

REGISTERED NUMBER: 02174487 (England and Wales)

**UNAUDITED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2018
FOR
MARKETFORCE BUSINESS MEDIA LIMITED**

**CONTENTS OF THE FINANCIAL STATEMENTS
for the Year Ended 31 MARCH 2018**

| | Page |
|--|-------------|
| Company Information | 1 |
| Balance Sheet | 2 |
| Notes to the Financial Statements | 4 |

MARKETFORCE BUSINESS MEDIA LIMITED

**COMPANY INFORMATION
for the Year Ended 31 MARCH 2018**

DIRECTORS:

D J Saunders
P Doyle
Mrs J Knight

SECRETARY:

Mrs J C Youngman

REGISTERED OFFICE:

1-3 St. John's Square
London
EC1M 4DH

REGISTERED NUMBER:

02174487 (England and Wales)

ACCOUNTANTS:

Lipson & Co
3rd Floor
210 South Street
Romford
Essex
RM1 1TG

**BALANCE SHEET
31 MARCH 2018**

| | Notes | 2018 £ | £ | 2017 £ | £ |
|--|-------|------------------|-------------------------|------------------|-----------------------|
| FIXED ASSETS | | | | | |
| Tangible assets | 4 | | 299,594 | | 46,674 |
| CURRENT ASSETS | | | | | |
| Debtors | 5 | 1,026,226 | | 819,630 | |
| Cash at bank | | <u>1,508,620</u> | | <u>1,506,282</u> | |
| | | 2,534,846 | | 2,325,912 | |
| CREDITORS | | | | | |
| Amounts falling due within one year | 6 | <u>1,569,868</u> | | <u>1,382,666</u> | |
| NET CURRENT ASSETS | | | <u>964,978</u> | | <u>943,246</u> |
| TOTAL ASSETS LESS CURRENT LIABILITIES | | | 1,264,572 | | 989,920 |
| CREDITORS | | | | | |
| Amounts falling due after more than one year | 7 | | 5,000 | | - |
| NET ASSETS | | | <u><u>1,259,572</u></u> | | <u><u>989,920</u></u> |
| CAPITAL AND RESERVES | | | | | |
| Called up share capital | | | 36 | | 36 |
| Other reserves | | | 54 | | 54 |
| Retained earnings | | | <u>1,259,482</u> | | <u>989,830</u> |
| SHAREHOLDERS' FUNDS | | | <u><u>1,259,572</u></u> | | <u><u>989,920</u></u> |

The company is entitled to exemption from audit under Section 477 of the Companies Act 2006 for the year ended 31 March 2018.

The members have not required the company to obtain an audit of its financial statements for the year ended 31 March 2018 in accordance with Section 476 of the Companies Act 2006.

The directors acknowledge their responsibilities for:

- (a) ensuring that the company keeps accounting records which comply with Sections 386 and 387 of the Companies Act 2006 and preparing financial statements which give a true and fair view of the state of affairs of the company as at the end of each financial year and of its profit or loss for each financial year in accordance with the requirements of Sections 394 and 395 and which otherwise comply with the requirements of the Companies Act 2006 relating to financial statements, so far as applicable to the company.
- (b)

The notes form part of these financial statements

**BALANCE SHEET - continued
31 MARCH 2018**

The financial statements have been prepared and delivered in accordance with the provisions of Part 15 of the Companies Act 2006 relating to small companies.

In accordance with Section 444 of the Companies Act 2006, the Income Statement has not been delivered.

The financial statements were approved by the Board of Directors on 28 December 2018 and were signed on its behalf by:

D J Saunders - Director

Mrs J Knight - Director

The notes form part of these financial statements

**NOTES TO THE FINANCIAL STATEMENTS
for the Year Ended 31 MARCH 2018**

1. STATUTORY INFORMATION

Marketforce Business Media Limited is a private company, limited by shares, registered in England and Wales. The company's registered number and registered office address can be found on the Company Information page.

