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Registered number: 00455065

**DANIEL ROBINSON & SONS LIMITED**

**ANNUAL REPORT AND FINANCIAL STATEMENTS**

**FOR THE YEAR ENDED 31 MARCH 2019**



**DANIEL ROBINSON & SONS LIMITED**

**COMPANY INFORMATION**

**DIRECTORS**

R Robinson  
G A Neill  
B C Robinson  
A R Akers  
J D Parkin  
M L Robinson  
G K Smith

**COMPANY SECRETARY**

G K Smith

**REGISTERED NUMBER**

00455065

**REGISTERED OFFICE**

79/81 South Street  
Bishop's Stortford  
Hertfordshire  
CM23 3AL

**INDEPENDENT AUDITORS**

Price Bailey LLP  
Chartered Accountants & Statutory Auditors  
Causeway House  
1 Dane Street  
Bishop's Stortford  
Hertfordshire  
CM23 3BT

# **DANIEL ROBINSON & SONS LIMITED**

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**DANIEL ROBINSON & SONS LIMITED**

**STRATEGIC REPORT  
FOR THE YEAR ENDED 31 MARCH 2019**

**INTRODUCTION**

The principle activity of the Company continues to be that of Funeral Directors.

**BUSINESS REVIEW**

The Directors are pleased to report that all of our Funeral Homes have continued to perform well.

Turnover for the year was £11.3m, which is 4% up on the previous year. The gross profit margin was 36% (2018 - 36%).

Once again we have seen excellent results on a year when the death rate has continued to decrease in our trading areas. On a national level, the profession currently faces government investigation by the CMA and the Treasury, however, on review we are confident that we are in a strong position to meet any standards that come our way as a result of these investigations.

During the year we have relocated our offices in Halstead to fulfil the growing demand for our services in that area. We have had the opportunity to renovate and refurbish an old bank and complete its restoration to its former glory, something which has been very well received by the local community.

We have also completed extensive repairs and refurbishment to our premises in Harlow, which has included an element of new works, enabling us to add training and storage facilities. The end result is a far better environment for our clients, our staff and the deceased in our care.

We have continued to work hard in the development, implementation and utilisation of bespoke Funeral Manager Software, which works in tandem with our on-line charitable donation system. This is part of our commitment to improving efficiency and modernising our systems and procedures.

The principle risks and uncertainties to our business are increasing local competition and the unpredictable nature of the national death rate, or more specifically the death rate in our trading areas. However, the Directors are confident that the current business plans are robust and flexible enough to continue to deliver further growth going forward.

This report was approved by the board and signed on its behalf.



**G A Neill**  
Director

Date:

13.6.19

## **DANIEL ROBINSON & SONS LIMITED**

### **DIRECTORS' REPORT FOR THE YEAR ENDED 31 MARCH 2019**

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

#### **RESULTS AND DIVIDENDS**

The profit for the year, after taxation, amounted to £615,063 (2018 - £1,461,033).

A final dividend has been proposed for the year ended 31 March 2019 of £500,530. This has not been included in this years accounts.

#### **DIRECTORS**

The Directors who served during the year were:

R Robinson  
G A Neill  
B C Robinson  
A R Akers  
J D Parkin  
M L Robinson  
G K Smith

#### **CHARITABLE AND POLITICAL DONATIONS**

Direct donations of a charitable nature made during the year amounted to £6,145. The Company made no political donations in the year.

The Company continued organising and participating in many local charitable events, which is part of our ongoing commitment to the communities which we serve.

The Daniel Robinson & Sons Golf Day was extremely successful, raising £43,000, which was used to fund specialist physiotherapy, specialist equipment and complimentary therapies, to assist four local children who have Cerebral Palsy in their lower limbs. This was the fourteenth year of the Golf Day, during which time we have raised a total of £267,000 through this event.

The Company also supported the Light up a Life Christmas appeal for St Helena, St Clare, Arthur Rank, Isabel and Farleigh Hospices, as well as our own In Memory services throughout our trading area. All offices continue to contribute to Rotary networking and fundraising events in their respective trading areas.

