

Company Registration No. 02232959 (England and Wales)

**GALE & PHILLIPSON LIFE & PENSIONS LIMITED**  
**ANNUAL REPORT AND FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 MAY 2017**

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# GALE & PHILLIPSON LIFE & PENSIONS LIMITED

## COMPANY INFORMATION

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<b>Directors</b>	Gale and Phillipson Ltd Mr A Sneddon
<b>Secretary</b>	Endeavour Secretary Limited
<b>Company number</b>	02232959
<b>Registered office</b>	Gallowfields House Fairfield Way Richmond North Yorkshire DL10 4TB
<b>Auditor</b>	Mitchell Gordon LLP Accountants and Statutory Auditor 43 Coniscliffe Road Darlington Co. Durham DL3 7EH
<b>Bankers</b>	HSBC Plc 189 High Street Northallerton North Yorkshire DL7 8LQ
<b>Solicitors</b>	The Endeavour Partnership LLP Tobias House St Mark's Court Teesdale Business Park Stockton-on-Tees Teesside TS17 6QW

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# GALE & PHILLIPSON LIFE & PENSIONS LIMITED

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# GALE & PHILLIPSON LIFE & PENSIONS LIMITED

## DIRECTORS' REPORT

**FOR THE YEAR ENDED 31 MAY 2017**

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The directors present their annual report and financial statements for the year ended 31 May 2017.

### Principal activities

The principal activity of the company continued to be that of investment and life assurance intermediaries. The company is registered as a member of the Financial Conduct Authority.

### Directors

The directors who held office during the year and up to the date of signature of the financial statements were as follows:

Gale and Phillipson Ltd  
Mr A Sneddon

### Results and dividends

The results for the year are set out on page 5.

No ordinary dividends have been paid. The directors do not recommend payment of a final dividend.

### Directors' insurance

The company maintains insurance policies on behalf of all the directors against liability arising from negligence, breach of duty and breach of trust in relation to the company.

### Future developments

The financial position at the year end was considered satisfactory by the directors who expect continued growth in the foreseeable future.

### Auditor

The Auditors, Mitchell Gordon LLP, will be proposed for re-appointment at the forthcoming Annual General Meeting.

### Statement of disclosure to auditor

So far as the directors are aware, there is no relevant audit information of which the company's auditor are unaware. Additionally, the directors have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the company's auditors are aware of that information.

(a) so far as the directors are aware, there is no relevant audit information of which the company's auditors are unaware,  
and

(b) they have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information

On behalf of the board



Mr A Sneddon

Director

19 September 2017

# **GALE & PHILLIPSON LIFE & PENSIONS LIMITED**

## **DIRECTORS' RESPONSIBILITIES STATEMENT**

***FOR THE YEAR ENDED 31 MAY 2017***

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The directors are responsible for preparing the annual 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 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 these financial statements, the directors are required to:

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

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's 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.

# **GALE & PHILLIPSON LIFE & PENSIONS LIMITED**

## **INDEPENDENT AUDITOR'S REPORT**

### **TO THE MEMBERS OF GALE & PHILLIPSON LIFE & PENSIONS LIMITED**

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We have audited the financial statements of Gale & Phillipson Life & Pensions Limited for the year ended 31 May 2017 set out on pages 16 to 18. 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). The financial statements for the year ended 30 April 2014 were not audited as the company was entitled to exemption under Section 477 of the Companies Act 2006.

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

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

As explained more fully in the Directors' Responsibilities Statement set out on page 2, 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 Ethical Standards for Auditors.

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

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Report of the Directors to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications of our report.

#### **Opinion on financial statements**

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 May 2017 and of its loss 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.

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

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

# GALE & PHILLIPSON LIFE & PENSIONS LIMITED

## INDEPENDENT AUDITOR'S REPORT (CONTINUED)

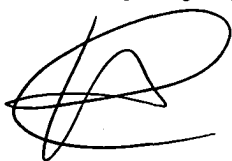
### TO THE MEMBERS OF GALE & PHILLIPSON LIFE & PENSIONS LIMITED

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#### Matters on which we are required to report by exception

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, 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; or
- the company is entitled to claim exemption in preparing a strategic report due to it being a member of an ineligible group.