2. ACCOUNTING POLICIES

Basis of preparing the financial statements

These financial statements have been prepared in accordance with the provisions of Section 1A "Small Entities" of Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

Turnover

Turnover is measured at the fair value of the consideration received or receivable, excluding discounts, rebates, value added tax and other sales taxes.

Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

| | |
|-----------------------|-----------------------------------|
| Short leasehold | - in accordance with the property |
| Software and database | - 25% on cost and 10% on cost |
| Office equipment | - 25% on cost |
| Computer equipment | - 33% on cost and 10% on cost |

Taxation

Taxation for the year comprises current and deferred tax. Tax is recognised in the Income Statement, except to the extent that it relates to items recognised in other comprehensive income or directly in equity.

Current or deferred taxation assets and liabilities are not discounted.

Current tax is recognised at the amount of tax payable using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

Timing differences arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in financial statements. Deferred tax is measured using tax rates and laws that have been enacted or substantively enacted by the year end and that are expected to apply to the reversal of the timing difference.

Unrelieved tax losses and other deferred tax assets are recognised only to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits.

Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

Hire purchase and leasing commitments

Rentals paid under operating leases are charged to profit or loss on a straight line basis over the period of the lease.

Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme. Contributions payable to the company's pension scheme are charged to profit or loss in the period to which they relate.

3. EMPLOYEES AND DIRECTORS

NOTES TO THE FINANCIAL STATEMENTS - continued
for the Year Ended 31 MARCH 2018

4. TANGIBLE FIXED ASSETS

| | Short leasehold £ | Software and database £ | Office equipment £ | Computer equipment £ | Totals £ |
|-----------------------|-------------------------|----------------------------------|--------------------------|----------------------------|------------------|
| COST | | | | | |
| At 1 April 2017 | 109,530 | 223,167 | 281,751 | 403,334 | 1,017,782 |
| Additions | 136,300 | 54,000 | 45,772 | 60,687 | 296,759 |
| At 31 March 2018 | <u>245,830</u> | <u>277,167</u> | <u>327,523</u> | <u>464,021</u> | <u>1,314,541</u> |
| DEPRECIATION | | | | | |
| At 1 April 2017 | 105,072 | 205,167 | 273,244 | 387,625 | 971,108 |
| Charge for year | 11,730 | 4,500 | 3,373 | 24,236 | 43,839 |
| At 31 March 2018 | <u>116,802</u> | <u>209,667</u> | <u>276,617</u> | <u>411,861</u> | <u>1,014,947</u> |
| NET BOOK VALUE | | | | | |
| At 31 March 2018 | <u>129,028</u> | <u>67,500</u> | <u>50,906</u> | <u>52,160</u> | <u>299,594</u> |
| At 31 March 2017 | <u>4,458</u> | <u>18,000</u> | <u>8,507</u> | <u>15,709</u> | <u>46,674</u> |

5. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

| | 2018 £ | 2017 £ |
|---------------|------------------|----------------|
| Trade debtors | 790,173 | 618,015 |
| Other debtors | 236,053 | 201,615 |
| | <u>1,026,226</u> | <u>819,630</u> |

6. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

| | 2018 £ | 2017 £ |
|---------------------------------|------------------|------------------|
| Trade creditors | 433,832 | 104,698 |
| Tax | 33,313 | 89,371 |
| Social security and other taxes | 228,924 | 120,039 |
| Other creditors | 873,799 | 1,068,558 |
| | <u>1,569,868</u> | <u>1,382,666</u> |

7. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

| | 2018 £ | 2017 £ |
|-----------------|--------------|-----------|
| Other creditors | <u>5,000</u> | <u>-</u> |

Other creditors of £5,000 (2017- £110,000) relate to a provision for dilapidation on the leasehold property which falls due within 2 to 5 years (2017- within one year).

8. RELATED PARTY DISCLOSURES

No transactions with related parties were undertaken such as are required to be disclosed under Financial Reporting Standard 102.

9. ULTIMATE CONTROLLING PARTY

The company is under no overall control by any one party due to no shareholder owning a majority of the issued share capital.