#### **POST BALANCE SHEET EVENTS**

There have been no significant events affecting the Company since the year end.

## DANIEL ROBINSON & SONS LIMITED

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

#### DIRECTORS' RESPONSIBILITIES STATEMENT

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

Company law requires the Directors to prepare financial statements for each financial year. Under that law the Directors have elected to prepare the financial statements in accordance with 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 of the profit or loss of the Company for that period.

In preparing these financial statements, the Directors are required to:

- select suitable accounting policies for the Company's financial statements and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company 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 hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### DISCLOSURE OF INFORMATION TO AUDITORS

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's auditors are 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's auditors are aware of that information.

#### AUDITORS

The auditors, Price Bailey LLP, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

This report was approved by the board and signed on its behalf.



G K Smith  
Secretary

Date: 13TH JUNE, 2019

## **DANIEL ROBINSON & SONS LIMITED**

### **INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF DANIEL ROBINSON & SONS LIMITED**

#### **OPINION**

We have audited the financial statements of Daniel Robinson & Sons Limited (the 'Company') for the year ended 31 March 2019, which comprise the Profit and Loss Account, the Statement of Comprehensive Income, the Balance Sheet, the Statement of Changes in Equity, the Statement of Cash Flows and the related notes, 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 Financial Reporting Standard 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 Company's affairs as at 31 March 2019 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### **BASIS FOR OPINION**

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the United Kingdom, including the Financial Reporting Council's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **CONCLUSIONS RELATING TO GOING CONCERN**

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

- the Directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the Directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the 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 Auditors' 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

## **DANIEL ROBINSON & SONS LIMITED**

### **INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF DANIEL ROBINSON & SONS LIMITED (CONTINUED)**

required to report that fact.

We have nothing to report in this regard.

#### **OPINION ON OTHER MATTERS PRESCRIBED BY THE COMPANIES ACT 2006**

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

- the information given in the 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 the light of the knowledge and understanding of the 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, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of Directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

#### **RESPONSIBILITIES OF DIRECTORS**

As explained more fully in the Directors' Responsibilities Statement 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 Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

#### **AUDITORS' RESPONSIBILITIES FOR THE AUDIT OF THE FINANCIAL STATEMENTS**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an Auditors' 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](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our Auditors' Report.



**DANIEL ROBINSON & SONS LIMITED**

**INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF  
DANIEL ROBINSON & SONS LIMITED (CONTINUED)**

**USE OF OUR REPORT**

This report is made solely to the Company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the Company's members those matters we are required to state to them in an Auditors' 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.

Richard Vass (Senior Statutory Auditor)

for and on behalf of  
**Price Bailey LLP**

Chartered Accountants  
Statutory Auditors

Causeway House  
1 Dane Street  
Bishop's Stortford  
Hertfordshire  
CM23 3BT

Date: 19 June 2019

**DANIEL ROBINSON & SONS LIMITED**

**PROFIT AND LOSS ACCOUNT  
FOR THE YEAR ENDED 31 MARCH 2019**

	Note	2019 £	As restated 2018 £
Turnover	3	11,317,403	10,906,155
Cost of sales		(7,284,423)	(6,943,206)
<b>GROSS PROFIT</b>		<u>4,032,980</u>	<u>3,962,949</u>
Administrative expenses		(3,367,996)	(2,541,155)
Other operating income	4	101,051	228,780
<b>OPERATING PROFIT</b>	5	<u>766,035</u>	<u>1,650,574</u>
Interest receivable and similar income	9	19,292	9,643
Interest payable and similar expenses	10	-	(364)
<b>PROFIT BEFORE TAX</b>		<u>785,327</u>	<u>1,659,853</u>
Tax on profit	11	(170,264)	(198,820)
<b>PROFIT FOR THE FINANCIAL YEAR</b>		<u><u>615,063</u></u>	<u><u>1,461,033</u></u>

The notes on pages 13 to 27 form part of these financial statements.

