	3,508
Instruments measured at fair value through profit	58	58
	<u>          </u>	<u>          </u>
Financial liabilities:		
Measured at amortised cost	3,257	2,916
	<u>          </u>	<u>          </u>

18 Share based payments

At the reporting date, the Group operated an EMI share option scheme. Qualifying directors and certain employees of the Group are eligible to participate in the scheme.

Consistent with the rules of the schemes the vesting of options is generally contingent on continued employment for a period of at least three years, and the employee then has a ten year period within which to exercise, subject to the Group meeting certain performance criteria in the period preceding exercise.

The number and weighted average exercise prices of share options are as follows:

	2017 Weighted average exercise price	2017 Number of options	2016 Weighted average exercise price	2016 Number of options
Outstanding at the beginning of the period	-	NIL	-	-
Issued during the period	52p	403,000		
Outstanding at the end of the period	52p	403,000	-	NIL
Exercisable at the end of the period	52p	NIL	-	NIL

The fair value of services received in return for share options granted are measured by reference to the fair value of share options granted. The estimate of the fair value of the services received is measured based on a Black-Scholes model, assumptions for which are based on the following:

- The contractual life of the options is in accordance with the scheme rules, which vest after three years, the maximum exercise period is ten years,
- The expected volatility is wholly based on historic volatility, adjusted for any expected changes to future volatility due to publicly available information,
- The expected dividend yield is wholly based on historic yield,
- The risk free rate is based on national government bonds.

An expense of £26,000 (2016: Nil), has been recognised for the period arising from share based payments.

Notes (continued)

## 19 Reconciliation of profit after tax to net cash generated from/(used in) operations

	<i>Note</i>	<b>2017</b> <b>£'000</b>	2016 £'000
<b>Profit for the year after tax</b>		<b>1,974</b>	1,453
Amortisation and impairment of intangible assets	9	299	299
Depreciation	10	124	86
Finance income	6	(12)	(18)
Share based payment expense	18	(26)	-
Non-cash expense		(74)	-
Taxation	7	144	45
<b>Operating cash flows before movements in working capital</b>		<b>2,429</b>	1,865
(Increase)/decrease in trade and other receivables		<b>(844)</b>	358
Increase/(decrease) in trade and other payables		<b>1,311</b>	(470)
<b>Movement in working capital</b>		<b>467</b>	(112)
<b>Cash flows from operating activities</b>		<b>2,896</b>	1,753

## 20 Pension Scheme

The Group does not operate an occupational pension scheme but makes a percentage contribution of qualifying salary to certain employees' personal pension schemes. The amount charged to the profit and loss account in respect of such contributions was £629,000 (2016: £599,000).

## 21 Related party transactions

The company has taken advantage of the exemptions provided by Section 33 of FRS 102 'Related Party Disclosures' and has not disclosed transactions entered into between two or more members of a group, provided that any subsidiary undertaking which is party to the transaction is wholly owned by a member of that group.

*Dividends to Directors:*

During the year dividends were paid to directors as follows:

	<b>Shareholding</b>	<b>Dividend</b>	<b>Total</b>
	<b>No.</b>	<b>per share</b>	<b>dividend</b>
			<b>£</b>
KGT Birch (Final 2016)	2,642,705	7.0p	£184,989
KGT Birch (Interim 2017)	2,642,705	6.0p	£158,562
DP Birch (Final 2016)	1,674,507	7.0p	£117,215
DP Birch (Interim 2017)	1,674,507	6.0p	£100,470
C Butler (Final 2016)	102,620	7.0p	£7,183
C Butler (Interim 2017)	102,620	6.0p	£6,157
DRT Thompson (Final 2016)	10,750	7.0p	£753
DRT Thompson (Interim 2017)	10,750	6.0p	£645

At the year end, the Group owed £2,816 (2016: £nil) to Apposite Technology Partners Plc, a related party by virtue of common directors.

## 22 Contingent Liabilities

From time to time the group receives claims in the normal course of business and in respect of corporate transactions. The outcome of such claims are uncertain and the directors have included provisions which they believe are adequate for any on-going claims.

## 23 First time adoption of FRS102

Reconciliations and descriptions of the effect of the transition to FRS 102 on; (i) equity at the date of transition to FRS 102; (ii) equity at the end of the comparative period; and (iii) profit or loss for the comparative period reported under previous IFRS are given below.

### Reconciliation of consolidated equity

	Notes	1 April 2015 £'000	31 March 2016 £'000
Consolidated equity as previously reported under IFRS		6,287	7,214
Amortisation of goodwill	A	-	(299)
Equity reported under FRS 102		<u>6,287</u>	<u>6,915</u>

### Reconciliation of consolidated profit

	Notes	Year ended 31 March 2016 £000
Consolidated profit as previously reported under IFRS		1,752
Amortisation of goodwill	A	(299)
Consolidated profit reported under FRS 102		<u>1,453</u>

A – Under FRS 102 amortisation is charged on goodwill as this is determined to be a finite life asset. See the goodwill accounting policy for details. Management have taken exemption under section 35.10 of FRS102 not to apply amortisation retrospectively to 2016.

## 24 Post balance sheet events review

On 13<sup>th</sup> July 2017 the Group exchanged contracts to purchase a central London office for £3.45m. This will be partly financed by a fixed rate bank loan to be repaid over 10 years. As the current lease on the Triton square office ends during the coming financial year, these new premises will shortly become the new head office of the Group.

