ROMANS INTERNATIONAL LIMITED DIRECTORS' REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

COMPANIES HOUSE

COMPANY INFORMATION

Directors P A Jaconelli

M A Jaconelli

Company number 02918549

Registered office 103/105 Brighton Road

Coulsdon Surrey CR5 2NG

Auditors glm Ghest Lloyd

103/105 Brighton Road

Coulsdon Surrey CR5 2NG

Bankers Santander Corporaate Banking

T54 Ground Floor Ops

Bridle Road Bootle L30 4GB

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STRATEGIC REPORT

FOR THE YEAR ENDED 31 DECEMBER 2013

The directors present their report and financial statements for the year ended 31 December 2013.

Review of the business

The business has performed well during the year with profits from operations showing an increase of 8% over the previous year. Following the company's decision to consolidate its operations on to one site, it disposed of the Diceland road premises which resulted in a capital loss of £108,176. This is reflected in an increase the administrative expenses.

The principal risks and uncertainties facing the business are the availablilty of finance to customers and of quaility stock with good margins acrosss them.

At the year end the company was well placed to take advantage of improving market conditions. During the year the adjacent site was acquired on a long lease for extra stock to be displayed and the opportunity to broaden the portfolio of stock for sale leading to increased sales volume and greater stock turn.

The company has changed its bankers to Santander in line with its stock financiers in order to gain the tactical advantage of "being under one roof" and further believe Santander Bank to be more proactive in our market sector than their competitors.

The key performance indicators are the gross profit margin and finance income. Chassis profit is up 9.5% and finance commission up 53% so in terms of the trading performance and strategy of increasing stock turn and finance penetration the company has achieved its desired result.

On behalf of the board

P A Jaconelli Director

30 June 2014

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2013

The directors present their report and financial statements for the year ended 31 December 2013.

Principal activities and review of the business

The principal activity of the company continued to be that of the sale and repair of new and secondhand cars.

Results and dividends

The results for the year are set out on page 6.

The directors have not declared a dividend during the year.

Market value of land and buildings

During the year the freehold buildings were valued by Messrs. GE Commercial property consultants at £1,800,000.

Future developments

The company intends to continue its growth by continuing its expansion using the larger facilities it now enjoys.

Directors

The following directors have held office since 1 January 2013:

P A Jaconelli

M A Jaconelli

Auditors

The auditors, glm Ghest Lloyd, are deemed to be reappointed under section 487(2) of the Companies Act 2006.

DIRECTORS' REPORT (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2013

Statement of directors' responsibilities

The directors are responsible for preparing 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 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.

Statement of disclosure to auditors

So far as the directors are aware, there is no relevant audit information of which the company's auditors 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.

On behalf-of the board

P A Jaconelli Director

30 June 2014

INDEPENDENT AUDITORS' REPORT

TO THE MEMBERS OF ROMANS INTERNATIONAL LIMITED

We have audited the financial statements of Romans International Limited for the year ended 31 December 2013 set out on pages 6 to 21. 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).

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.

Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities Statement set out on pages 2 - 3, 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, including APB Ethical Standard - Provisions Available for Small Entities (Revised), in the circumstances set out in note 24 to the financial statements.

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 Annual Report 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 for 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 December 2013 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- 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.

Opinion on other matter prescribed by the Companies Act 2006

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

INDEPENDENT AUDITORS' REPORT (CONTINUED)

TO THE MEMBERS OF ROMANS INTERNATIONAL LIMITED

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.

A C Marsh (Senior Statutory Auditor)

for and on behalf of glm Ghest Lloyd

30 June 2014

Chartered Accountants Statutory Auditor

103/105 Brighton Road

Coulsdon Surrey CR5 2NG

PROFIT AND LOSS ACCOUNT

FOR THE YEAR ENDED 31 DECEMBER 2013

	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	2013	2012
	Notes	£ ·	£
Turnover	2	34,872,576	23,884,972
Cost of sales		(33,206,312)	(22,363,969)
Gross profit		1,666,264	1,521,003
Administrative expenses		(1,777,151)	(1,437,004)
Other operating income		541,381	352,231
Operating profit	3	430,494	436,230
Investment income	4	10,031	9,264
Amounts written off investments	5	72,238	111,490
Interest payable and similar charges	6	(60,733)	(80,855)
Profit on ordinary activities before			
taxation		452,030	476,129
Tax on profit on ordinary activities	7	(151,912)	(99,000)
Profit for the year	19	300,118	377,129
-			

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

There are no recognised gains and losses other than those passing through the profit and loss account.

