

Company Registration No. 06264908 (England and Wales)

**THE BARTON PARTNERSHIP LTD**  
**UNAUDITED FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**  
**PAGES FOR FILING WITH REGISTRAR**

**THE BARTON PARTNERSHIP LTD**

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# THE BARTON PARTNERSHIP LTD

## BALANCE SHEET

**AS AT 31 DECEMBER 2017**

|   | Notes | 2017<br>£          | £              | 2016<br>£          | £              |
|---|-------|--------------------|----------------|--------------------|----------------|
| <b>Fixed assets</b>                                   |       |                    |                |                    |                |
| Tangible assets                                       | 3     |                    | 6,379          |                    | 11,480         |
| Investments   | 4     |                    | -              |                    | -              |
| <b>Current assets</b>                                 |       |                    |                |                    |                |
| Debtors   | 5     | 2,233,774          |                | 1,285,294          |                |
| Cash at bank and in hand                              |       | 1,002,678          |                | 910,438            |                |
|   |       | <u>3,236,452</u>   |                | <u>2,195,732</u>   |                |
| <b>Creditors: amounts falling due within one year</b> | 6     | <u>(2,393,415)</u> |                | <u>(1,642,073)</u> |                |
| <b>Net current assets</b>                             |       |                    | 843,037        |                    | 553,659        |
| <b>Total assets less current liabilities</b>          |       |                    | <u>849,416</u> |                    | <u>565,139</u> |
| <b>Capital and reserves</b>                           |       |                    |                |                    |                |
| Called up share capital                               | 7     |                    | 1,002          |                    | 1,002          |
| Profit and loss reserves                              |       |                    | 848,414        |                    | 564,137        |
| <b>Total equity</b>                                   |       |                    | <u>849,416</u> |                    | <u>565,139</u> |

The directors of the company have elected not to include a copy of the profit and loss account within the financial statements.

For the financial year ended 31 December 2017 the company was entitled to exemption from audit under section 477 of the Companies Act 2006 relating to small companies.

The directors acknowledge their responsibilities for complying with the requirements of the Companies Act 2006 with respect to accounting records and the preparation of financial statements.

The members have not required the company to obtain an audit of its financial statements for the year in question in accordance with section 476.

These financial statements have been prepared and delivered in accordance with the provisions applicable to companies subject to the small companies' regime.

The financial statements were approved by the board of directors and authorised for issue on 20 September 2018 and are signed on its behalf by:

N J Barton  
**Director**

**Company Registration No. 06264908**

# THE BARTON PARTNERSHIP LTD

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

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### 1 Accounting policies

#### Company information

The Barton Partnership Ltd is a private company limited by shares incorporated in England and Wales. The registration number is 06264908 and the registered office is 16 High Holborn, London, England, WC1V 6BX.

#### 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 as applicable to companies subject to the small companies regime. The disclosure requirements of section 1A of FRS 102 have been applied other than where additional disclosure is required to show a true and fair view.

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 £.

The financial statements have been prepared under the historical cost convention, modified to include the revaluation of freehold properties and to include investment properties and certain financial instruments at fair value. The principal accounting policies adopted are set out below.

The company has taken advantage of the exemption under section 399 of the Companies Act 2006 not to prepare consolidated accounts, on the basis that the group of which this is the parent qualifies as a small group. The financial statements present information about the company as an individual entity and not about its group.

#### 1.2 Business combinations

The cost of a business combination is the fair value at the acquisition date of the assets given, equity instruments issued and liabilities incurred or assumed, plus costs directly attributable to the business combination. The excess of the cost of a business combination over the fair value of the identifiable assets, liabilities and contingent liabilities acquired is recognised as goodwill.

The cost of the combination includes the estimated amount of contingent consideration that is probable and can be measured reliably, and is adjusted for changes in contingent consideration after the acquisition date.

Provisional fair values recognised for business combinations in previous periods are adjusted retrospectively for final fair values determined in the 12 months following the acquisition date.

#### 1.3 Turnover

Turnover represents amounts receivable for recruitment services net of VAT.

Revenue from contracts for the provision of professional services is recognised by reference to the stage of completion when the stage of completion, costs incurred and costs to complete can be estimated reliably. The stage of completion is calculated by comparing costs incurred, mainly in relation to contractual hourly staff rates and materials, as a proportion of total costs. Where the outcome cannot be estimated reliably, revenue is recognised only to the extent of the expenses recognised that it is probable will be recovered.

#### 1.4 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.

# THE BARTON PARTNERSHIP LTD

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

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### 1 Accounting policies

(Continued)

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 | 33.33% straight line |
|--------------------|----------------------|

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.

#### 1.5 Fixed asset investments

Interests in subsidiaries, associates and jointly controlled entities are initially measured at cost and subsequently measured at cost less any accumulated impairment losses. The investments are assessed for impairment at each reporting date and any impairment losses or reversals of impairment losses are recognised immediately in profit or loss.

A subsidiary is an entity controlled by the company. Control is the power to govern the financial and operating policies of the entity so as to obtain benefits from its activities.

#### 1.6 Impairment of fixed assets

At each reporting period end date, the company reviews the carrying amounts of its tangible 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.

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

#### 1.7 Cash and cash equivalents

Cash at bank and in hand 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.

# THE BARTON PARTNERSHIP LTD

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

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### 1 Accounting policies

(Continued)

#### 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.

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

The company does not enter into any transactions that can be classified as other financial assets, including equity instruments which are not subsidiaries, associates or joint ventures.

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

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

Derivatives, including interest rate swaps and forward foreign exchange contracts, are not basic financial instruments and the company did not enter into any such transactions that can be classified as other financial liabilities.