**DANIEL ROBINSON & SONS LIMITED**

**STATEMENT OF COMPREHENSIVE INCOME  
FOR THE YEAR ENDED 31 MARCH 2019**

	Note	2019 £	2018 £
Profit for the financial year		615,063	1,461,033
<b>OTHER COMPREHENSIVE INCOME</b>			
Deferred tax movement		2,058	4,080
<b>OTHER COMPREHENSIVE INCOME FOR THE YEAR</b>		2,058	4,080
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>		617,121	1,465,113

The notes on pages 13 to 27 form part of these financial statements.

**DANIEL ROBINSON & SONS LIMITED**  
**REGISTERED NUMBER: 00455065**

**BALANCE SHEET**  
**AS AT 31 MARCH 2019**

	Note	2019 £	2018 £
<b>FIXED ASSETS</b>			
Intangible assets	13	48,055	307,465
Tangible assets	14	6,285,348	6,158,845
Investment property	15	1,466,702	1,466,702
		<u>7,800,105</u>	<u>7,933,012</u>
<b>CURRENT ASSETS</b>			
Stocks	16	71,141	65,114
Debtors: amounts falling due within one year	17	1,137,296	1,494,700
Cash at bank and in hand	18	1,788,954	1,278,606
		<u>2,997,391</u>	<u>2,838,420</u>
Creditors: amounts falling due within one year	19	(1,289,538)	(1,400,939)
<b>NET CURRENT ASSETS</b>		<u>1,707,853</u>	<u>1,437,481</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<u>9,507,958</u>	<u>9,370,493</u>
<b>PROVISIONS FOR LIABILITIES</b>			
Deferred tax	21	(177,126)	(191,173)
Other provisions	22	(130,000)	(130,000)
		<u>(307,126)</u>	<u>(321,173)</u>
<b>NET ASSETS</b>		<u><u>9,200,832</u></u>	<u><u>9,049,320</u></u>
<b>CAPITAL AND RESERVES</b>			
Called up share capital	23	164,993	164,993
Share premium account	24	43,063	43,063
Revaluation reserve	24	1,444,829	1,463,563
Capital redemption reserve	24	2,777	2,777
Profit and loss account	24	7,545,170	7,374,924
		<u>9,200,832</u>	<u>9,049,320</u>

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

R Robinson  
Director



Date:

13.6.19.

The notes on pages 13 to 27 form part of these financial statements.

**DANIEL ROBINSON & SONS LIMITED**

**STATEMENT OF CHANGES IN EQUITY  
FOR THE YEAR ENDED 31 MARCH 2019**

	Called up share capital	Share premium account	Capital redemption reserve	Revaluation reserve	Profit and loss account	Total equity
	£	£	£	£	£	£
At 1 April 2018	164,993	43,063	2,777	1,463,563	7,374,924	9,049,320
<b>COMPREHENSIVE INCOME FOR THE YEAR</b>						
Profit for the year	-	-	-	-	615,063	615,063
Deferred tax movement	-	-	-	2,058	-	2,058
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>	-	-	-	2,058	615,063	617,121
Dividends: Equity capital	-	-	-	-	(465,609)	(465,609)
Shares cancelled during the year	-	-	-	-	-	-
Transfer to/from profit and loss account	-	-	-	(20,792)	20,792	-
<b>TOTAL TRANSACTIONS WITH OWNERS</b>	-	-	-	(20,792)	(444,817)	(465,609)
<b>AT 31 MARCH 2019</b>	<u>164,993</u>	<u>43,063</u>	<u>2,777</u>	<u>1,444,829</u>	<u>7,545,170</u>	<u>9,200,832</u>

The notes on pages 13 to 27 form part of these financial statements.