BALANCE SHEET

AS AT 31 DECEMBER 2013

		2	013	2	012
	Notes	£	£	£	£
Fixed assets					
Intangible assets	8		920,117		970,121
Tangible assets	9		2,213,950		2,396,814
Investments	10		820,649		347,280
			3,954,716		3,714,215
Current assets					
Stocks	11	5,441,403		5,153,395	
Debtors	12	872,723		1,551,202	
Investments	13	625,124		454,511	
Cash at bank and in hand		1,534,534		6,811	
		8,473,784		7,165,919	
Creditors: amounts falling due					
within one year	14	(5,522,473)		(5,860,808)	
Net current assets			2,951,311		1,305,111
Total assets less current liabilities			6,906,027		5,019,326
Creditors: amounts falling due					
after more than one year	15		(2,746,255)		(1,173,417)
Provisions for liabilities	16		(13,845)		(100)
			4,145,927		3,845,809
Capital and reserves					
Called up share capital	18		398		398
Share premium account	19		845,302		845,302
Profit and loss account	19		3,300,227		3,000,109
Shareholders' funds	20		4,145,927		3,845,809

Approved by the Board and authorised for issue on 30 June 2014

P A Jaconelli

Director

Company Registration No. 02918549

CASH FLOW STATEMENT

f	2013	£	2012 £
~	251,973	∞	860,395
(60,733)		(80,855)	
10,031		9,264	
	(50,702)		(71,591)
	(197,551)		-
(055.51.4)		(2(21()	
•		(36,216)	
• • •		-	
297,566			
	(453,317)		(36,216)
			<u> </u>
	(449,597)		752,588
(170,613)		(120,398)	
1,511,234		-	
14,535,008		10,523,975	
(1,020,190)		(229,560)	
, , ,		• • • • • • • • • • • • • • • • • • • •	
1,484,490		(329,651)	
	2,429,552		(540,741)
	(277,514) (473,369) 297,566 (170,613) 1,511,234 14,535,008	£ £ 251,973 (60,733) 10,031 (50,702) (197,551) (277,514) (473,369) 297,566 (453,317) (449,597) (170,613) 1,511,234 14,535,008 (1,020,190) (14,080,990) 1,484,490	£ £ £ £ 251,973 (60,733) (80,855) 10,031 9,264 (50,702) (197,551) (277,514) (36,216) (473,369) - 297,566 - (453,317) (449,597) (170,613) (120,398) 1,511,234 - 14,535,008 10,523,975 (1,020,190) (229,560) (14,080,990) (10,505,505) 1,484,490 (329,651)

NOTES TO THE CASH FLOW STATEMENT

1	Reconciliation of operating profit to net cash inflow from operating activities			2013	2012
				£	£
	Operating profit			430,494	436,230
	Depreciation of tangible assets			54,636	59,523
	Amortisation of intangible assets			50,004	50,004
	Loss on disposal of tangible assets			108,176	-
	(Increase)/decrease in stocks			(288,008)	494,983
	Decrease/(increase) in debtors			678,479	(767,989)
	(Decrease)/Increase in creditors within or	ne year		(781,808)	587,644
	Net cash inflow from operating activiti	ies		251,973	860,395
2	Analysis of net debt	1 January	Cash flow	Other non-	31
2	Analysis of het debt	2013		cash changes	December
					2013
		£	£	£	£
	Net cash:				
	Cash at bank and in hand	6,811	1,527,723	-	1,534,534
	Bank overdrafts	(281,619)	281,619	-	
		(274,808)	1,809,342	-	1,534,534
	Liquid resources:				
	Current asset investments	454,511	170,613	-	625,124
	Bank deposits				
	Debt:				
	Finance leases	(674,275)	(1,343,266)	-	(2,017,541)
	Debts falling due within one year	(2,425,272)	(523,004)	-	(2,948,276)
	Debts falling due after one year	(802,413)	(491,044)		(1,293,457)
		(3,901,960)	(2,357,314)	-	(6,259,274)
	Net debt	(3,722,257)	(377,359)		(4,099,616)