#### 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.

# THE BARTON PARTNERSHIP LTD

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 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**

Payments to defined contribution retirement benefit schemes are charged as an expense as they fall due.

#### **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.

#### **1.14 Foreign exchange**

Transactions in currencies other than pounds sterling are recorded at the rates of exchange prevailing at the dates of the transactions. At each reporting end date, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing on the reporting end date. Gains and losses arising on translation are included in the profit and loss account for the period.

### 2 Employees

The average monthly number of persons (including directors) employed by the company during the year was 29 (2016-21).

# THE BARTON PARTNERSHIP LTD

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

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### 3 Tangible fixed assets

|                                    | Plant and machinery etc<br>£ |
|------------------------------------|------------------------------|
| <b>Cost</b>                        |                              |
| At 1 January 2017                  | 37,682                       |
| Additions                          | 6,217                        |
|                                    | <hr/>                        |
| At 31 December 2017                | 43,899                       |
|                                    | <hr/>                        |
| <b>Depreciation and impairment</b> |                              |
| At 1 January 2017                  | 26,202                       |
| Depreciation charged in the year   | 11,318                       |
|                                    | <hr/>                        |
| At 31 December 2017                | 37,520                       |
|                                    | <hr/>                        |
| <b>Carrying amount</b>             |                              |
| At 31 December 2017                | 6,379                        |
|                                    | <hr/>                        |
| At 31 December 2016                | 11,480                       |
|                                    | <hr/>                        |



# THE BARTON PARTNERSHIP LTD

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

### 4 Fixed asset investments

|             | 2017<br>£ | 2016<br>£ |
|-------------|-----------|-----------|
| Investments | -         | -         |
|             | <u>-</u>  | <u>-</u>  |
|             | <u>-</u>  | <u>-</u>  |

The company owns 100% of the share capital of The Barton Partnership Inc, a company incorporated in the USA. The Barton Partnership Inc was authorised to issue 200 ordinary shares of USD0.001 each and the fair value of the investment was considered to be £nil at acquisition.

### Movements in fixed asset investments

|                          | Shares in group<br>undertakings<br>£ |
|--------------------------|--------------------------------------|
| <b>Cost or valuation</b> |                                      |
| At 1 January 2016        | -                                    |
| Additions                | -                                    |
|                          | <u>-</u>                             |
| At 31 December 2017      | -                                    |
|                          | <u>-</u>                             |
| <b>Carrying amount</b>   |                                      |
| At 31 December 2017      | -                                    |
|                          | <u>-</u>                             |
| At 31 December 2016      | -                                    |
|                          | <u>-</u>                             |

### 5 Debtors

|   | 2017<br>£        | 2016<br>£        |
|---|------------------|------------------|
| <b>Amounts falling due within one year:</b> |                  |                  |
| Trade debtors                               | 1,821,986        | 1,147,604        |
| Amounts owed by group undertakings          | 272,510          | -                |
| Other debtors                               | 139,278          | 137,690          |
|   | <u>2,233,774</u> | <u>1,285,294</u> |

# THE BARTON PARTNERSHIP LTD

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

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

|                                    | 2017<br>£        | 2016<br>£        |
|------------------------------------|------------------|------------------|
| Trade creditors                    | 1,533,346        | 946,986          |
| Amounts due to group undertakings  | -                | 6,185            |
| Corporation tax                    | 205,286          | 188,546          |
| Other taxation and social security | 261,883          | 126,949          |
| Other creditors                    | 392,900          | 373,407          |
|                                    | <u>2,393,415</u> | <u>1,642,073</u> |

### 7 Called up share capital

|                                    | 2017<br>£    | 2016<br>£    |
|------------------------------------|--------------|--------------|
| <b>Ordinary share capital</b>      |              |              |
| <b>Issued and not fully paid</b>   |              |              |
| 1,000 A Ordinary shares of £1 each | 1,000        | 1,000        |
| 1 B Ordinary share of £1 each      | 1            | 1            |
| 1 C Ordinary share of £1 each      | 1            | 1            |
|                                    | <u>1,002</u> | <u>1,002</u> |

The A Ordinary shares have attached to them full voting, dividend and capital distribution (including on winding up) rights; they do not confer any rights of redemption.

The B Ordinary share has no voting rights or equity value and have no right to assets on a winding up in excess of £1,000,000.

The C Ordinary share has no voting rights or equity value.

On 5 February 2015 the company granted M Fagan, T Rodwell, A Wilde and O Phoenix options over 11 A Ordinary shares each at an exercise price of £63.71 per share under the Enterprise Management Investment share option scheme.

On the same day N M Barton, a director of the company, also granted M Fagan and T Rodwell options over 23 A Ordinary shares each and granted O Phoenix options over 46 A Ordinary shares at an exercise price of £0.49 per share under the Enterprise Management Investment share option scheme.

All options are exercisable on an exit and will lapse after 10 years.

# THE BARTON PARTNERSHIP LTD

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

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### **8 Related party transactions**

#### **Transactions with related parties**

During the year commission and expenses of £87,592 (2016 - £53,619) were payable to Adlam Associates Limited, a company in which N M Adlam is also a director.

At the year end the company was owed £14,146 (2016 - £157,000 owed to) by N J Barton, a director of the company. Interest of 3% per annum has been charged on the sum due.

At the year end the company owed £122,825 (2016 - £82,342) to N M Adlam.

At the year end the company was also owed £272,510 (2016 - £6,185 owed to) by The Barton Partnership Inc, its subsidiary, in respect of an interest free loan which is repayable on demand. During the year management fees of £200,000 (2016 - £nil) were charged to The Barton Partnership Inc.

Dividends of £300,000 were paid to N J. Barton and £198,616 to N M Adlam during the year.