**DANIEL ROBINSON & SONS LIMITED**

**STATEMENT OF CHANGES IN EQUITY  
FOR THE YEAR ENDED 31 MARCH 2018**

	Called up share capital £	Share premium account £	Capital redemption reserve £	Revaluation reserve £	Profit and loss account £	Total equity £
At 1 April 2017	164,993	43,063	2,777	1,480,275	6,326,224	8,017,332
<b>COMPREHENSIVE INCOME FOR THE YEAR</b>						
Profit for the year	-	-	-	-	1,461,033	1,461,033
Deferred tax movement	-	-	-	4,080	-	4,080
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>	-	-	-	4,080	1,461,033	1,465,113
Dividends: Equity capital	-	-	-	-	(433,125)	(433,125)
Shares cancelled during the year	-	-	-	-	-	-
Transfer to/from profit and loss account	-	-	-	(20,792)	20,792	-
<b>TOTAL TRANSACTIONS WITH OWNERS</b>	-	-	-	(20,792)	(412,333)	(433,125)
<b>AT 31 MARCH 2018</b>	<u>164,993</u>	<u>43,063</u>	<u>2,777</u>	<u>1,463,563</u>	<u>7,374,924</u>	<u>9,049,320</u>

The notes on pages 13 to 27 form part of these financial statements.

**DANIEL ROBINSON & SONS LIMITED**

**STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED 31 MARCH 2019**

	2019 £	2018 £
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Profit for the year	615,063	1,461,033
<b>ADJUSTMENTS FOR:</b>		
Amortisation of intangible assets	259,409	259,409
Depreciation of tangible assets	383,171	411,983
Loss on disposal of tangible assets	(6,363)	(58,147)
Interest paid	-	364
Interest received	(19,292)	(9,643)
Taxation charge	170,264	198,820
(Increase) in stocks	(6,026)	(6,318)
Decrease/(increase) in debtors	357,404	(25,215)
Increase/(decrease) in creditors	56,717	(117,327)
Corporation tax (paid)	(350,371)	(296,069)
<b>NET CASH GENERATED FROM OPERATING ACTIVITIES</b>	<u>1,459,976</u>	<u>1,818,890</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of tangible fixed assets	(514,794)	(1,799,172)
Sale of tangible fixed assets	11,483	122,012
Sale of investment properties	-	540,000
Interest received	19,292	9,643
HP interest paid	-	(364)
<b>NET CASH FROM INVESTING ACTIVITIES</b>	<u>(484,019)</u>	<u>(1,127,881)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Repayment of/new finance leases	-	(12,000)
Dividends paid	(465,609)	(433,125)
<b>NET CASH USED IN FINANCING ACTIVITIES</b>	<u>(465,609)</u>	<u>(445,125)</u>
<b>INCREASE IN CASH AND CASH EQUIVALENTS</b>	<u>510,348</u>	<u>245,884</u>
Cash and cash equivalents at beginning of year	<u>1,278,606</u>	<u>1,032,722</u>
<b>CASH AND CASH EQUIVALENTS AT THE END OF YEAR</b>	<u><u>1,788,954</u></u>	<u><u>1,278,606</u></u>
<b>CASH AND CASH EQUIVALENTS AT THE END OF YEAR COMPRISE:</b>		
Cash at bank and in hand	<u><u>1,788,954</u></u>	<u><u>1,278,606</u></u>

The notes on pages 13 to 27 form part of these financial statements.

# **DANIEL ROBINSON & SONS LIMITED**

## **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2019**

### **1. GENERAL INFORMATION**

The company is a private limited Company by shares and is incorporated in England and Wales. The address of its Registered Office is 79/81 South Street, Bishop's Stortford, Hertfordshire, CM23 3AL.

### **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 management to exercise judgment in applying the Company's accounting policies.

The following principal accounting policies have been applied:

#### **2.2 REVENUE**

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company 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 Company has transferred the significant risks and rewards of ownership to the buyer;
- the Company 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 Company 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 Company 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.