**Mr Lee Harris FCCA (Senior Statutory Auditor)**  
for and on behalf of Mitchell Gordon LLP

19 September 2017

**Chartered Certified Accountants**  
**Statutory Auditor**

Mitchell Gordon LLP  
Accountants and Statutory Auditor  
43 Coniscliffe Road  
Darlington  
Co. Durham  
DL3 7EH

# GALE & PHILLIPSON LIFE & PENSIONS LIMITED

## STATEMENT OF INCOME AND RETAINED EARNINGS FOR THE YEAR ENDED 31 MAY 2017

	Notes	Year ended 31 May 2017 £	Year ended 31 May 2016 £
Turnover	3	2,061,654	2,120,990
Administrative expenses		(2,302,958)	(2,194,586)
Other operating income		208,975	84,000
<b>(Loss)/profit before taxation</b>		<b>(32,329)</b>	<b>10,404</b>
Taxation	6	7,655	(1,652)
<b>(Loss)/profit for the financial year</b>	<b>17</b>	<b>(24,674)</b>	<b>8,752</b>
Retained earnings at 1 June 2016		503,294	494,542
Retained earnings at 31 May 2017		478,620	503,294

The profit and loss account has been prepared on the basis that all operations are continuing operations.

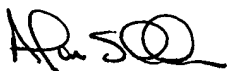
# GALE & PHILLIPSON LIFE & PENSIONS LIMITED

## BALANCE SHEET

AS AT 31 MAY 2017

	Notes	2017 £	£	2016 £	£
<b>Fixed assets</b>					
Goodwill	7		37,917		70,917
Tangible assets	8		31,102		42,207
			<u>69,019</u>		<u>113,124</u>
<b>Current assets</b>					
Debtors falling due after one year	9	335,959		385,445	
Debtors falling due within one year	9	133,218		164,197	
Cash at bank and in hand		277,856		123,061	
		<u>747,033</u>		<u>672,703</u>	
<b>Creditors: amounts falling due within one year</b>	10	(221,543)		(187,106)	
<b>Net current assets</b>			<u>525,490</u>		<u>485,597</u>
<b>Total assets less current liabilities</b>			<u>594,509</u>		<u>598,721</u>
<b>Creditors: amounts falling due after more than one year</b>	11		(114,889)		(87,279)
<b>Provisions for liabilities</b>	12		-		(7,148)
<b>Net assets</b>			<u>479,620</u>		<u>504,294</u>
<b>Capital and reserves</b>					
Called up share capital	15		900		900
Capital redemption reserve	16		100		100
Profit and loss reserves	17		478,620		503,294
<b>Total equity</b>			<u>479,620</u>		<u>504,294</u>

The financial statements were approved by the board of directors and authorised for issue on 19 September 2017 and are signed on its behalf by:



Mr A. Sneddon  
Director

Company Registration No. 02232959

# GALE & PHILLIPSON LIFE & PENSIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

**FOR THE YEAR ENDED 31 MAY 2017**

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### **1 Accounting policies**

#### **Company information**

Gale & Phillipson Life & Pensions Limited is a private company limited by shares incorporated in England and Wales. The registered office is Gallowfields House, Fairfield Way, Richmond, North Yorkshire, DL10 4TB.

#### **1.1 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 £.

Gale & Phillipson Life & Pensions Limited is a wholly owned subsidiary of Gale and Phillipson Limited and the results of Gale & Phillipson Life & Pensions Limited are included in the consolidated financial statements of Gale and Phillipson Ltd which are available from Gallowfields House, Fairfield Way, Richmond, North Yorkshire, DL10 4TB.

#### **1.2 Going concern**

At the time of approving the financial statements, the directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. Thus the directors continue to adopt the going concern basis of accounting in preparing the financial statements.

#### **1.3 Turnover**

Turnover represents the value of work carried out during the year including amounts not yet invoiced, excluding value added tax.

Income is generally recognised at the time payment becomes due or invoices are issued, but where charges are made less frequently than monthly, income is accrued reflecting the proportion of the period covered.

Turnover is recognised at the fair value of the consideration received or receivable for services provided in the normal course of business, and is shown net of VAT and other sales related taxes.