NOTES TO THE CASH FLOW STATEMENT (CONTINUED)

3	Reconciliation of net cash flow to movement in net debt	2013 £	2012 £
	Increase in cash in the year	1,809,342	91,449
	Cash outflow from increase in liquid resources	170,613	120,398
	Cash (inflow)/outflow from (increase)/decrease in debt and lease fi	inancing(2,357,314)	649,970
	Movement in net debt in the year	(377,359)	861,817
	Opening net debt	(3,722,257)	(4,584,074)
	Closing net debt	(4,099,616)	(3,722,257)

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2013

1 Accounting policies

1.1 Accounting convention

The financial statements are prepared under the historical cost convention.

1.2 Turnover

Turnover represents amounts receivable for goods and services net of VAT and trade discounts.

1.3 Goodwill

Acquired goodwill is written off in equal annual instalments over its estimated useful economic life.

1.4 Tangible fixed assets and depreciation

Tangible fixed assets other than freehold land are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows:

Land and buildings Freehold

2% straight line over lease term

Land and buildings Leasehold Plant and machinery

25% reducing balance

Fixtures, fittings & equipment

25% reducing balance

1.5 Leasing and hire purchase commitments

Assets obtained under hire purchase contracts and finance leases are capitalised as tangible assets and depreciated over the shorter of the lease term and their useful lives. Obligations under such agreements are included in creditors net of the finance charge allocated to future periods. The finance element of the rental payment is charged to the profit and loss account so as to produce a constant periodic rate of charge on the net obligation outstanding in each period.

Rentals payable under operating leases are charged against income on a straight line basis over the lease term.

1.6 Investments

Fixed asset investments are stated at cost less provision for diminution in value.

Current asset investments are stated at fair value.

1.7 Stock

Stock is valued at the lower of cost and net realisable value.

1.8 Pensions

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 year they are payable.

1.9 Deferred taxation

Deferred taxation is provided at appropriate rates on all timing differences using the liability method only to the extent that, in the opinion of the directors, there is a reasonable probability that a liability or asset will crystallise in the foreseeable future.

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2013

1 Accounting policies

(continued)

1.10 Foreign currency translation

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. All differences are taken to profit and loss account.

1.11 Group accounts

The company has not prepared Group Accounts as it has taken advantage of the exemption provided in section 402 of the Companies Act 2006.

2 Turnover

The total turnover of the company for the year has been derived from its principal activity wholly undertaken in the United Kingdom.

3	Operating profit	2013 £	2012 £
	Operating profit is stated after charging:	∞	•
	Amortisation of intangible assets	50,004	50,004
	Depreciation of tangible assets	54,636	59,523
	Loss on disposal of tangible assets	108,176	, <u>-</u>
	Loss on foreign exchange transactions	2,856	-
	Operating lease rentals	76,050	-
	and after crediting:		
	Profit on foreign exchange transactions	-	(197)
	Auditors' remuneration		
	Fees payable to the company's auditor for the audit of the company's		
	annual accounts	9,500	11,448
	Tax	3,450	4,300
	Consultancy	8,120	5,023
		21,070	20,771
4	Investment income	2013	2012
		£	£
	Income from fixed asset investments	10,031	9,264

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

5	Amounts written off investments	2013 £	2012 £
	Amounts written off investments in prior years written back: - current assets	(72,238)	(111,490)
6	Interest payable	2013 £	2012 £
	On bank loans and overdrafts Hire purchase interest On overdue tax	42,508 16,907 1,318	60,076 20,361 418
		60,733	80,855