## DANIEL ROBINSON & SONS LIMITED

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2019

#### 2. ACCOUNTING POLICIES (CONTINUED)

##### 2.3 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 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 Profit and Loss Account 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.

Amortisation is provided on the following bases:

Goodwill	- 20 % Straight Line
----------	----------------------

##### 2.4 TANGIBLE FIXED ASSETS

Tangible fixed assets under the cost model, other than investment properties, 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.

Depreciation 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	- evenly over 50 years
Short term leasehold property	- evenly over the lease term
Plant & machinery	- straight line over 7 years
Motor vehicles	- 10% straight line
Computer equipment	- 25% 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 Profit and Loss Account.

## **DANIEL ROBINSON & SONS LIMITED**

### **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2019**

#### **2. ACCOUNTING POLICIES (CONTINUED)**

##### **2.5 REVALUATION OF TANGIBLE FIXED ASSETS**

Individual freehold and leasehold properties are carried at current year value at fair value at the date of the revaluation less any subsequent accumulated depreciation and subsequent accumulated impairment losses. Revaluations are undertaken with sufficient regularity to ensure the carrying amount does not differ materially from that which would be determined using fair value at the Balance Sheet date.

Fair values are determined from market based evidence normally undertaken by professionally qualified valuers.

Revaluation gains and losses are recognised in the Profit and Loss Account unless losses exceed the previously recognised gains or reflect a clear consumption of economic benefits, in which case the excess losses are recognised in profit or loss.

##### **2.6 OPERATING LEASES: THE COMPANY AS LESSEE**

Rentals paid under operating leases are charged to the Profit and Loss Account on a straight line basis over the lease term.

##### **2.7 INVESTMENT PROPERTY**

Investment property is carried at fair value determined annually by external valuers 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 Profit and Loss Account.

##### **2.8 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 weighted average basis. Work in progress and finished goods include labour and attributable overheads.

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 profit or loss.

##### **2.9 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.

##### **2.10 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 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 Company's cash management.

## **DANIEL ROBINSON & SONS LIMITED**

### **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2019**

## **2. ACCOUNTING POLICIES (CONTINUED)**

### **2.11 FINANCIAL INSTRUMENTS**

The Company 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 non-puttable 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 financed at a rate of interest that is not a market rate or in the case of an out-right short-term loan not at market rate, the financial asset or liability is measured, initially, at the present value of the future cash flow discounted at a market rate of interest for a similar debt instrument and subsequently at amortised cost.

### **2.12 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.

### **2.13 FINANCE COSTS**

Finance costs are charged to the Profit and Loss Account 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.

### **2.14 DIVIDENDS**

Equity dividends are recognised when they become legally payable. Interim equity dividends are recognised when paid. Final equity dividends are recognised when approved by the shareholders at an annual general meeting.

### **2.15 PENSIONS**

#### **Defined contribution pension plan**

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

The contributions are recognised as an expense in the Profit and Loss Account when they fall due. Amounts not paid are shown in accruals as a liability in the Balance Sheet. The assets of the plan are held separately from the Company in independently administered funds.

### **2.16 INTEREST INCOME**

Interest income is recognised in the Profit and Loss Account using the effective interest method.

## DANIEL ROBINSON & SONS LIMITED

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2019

#### 2. ACCOUNTING POLICIES (CONTINUED)

##### 2.17 PROVISIONS FOR LIABILITIES

Provisions are made where an event has taken place that gives the Company 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 Profit and Loss Account in the year that the Company becomes aware of the obligation, and are measured at the best estimate at the Balance Sheet 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 Balance Sheet.

##### 2.18 CURRENT AND DEFERRED TAXATION

The tax expense for the year comprises current and deferred tax. Tax is recognised in the Profit and Loss Account, 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 balance sheet date in the countries where the Company operates and generates income.

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the Balance Sheet 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; and
- Any deferred tax balances are reversed if and when all conditions for retaining associated tax allowances have been met.

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 balance sheet date.

#### 3. TURNOVER

All turnover arose within the United Kingdom.