Other income represents commissions for work carried out generating income for Gale and Phillipson Ltd. Income is recognised in line with the income becoming due for payment to Gale and Phillipson Ltd.

#### **1.4 Intangible fixed assets - goodwill**

Goodwill representing the excess of purchase price over the fair value of assets acquired is capitalised and written off in equal instalments over its estimated useful economic life. The individual components of goodwill are estimated to have a useful economic life of 5 years.

#### **1.5 Tangible fixed assets**

Tangible fixed assets are initially measured at cost and subsequently measured at cost or valuation, net of depreciation and any impairment losses.

Depreciation 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:

Computer equipment	25% per annum on the reducing balance basis
Office fittings & equipment	15% per annum on the reducing balance basis

# GALE & PHILLIPSON LIFE & PENSIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MAY 2017

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### 1 Accounting policies

(Continued)

The gain or loss arising on the disposal of an asset is determined as the difference between the sale proceeds and the carrying value of the asset, and is credited or charged to profit or loss.

#### 1.6 Impairment of fixed assets

At each reporting period end date, the company 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 it is not possible to estimate the recoverable amount of an individual asset, the company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

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 not 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 (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

#### 1.7 Cash and cash equivalents

Cash and cash equivalents are basic financial assets and include cash in hand, deposits held at call with banks, other short-term liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities.

#### 1.8 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 in the company's balance sheet 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 assets**

Basic financial assets, which include debtors 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 transaction is measured at the present value of the future receipts discounted at a market rate of interest. Financial assets classified as receivable within one year are not amortised.

# GALE & PHILLIPSON LIFE & PENSIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MAY 2017

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### 1 Accounting policies

(Continued)

#### **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 loans from fellow group companies 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. Financial liabilities classified as payable within one year are not amortised.

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

Trade creditors are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Amounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Trade creditors are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest method.

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

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

### 1.9 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.

### 1.10 Taxation

The tax expense represents the sum of the tax currently payable and deferred tax.

# GALE & PHILLIPSON LIFE & PENSIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MAY 2017

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### 1 Accounting policies

(Continued)

#### **Current tax**

The tax currently payable is based on taxable profit for the year. Taxable profit differs from net profit as reported in the profit and loss account 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 company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the reporting end date.

#### **Deferred tax**

Deferred tax liabilities are generally recognised for all timing differences and deferred tax assets are recognised to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits. Such assets and liabilities are not recognised if the timing difference arises from goodwill or from the initial recognition of other assets and liabilities in a transaction that affects neither the tax profit nor the accounting profit.

The carrying amount of deferred tax assets is reviewed at each reporting end date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered. Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised. Deferred tax is charged or credited in the profit and loss account, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity. Deferred tax assets and liabilities are offset when the company has a legally enforceable right to offset current tax assets and liabilities and the deferred tax assets and liabilities relate to taxes levied by the same tax authority.

#### **1.11 Employee benefits**

The costs of short-term employee benefits are recognised as a liability and an expense, unless those costs are required to be recognised as part of the cost of stock or fixed assets.

The cost of any unused holiday entitlement is recognised in the period in which the employee's services are received.

Termination benefits are recognised immediately as an expense when the company is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

#### **1.12 Retirement benefits**

The company operates a defined contribution scheme for the benefit of its employees. Contributions payable are charged to the profit and loss account in the period they are payable.

#### **1.13 Leases**

Rentals payable under operating leases, including any lease incentives received, are charged to income on a straight line basis over the term of the relevant lease except where another more systematic basis is more representative of the time pattern in which economic benefits from the lease asset are consumed.