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

Taxation	2013 £	2012 £
Domestic current year tax		-
U.K. corporation tax	138,167	99,000
Total current tax	138,167	99,000
Deferred tax		
Deferred tax charge/credit current year	13,745	-
	151,912	99,000
Factors affecting the tax charge for the year		
Profit on ordinary activities before taxation	<u>452,030</u>	476,129
Profit on ordinary activities before taxation multiplied by standard rate		
of UK corporation tax of 20.00% (2012 - 20.00%)	90,406	95,226
Effects of:		
Non deductible expenses	5,213	3,112
Depreciation add back	44,244	21,760
Capital allowances	(2,642)	(5,047)
Other tax adjustments	946	(16,051)
	47,761	3,774
Current tax charge for the year	138,167	99,000

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

8	Intangible fixed assets			*****		Goodwill £
	Cost At 1 January 2013 & at 31 Dec	ember 2013				1,306,452
	Amortisation At 1 January 2013 Charge for the year					336,331 50,004
	At 31 December 2013					386,335
	Net book value At 31 December 2013					920,117
	At 31 December 2012					970,121
9	Tangible fixed assets	buildings		Plant and machinery	Fixtures, fittings & equipment	Total
		£	£	£	£	£
	Cost At 1 January 2013 Additions Disposals	2,481,598 - (443,028)	- 272,722 -	276,137 4,792	195,599 - -	2,953,334 277,514 (443,028)
	At 31 December 2013	2,038,570	272,722	280,929	195,599	2,787,820
	Depreciation At 1 January 2013 On disposals	170,094 (37,286)	-	227,745 - 12,096	158,681 - 9,228	556,520 (37,286) 54,636
	Charge for the year At 31 December 2013	33,312 166,120		239,841	167,909	573,870
	Net book value At 31 December 2013	1,872,450	272,722	41,088	27,690	2,213,950
	At 31 December 2012	2,311,504	-	48,392	36,918	2,396,814

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2013

10 Fixed asset investments

	Shares in subsidiary undertakings £
Cost	*
At 1 January 2013	347,280
Additions	473,369
At 31 December 2013	820,649
Net book value	
At 31 December 2013	820,649
At 31 December 2012	347,280
	22 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2

Holdings of more than 20%

The company holds more than 20% of the share capital of the following companies:

Company	Country of registration	on or Shares	Shares held	
	incorporation	Class	%	
Subsidiary undertakings				
Valegroove Limited	England	Ordinary	100.00	
Opencourt Properties Limited	England	Ordinary	100.00	

The aggregate amount of capital and reserves and the results of these undertakings for the last relevant financial year were as follows:

		reserves	Profit/(loss) for the year
		2013	2013
	Principal activity	£	£
Valegroove Limited	Dormant	600,455	-
Opencourt Properties Limited	Property agent	112,334	(1,850)

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2013

11	Stocks	2013 £	2012 £
	Finished goods and goods for resale	5,441,403	5,153,395
	Included in stock are cars to the value of £2,232,527 (2012 finance agreements.	2 -£1,520,984) which a	re subject to
12	Debtors	2013 £	2012 £
	Trade debtors	664,594	1,479,083
	Other debtors	38,148	30,893
	Prepayments and accrued income	169,981	41,226
		872,723	1,551,202
13	Current asset investments	2013 £	2012 £
	Listed investments	625,124	454,511
14	Creditors: amounts falling due within one year	2013 £	2012 £
	Bank loans and overdrafts	2,948,276	2,706,891
	Net obligations under hire purchase contracts	564,743	303,271
	Trade creditors	142,977	1,126,722
	Amounts owed to subsidiary undertakings	707,968	597,968
	Corporation tax	138,636	198,020
	Other taxes and social security costs	53,560	12,710
	Directors' current accounts	450,497	423,090
	Other creditors Accruals and deferred income	449,856 65,960	371,096 121,040
	· ·		

floating charge over the assets of the company.