#### 4. OTHER OPERATING INCOME

	2019 £	2018 £
Rents receivable	96,885	128,993
Profit on disposal of investment properties	-	95,167
Commissions receivable	4,166	4,620
	<u>101,051</u>	<u>228,780</u>

**DANIEL ROBINSON & SONS LIMITED**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 MARCH 2019**

**5. OPERATING PROFIT**

The operating profit is stated after charging:

	2019 £	2018 £
Depreciation of tangible fixed assets	383,171	411,981
Amortisation of intangible assets, including goodwill	259,409	259,409
Other operating lease rentals	151,046	144,563
Defined contribution pension cost	110,257	103,421
	<u>1,003,883</u>	<u>929,374</u>

**6. AUDITORS' REMUNERATION**

**FEES PAYABLE TO THE COMPANY'S AUDITOR AND ITS  
ASSOCIATES IN RESPECT OF:**

Fees payable to the Company's auditor and its associates for the audit of the Company's annual financial statements	6,900	6,700
Taxation compliance services	5,900	5,900
	<u>12,800</u>	<u>12,600</u>

**7. EMPLOYEES**

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

	2019 £	2018 £
Wages and salaries	2,936,032	2,834,662
Social security costs	272,803	260,725
Cost of defined contribution scheme	110,257	103,421
	<u>3,319,092</u>	<u>3,198,808</u>

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

	2019 No.	2018 No.
Production	64	59
Administration	59	56
	<u>123</u>	<u>115</u>

**DANIEL ROBINSON & SONS LIMITED**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 MARCH 2019**

**8. DIRECTORS' REMUNERATION**

	2019 £	2018 £
Directors' emoluments	305,507	281,638
Company contributions to defined contribution pension schemes	25,663	28,151
	<u>331,170</u>	<u>309,789</u>

During the year retirement benefits were accruing to 1 Director (2018 - 1) in respect of defined contribution pension schemes.

The highest paid Director received remuneration of £208,922 (2018 - £196,772).

The value of the company's contributions paid to a defined contribution pension scheme in respect of the highest paid Director amounted to £25,663 (2018 - £28,151).

**9. INTEREST RECEIVABLE**

	2019 £	2018 £
Other interest receivable	<u>19,292</u>	<u>9,643</u>

**10. INTEREST PAYABLE AND SIMILAR EXPENSES**

	2019 £	2018 £
Finance leases and hire purchase contracts	<u>-</u>	<u>364</u>

**11. TAXATION**

	2019 £	2018 £
<b>CORPORATION TAX</b>		
Current tax on profits for the year	182,253	350,371
<b>DEFERRED TAX</b>		
Origination and reversal of timing differences	(11,989)	(151,551)
<b>TAXATION ON PROFIT ON ORDINARY ACTIVITIES</b>	<u>170,264</u>	<u>198,820</u>

# DANIEL ROBINSON & SONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2019

### 11. TAXATION (CONTINUED)

#### FACTORS AFFECTING TAX CHARGE FOR THE YEAR

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

	2019 £	2018 £
Profit on ordinary activities before tax	785,327	1,659,853
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2018 - 19%)	149,212	315,372
<b>EFFECTS OF:</b>		
Expenses not deductible for tax purposes, other than goodwill amortisation and impairment	694	1,672
Movement in deferred tax on property revaluations through the Profit and Loss Account	(2,020)	(135,462)
Depreciation in respect of non-qualifying land and buildings	17,272	17,191
Adjustment regarding change in tax rates	5,106	(26,068)
Capital gains	-	26,115
<b>TOTAL TAX CHARGE FOR THE YEAR</b>	<b>170,264</b>	<b>198,820</b>

#### FACTORS THAT MAY AFFECT FUTURE TAX CHARGES

There were no factors that may affect future tax charges.

### 12. DIVIDENDS

	2019 £	2018 £
Dividends paid on equity capital	465,609	433,125

Dividends declared after the year end do not meet the definition of a liability and are only recognised in the year that they are declared and appropriately approved.