### 2 Judgements and key sources of estimation uncertainty

In the application of the company's accounting policies, the directors are required to make judgements, estimates and assumptions about the carrying amount of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

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

# GALE & PHILLIPSON LIFE & PENSIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MAY 2017

### 3 Turnover and other revenue

An analysis of the company's turnover is as follows:

	2017 £	2016 £
<b>Turnover</b>		
Commissions and fees	2,061,654	2,120,990

#### Turnover analysed by geographical market

	2017 £	2016 £
United Kingdom	2,061,654	2,120,990

### 4 Operating (loss)/profit

	2017 £	2016 £
Operating (loss)/profit for the period is stated after charging/(crediting):		
Fees payable to the company's auditor for the audit of the company's financial statements	2,389	4,400
Depreciation of owned tangible fixed assets	10,129	10,137
Loss on disposal of tangible fixed assets	1,547	10,375
Amortisation of intangible assets	13,000	16,033
Operating lease charges	34,935	55,140

### 5 Employees

The average monthly number of persons (including directors) employed by the company during the year was:

	2017 Number	2016 Number
Sales	13	11
Administration	17	14
Directors	1	2
	31	27

# GALE & PHILLIPSON LIFE & PENSIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MAY 2017

### 5 Employees

(Continued)

Their aggregate remuneration comprised:

	2017 £	2016 £
Wages and salaries	962,386	839,783
Social security costs	92,863	79,512
Pension costs	149,417	106,267
	<u>1,204,666</u>	<u>1,025,562</u>

### 6 Taxation

	2017 £	2016 £
<b>Current tax</b>		
UK corporation tax on profits for the current period	1,709	-
Adjustments in respect of prior periods	-	(688)
Total current tax	<u>1,709</u>	<u>(688)</u>
<b>Deferred tax</b>		
Origination and reversal of timing differences	(4,383)	2,340
Changes in tax rates	85	-
Previously unrecognised tax loss, tax credit or timing difference	(5,066)	-
Total deferred tax	<u>(9,364)</u>	<u>2,340</u>
Total tax (credit)/charge	<u>(7,655)</u>	<u>1,652</u>

On 1 April 2017 the corporation tax rate was reduced from 20% to 19%.

# GALE & PHILLIPSON LIFE & PENSIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MAY 2017

### 6 Taxation

(Continued)

The actual (credit)/charge for the year can be reconciled to the expected (credit)/charge for the year based on the profit or loss and the standard rate of tax as follows:

	2017 £	2016 £
(Loss)/profit before taxation	(32,329)	10,404
Expected tax (credit)/charge based on the standard rate of corporation tax in the UK of 19.83% (2016: 20.00%)	(6,412)	2,081
Effect of change in corporation tax rate	85	-
Group relief	-	189
Other permanent differences	3,738	63
Under/(over) provided in prior years	-	(681)
Deferred tax adjustments in respect of prior years	(5,066)	-
Taxation (credit)/charge for the period	(7,655)	1,652

### 7 Intangible fixed assets

	Goodwill £
<b>Cost</b>	
At 1 June 2016	355,737
Disposals	(20,000)
At 31 May 2017	335,737
<b>Amortisation and impairment</b>	
At 1 June 2016	284,820
Amortisation charged for the year	13,000
At 31 May 2017	297,820
<b>Carrying amount</b>	
At 31 May 2017	37,917
At 31 May 2016	70,917

# GALE & PHILLIPSON LIFE & PENSIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MAY 2017

### 8 Tangible fixed assets

	Computer equipment £	Office fittings & equipment £	Total £
<b>Cost</b>			
At 1 June 2016	51,764	8,699	60,463
Additions	571	-	571
Disposals	(7,306)	(364)	(7,670)
At 31 May 2017	45,029	8,335	53,364
<b>Depreciation and impairment</b>			
At 1 June 2016	15,223	3,033	18,256
Depreciation charged in the year	9,283	846	10,129
Eliminated in respect of disposals	(5,938)	(185)	(6,123)
At 31 May 2017	18,568	3,694	22,262
<b>Carrying amount</b>			
At 31 May 2017	26,461	4,641	31,102
At 31 May 2016	36,541	5,666	42,207

### 9 Debtors

	2017 £	2016 £
<b>Amounts falling due within one year:</b>		
Trade debtors	75,927	71,735
Prepayments and accrued income	55,075	92,462
	131,002	164,197
Deferred tax asset (note 13)	2,216	-
	133,218	164,197
<b>Amounts falling due after more than one year:</b>		
Amounts due from group undertakings	335,959	385,445
<b>Total debtors</b>	469,177	549,642