Bank loans and overdrafts are secured by a fixed charge over freehold property and stock and a

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

Creditors: amounts falling due after more than one ye	ar 2013 £	2012 £
Bank loans	1,293,457	802,413
Net obligations under hire purchase contracts	1,452,798	371,004
·	2,746,255	1,173,417
Analysis of loans		
Wholly repayable within five years	4,241,733	3,227,685
	4,241,733	3,227,685
Included in current liabilities	(2,948,276)	(2,425,272)
	1,293,457	802,413
Loan maturity analysis		
In more than one year but not more than two years	354,827	262,505
In more than two years but not more than five years	817,373	418,386
In more than five years	121,257	121,522
Net obligations under hire purchase contracts		
Repayable within one year	564,743	303,271
Repayable between one and five years	1,452,798	371,004
	2,017,541	674,275
Included in liabilities falling due within one year	(564,743)	(303,271)
	1,452,798	371,004

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

	Provisions for liabilities		
]	Deferred tax liability £
	Balance at 1 January 2013 Profit and loss account		100 13,745
	Balance at 31 December 2013		13,845
	The deferred tax liability is made up as follows:		
		2013 £	2012 £
	Accelerated capital allowances	13,845	100
17			
17	Pension and other post-retirement benefit commitments		
17	Pension and other post-retirement benefit commitments The company operates a defined contribution pension scheme. The assets separately from those of the company in an independently administered charge represents contributions payable by the company to the fund.		
17	The company operates a defined contribution pension scheme. The assets separately from those of the company in an independently administered		pension cost
17	The company operates a defined contribution pension scheme. The assets separately from those of the company in an independently administered	fund. The 2013	
18	The company operates a defined contribution pension scheme. The assets separately from those of the company in an independently administered charge represents contributions payable by the company to the fund.	2013 £ 5,021 ————	2012 £ 4,602
	The company operates a defined contribution pension scheme. The assets separately from those of the company in an independently administered charge represents contributions payable by the company to the fund. Contributions payable by the company for the year	2013 £ 5,021	2012 £ 4,602
	The company operates a defined contribution pension scheme. The assets separately from those of the company in an independently administered charge represents contributions payable by the company to the fund. Contributions payable by the company for the year Share capital Authorised	2013 £ 5,021 2013 £	2012 £ 4,602

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2013

19	Statement of movements on reserves		
		Share premium	Profit and loss
		account	account
		£	£
	Balance at 1 January 2013	845,302	3,000,109
	Profit for the year	, -	300,118
	Balance at 31 December 2013	845,302	3,300,227
	Datance at 31 December 2013		=====
••		2012	2012
20	Reconciliation of movements in shareholders' funds	2013 £	2012 £
		ı.	ı.
	Profit for the financial year	300,118	377,129
	Opening shareholders' funds	3,845,809	3,468,680
	Closing shareholders' funds	4,145,927	3,845,809

21 Financial commitments

At 31 December 2013 the company was committed to making the following payments under non-cancellable operating leases in the year to 31 December 2014:

		Land and buildings	
		2013	2012
		£	£
	Operating leases which expire:		
	In over five years	100,000	100,000
			
22	Directors' remuneration	2013	2012
		£	£
	Remuneration for qualifying services	31,796	33,329

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2013

23 Employees

Number of employees

The average monthly number of employees (including directors) during the year was:

	2013 Number	2012 Number
Sales	5	5
Administration	7	6
	12	11
Employment costs	2013 £	2012 £
Wages and salaries	487,987	391,518
Social security costs	61,911	48,627
Other pension costs	5,021	4,602
Costs of share option scheme		6,500
	554,919	451,247

24 Auditors' Ethical Standards

In common with many businesses of our size and nature we use our auditors to prepare and submit returns to the tax authorities and assist with the preparation of the financial statements.

25 Related party relationships and transactions

The company is controlled by P A Jaconelli by virtue of his majority shareholding.

During the year the company purchased the share capital of Opencourt Properties Limited a company controlled by P A Jaconelli.