A final dividend has been proposed for the year ended 31 March 2019 of £500,530. This has not been included in this years accounts.

DANIEL ROBINSON & SONS LIMITED

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

13. INTANGIBLE ASSETS

	Goodwill £
<b>Cost</b>	
At 1 April 2018	1,689,048
At 31 March 2019	<u>1,689,048</u>
<b>Amortisation</b>	
At 1 April 2018	1,381,584
Charge for the year	<u>259,409</u>
At 31 March 2019	<u>1,640,993</u>
<b>Net book value</b>	
At 31 March 2019	<u>48,055</u>
At 31 March 2018	<u>307,464</u>



**DANIEL ROBINSON & SONS LIMITED**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 MARCH 2019**

**14. TANGIBLE FIXED ASSETS**

	Land and buildings £	Plant & machinery £	Motor vehicles £	Office equipment £	Total £
<b>Cost or valuation</b>					
At 1 April 2018	4,837,151	799,910	2,349,593	133,508	8,120,162
Additions	230,015	154,336	126,948	3,495	514,794
Disposals	-	-	(81,651)	-	(81,651)
At 31 March 2019	<u>5,067,166</u>	<u>954,246</u>	<u>2,394,890</u>	<u>137,003</u>	<u>8,553,305</u>
<b>Depreciation</b>					
At 1 April 2018	348,731	700,154	808,284	104,148	1,961,317
Charge for the year on owned assets	101,207	35,770	231,536	14,658	383,171
Disposals	-	-	(76,531)	-	(76,531)
At 31 March 2019	<u>449,938</u>	<u>735,924</u>	<u>963,289</u>	<u>118,806</u>	<u>2,267,957</u>
<b>Net book value</b>					
At 31 March 2019	<u>4,617,228</u>	<u>218,322</u>	<u>1,431,601</u>	<u>18,197</u>	<u>6,285,348</u>
At 31 March 2018	<u>4,488,420</u>	<u>99,756</u>	<u>1,541,309</u>	<u>29,360</u>	<u>6,158,845</u>

The net book value of land and buildings may be further analysed as follows:

	2019 £	2018 £
Freehold	4,510,457	4,373,124
Short leasehold	106,771	115,296
	<u>4,617,228</u>	<u>4,488,420</u>

Cost or valuation at 31 March 2019 is as follows:

	Land and buildings £
<b>At cost</b>	4,027,580
<b>At valuation:</b>	
At transition of FRS 102	<u>1,039,586</u>
	<u>5,067,166</u>

**DANIEL ROBINSON & SONS LIMITED**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 MARCH 2019**

**14. TANGIBLE FIXED ASSETS (CONTINUED)**

If the land and buildings had not been included at valuation they would have been included under the historical cost convention as follows:

	2019 £	2018 £
Cost	4,027,580	3,797,565
Accumulated depreciation	(345,978)	(265,563)
<b>Net book value</b>	<u>3,681,602</u>	<u>3,532,002</u>

**15. INVESTMENT PROPERTY**

	Freehold investment property £
<b>Valuation</b>	
At 1 April 2018	1,466,702
<b>At 31 March 2019</b>	<u>1,466,702</u>

The 2019 valuations were made by the Directors', on an open market value for existing use basis.

If the Investment properties had been accounted for under the historic cost accounting rules, the properties would have been measured as follows:

	2019 £	2018 £
Historic cost	<u>1,045,836</u>	<u>1,045,836</u>

**16. STOCKS**

	2019 £	2018 £
Finished goods and goods for resale	<u>71,141</u>	<u>65,114</u>

DANIEL ROBINSON & SONS LIMITED

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

17. DEBTORS

	2019 £	2018 £
Trade debtors	1,063,625	1,407,440
Other debtors	5,043	9,391
Prepayments and accrued income	68,628	77,869
	<u>1,137,296</u>	<u>1,494,700</u>