# GALE & PHILLIPSON LIFE & PENSIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MAY 2017

### 10 Creditors: amounts falling due within one year

	2017 £	2016 £
Trade creditors	21,329	30,161
Corporation tax	1,709	-
Other taxation and social security	34,812	32,183
Other creditors	429	5,625
Accruals and deferred income	163,264	119,137
	<u>221,543</u>	<u>187,106</u>

### 11 Creditors: amounts falling due after more than one year

	2017 £	2016 £
Amounts due to group undertakings	114,889	-
Other creditors	-	67,279
Accruals and deferred income	-	20,000
	<u>114,889</u>	<u>87,279</u>

### 12 Provisions for liabilities

	Notes	2017 £	2016 £
Deferred tax liabilities	13	-	7,148
		<u>-</u>	<u>7,148</u>

### 13 Deferred taxation

Deferred tax assets and liabilities are offset where the company has a legally enforceable right to do so. The following is the analysis of the deferred tax balances (after offset) for financial reporting purposes:

	Liabilities 2017 £	Liabilities 2016 £	Assets 2017 £	Assets 2016 £
Balances:				
Accelerated Capital Allowances	-	7,148	(957)	-
Other temporary timing differences	-	-	3,173	-
	<u>-</u>	<u>7,148</u>	<u>2,216</u>	<u>-</u>

# GALE & PHILLIPSON LIFE & PENSIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MAY 2017

### 13 Deferred taxation (Continued)

	2017 £
<b>Movements in the year:</b>	
Liability at 1 June 2016	7,148
Credit to profit or loss	(9,255)
Effect of change in tax rate - profit or loss	(109)
Liability/(Asset) at 31 May 2017	<u>(2,216)</u>

The deferred tax asset set out above is expected to reverse within 12 months and relates to the utilisation of tax losses against future expected profits of the same period.

### 14 Retirement benefit schemes

	2017 £	2016 £
<b>Defined contribution schemes</b>		
Charge to profit or loss in respect of defined contribution schemes	<u>149,417</u>	<u>106,267</u>

The company operates a defined contribution pension scheme for all qualifying employees. The assets of the scheme are held separately from those of the company in an independently administered fund.

### 15 Share capital

	2017 £	2016 £
<b>Ordinary share capital</b>		
<b>Issued and fully paid</b>		
900 Ordinary shares of £1 each	<u>900</u>	<u>900</u>

The company has one class of ordinary shares which carry no right to fixed income,

### 16 Capital redemption reserve

Includes amounts arising from the redemption or purchase of the company's own shares.

### 17 Profit and loss reserves

Includes all current and prior period retained profits and losses.

# GALE & PHILLIPSON LIFE & PENSIONS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MAY 2017

### 18 Operating lease commitments

#### Lessee

At the reporting end date the company had outstanding commitments for future minimum lease payments under non-cancellable operating leases, which fall due as follows:

	2017 £	2016 £
Within one year	8,028	8,028
Between two and five years	15,600	23,628
	<u>23,628</u>	<u>31,656</u>

### 19 Related party transactions

#### Transactions with related parties

During the year the company entered into the following transactions with related parties:

	Management services (received)/provided		Sales services provided	
	2017 £	2016 £	2017 £	2016 £
Entities with control, joint control or significant influence over the company	(288,000)	(288,000)	124,976	-
Entities with control, joint control or significant influence over the company	<u>84,000</u>	<u>84,000</u>	<u>-</u>	<u>-</u>

The following amounts were outstanding at the reporting end date:

	2017 £	2016 £
<b>Amounts owed to related parties</b>		
Entities with control, joint control or significant influence over the company	<u>114,889</u>	<u>67,279</u>

The following amounts were outstanding at the reporting end date:

	2017 £	2016 £
<b>Amounts owed by related parties</b>		
Entities with control, joint control or significant influence over the company	<u>335,959</u>	<u>385,444</u>

# **GALE & PHILLIPSON LIFE & PENSIONS LIMITED**

## **NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**

***FOR THE YEAR ENDED 31 MAY 2017***

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### **20 Controlling party**

The immediate parent company is Gale & Phillipson Financial Management Ltd, a company registered in England and Wales.

The ultimate parent company is Gale and Phillipson Ltd, a company registered in England and Wales.

During the year there was no ultimate controlling party of the company.