18. CASH AND CASH EQUIVALENTS

	2019 £	2018 £
Cash at bank and in hand	<u>1,788,954</u>	<u>1,278,606</u>

19. CREDITORS: Amounts falling due within one year

	2019 £	2018 £
Trade creditors	545,771	513,340
Corporation tax	182,253	350,371
Other taxation and social security	113,558	117,686
Other creditors	342,094	307,024
Accruals and deferred income	105,862	112,518
	<u>1,289,538</u>	<u>1,400,939</u>

**DANIEL ROBINSON & SONS LIMITED**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 MARCH 2019**

**20. FINANCIAL INSTRUMENTS**

	2019 £	2018 £
<b>FINANCIAL ASSETS</b>		
Financial assets measured at fair value through profit or loss	1,788,954	1,278,606
Financial assets that are debt instruments measured at amortised cost	1,068,668	1,414,827
	<u>2,857,622</u>	<u>2,693,433</u>
<b>FINANCIAL LIABILITIES</b>		
Financial liabilities measured at amortised cost	(993,727)	(932,882)

Financial assets measured at fair value through profit or loss comprise cash and cash equivalents.

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

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

**21. DEFERRED TAXATION**

	2019 £	2018 £
At beginning of year	191,173	346,804
Charged to profit or loss	(11,989)	(151,551)
Charged to other comprehensive income	(2,058)	(4,080)
<b>At end of year</b>	<u>177,126</u>	<u>191,173</u>

The provision for deferred taxation is made up as follows:

	2019 £	2018 £
Accelerated capital allowances	184,462	195,859
Pension surplus	(2,236)	(2,136)
General bad debt provision	(5,100)	(2,550)
	<u>177,126</u>	<u>191,173</u>

# DANIEL ROBINSON & SONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2019

### 22. PROVISIONS

	Dilapidation provision £
At 1 April 2018	130,000
At 31 March 2019	130,000

The above represents a provision for future costs, required under contract with the landlord, to restore leasehold property to its condition prior to vacancy by the company.

### 23. SHARE CAPITAL

	2019 £	2018 £
<b>Allotted, called up and fully paid</b>		
164,993 (2018 - 164,993) Ordinary shares of £1 each	164,993	164,993

### 24. RESERVES

Retained earnings comprise a distributable element of £6,914,620 (2018 - £6,867,334) and a non-distributable element of £640,550 (2018 - £507,590).

### 25. PRIOR YEAR ADJUSTMENT

A prior year adjustment has been made to reclassify certain expenditure from administration expenses to cost of sales. This adjustment resulted in no change to the previously reported profit for the year.

### 26. PENSION COMMITMENTS

The Company operates a defined contributions pension scheme. The assets of the scheme are held separately from those of the Company in an independently administered fund. The pension cost charge represents contributions payable by the Company to the fund and amounted to £110,257 (2018 - £103,421). Contributions totalling £13,154 (2018 - £12,563) were payable to the fund at the Balance Sheet date.

# DANIEL ROBINSON & SONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2019

### 27. COMMITMENTS UNDER OPERATING LEASES

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

	2019 £	2018 £
<b>Land &amp; Buildings</b>		
Not later than 1 year	93,160	119,075
Later than 1 year and not later than 5 years	201,942	116,135
	<u>295,102</u>	<u>235,210</u>
	2019 £	2018 £
<b>Other</b>		
Not later than 1 year	3,820	3,820
Later than 1 year and not later than 5 years	10,505	14,325
	<u>14,325</u>	<u>18,145</u>

### 28. RELATED PARTY TRANSACTIONS

During the year the Company paid running costs for an office of £9,005 (2018 - £8,167) to a Director of the Company.

During the year the Company paid for services totalling £10,524 (2018 - £6,775) to a Company of which one of the Directors has a material interest. No amounts (2018 - £Nil) were outstanding at the balance sheet date.

During the year dividends of £150,610 (2018 - £140,661) were paid to some Directors and their close associates.