**Report and Consolidated Financial Statements** 

Year ended 30 June 2014

## REPORT AND FINANCIAL STATEMENTS 2014

CONTENTS	Page
Officers and professional advisers	1
Strategic report	2
Directors' report	4
Directors' responsibilities statement	6
Independent auditor's report	7
Consolidated profit and loss account	8
Consolidated balance sheet	9
Company balance sheet	10
Consolidated cash flow statement	11
Notes to the financial statements	12

## OFFICERS AND PROFESSIONAL ADVISERS

#### **DIRECTORS**

H.N. Moser

Chief Executive Officer

S.P. Baker

G.D. Beckett

M.R. Goldberg

G.A. Jennison (appointed 4 October 2013)

J.M. Shaoul\*

R.M. McTighe\*

D.J. Bennett\*

S.J. O'Hare\* (appointed 6 December 2013)

#### **SECRETARY**

G.D. Beckett (appointed 6 December 2013)

M.J. Ridley (resigned 6 December 2013)

### **REGISTERED OFFICE**

Lake View

Lakeside

Cheadle

Cheshire

SK8 3GW

#### PRINCIPAL BANKERS

The Royal Bank of Scotland Plc

135 Bishopgate

London

EC2M 3UR

Lloyds TSB Bank PLC

10 Gresham Street

London

EC2V 7AE

**Natixis** 

25 Dowgate Hill

London

EC4R 2YA

### **AUDITOR**

Deloitte LLP

Chartered Accountants and Statutory Auditor

PO Box 500

2 Hardman Street

Manchester

M60 2AT

#### **LEGAL ADVISORS**

Eversheds

70 Great Bridgewater Street

Manchester

M1 5ES

<sup>\*</sup> Non-Executives

### STRATEGIC REPORT

The directors present their annual report and the audited financial statements for the year ended 30 June 2014.

#### ENHANCED BUSINESS REVIEW

The directors do not expect any significant change to the activities of the Group.

A number of key performance indicators (KPIs) are monitored in order to review and control performance, position and liquidity and to develop future strategy.

#### Results and dividends

The audited financial statements for the year ended 30 June 2014 are set out on pages 8 to 29. Group turnover has increased by 6.8% to £129.7m (2013: £121.5m), the main contributor being an increase in the Group's loan book values (classified within trade debtors). Profit before tax has increased by 15.2% to £52.0m (2013: £45.2m) due to the increase in turnover and decrease in administration costs being partially offset by higher cost of funding given the increase in debt. Profit for the year after tax was £40.6m (2013: £34.0m).

No dividend was paid for the year ended 30 June 2014 (2013: £nil).

#### **Position**

As shown in note 11 to the financial statements, loan book values (classified within trade debtors) have increased by 9.8% to £1,076.0m (2013: £980.0m). At the same time, shareholders' funds have increased by 11.3% to £401.6m (2013: £360.9m). The gearing ratio (being the ratio of debt to equity) has remained fairly stable at 1.30:1 (2013: 1.31:1) reflecting the fact that the Group continues to fund an equal proportion of its loan book through reserves, subordinated debt and external borrowings. The subordinated debt is treated as 'equity' for the purposes of calculating the Group's gearing ratio.

#### Liquidity

In September 2013 the Group issued and closed an offering of £200 million Senior Secured Notes repayable in 2018. The proceeds were used to reduce the parent company's (ie Jerrold Holdings Limited) syndicated loan facility to £100m from £191m and to provide additional funding capacity for the Group. In addition the securitisation facility and its associated liquidity lines were extended on the 10 April 2014 to 31 January 2018, conditional upon receiving a prescribed rating by 31 December 2014, with the facility being increased from £373m to £435m and no principal repayments due until 31 January 2017.

The ability of the Group to service its debts is measured using an interest cover ratio, being profit before tax and interest divided by interest. This increased to 2.2:1 for the year ended 30 June 2014 (2013: 2.1:1).

The Group closely monitors its liquidity position against its business plan on a regular basis taking into consideration the level of redemption activity, recurring income levels, planned expenditure and new business advance levels. Any material deviations are identified and appropriate action taken to ensure that sufficient liquidity headroom exists at all times.

#### Compliance and non-financial KPIs

Certain activities of the Group are regulated by the Financial Conduct Authority, "FCA", including arranging, entering into and administering first charge regulated mortgage contracts. On 1 April 2014 the UK government transferred the regulation of consumer credit from the Office of Fair Trading to the FCA. As such, the FCA took over responsibility for the monitoring of compliance with the Consumer Credit Act. The Group has successfully completed it's preparation for it's activities of second charge retail lending and brokerage being regulated by the FCA, currently under the 'interim permissions' regime.

The FCA has prescribed rules, principles and guidance (the "FCA Rules") with which certain of our retail lending operations must comply. The FCA Rules include rules that impose, amongst other things, high level standards on the establishment and maintenance of proper systems and controls and minimum "threshold conditions" that must be satisfied for lending firms to remain authorised as well as rules on the conduct of business, the fitness and propriety of individuals performing certain functions in our business and treating customers fairly. The FCA Rules also impose certain minimum capital and liquidity requirements on us and Conduct of Business Rules which include "treating customers fairly" obligations which require us, amongst other things, to demonstrate that senior management are taking responsibility for ensuring that we and our staff at all levels deliver the consumer outcomes relevant to our business by establishing and maintaining an appropriate culture and business practices.

### STRATEGIC REPORT (CONTINUED)

#### Compliance and non-financial KPIs (continued)

Employees undertake appropriate training which is supported by operational quality assurance, compliance reviews and internal audit reviews. Procedures are established to enhance and monitor quality of compliance, including authorisation of procedural and policy changes, sample reviews, employee awareness and training programmes, along with employee and customer feedback including the assessment and understanding of complaints received.

#### PRINCIPAL RISKS AND UNCERTAINTIES

#### Credit risk

The Group is exposed to changes in the economic position of its customers, which may adversely impact their ability to make loan repayments. The level of risk in this respect is driven by both macro-economic factors, such as house prices, as well as by factors relating to specific customers, such as a change in the borrower's circumstances. Credit risk is managed at loan inception, via stringent underwriting policies with regard to affordability levels, credit worthiness and loan to property value ratios, and throughout the life of the loan, via monitoring of arrears levels, proactive collections strategies, application of forbearance measures, property loan to value ratios and by applying macro-economic sensitivity analysis.

#### Interest rate risk

The Group's loan book consists primarily of variable rate mortgages. This is matched by the Group's funding facilities which are subject to monthly movements in the external costs of funds. In addition, the Group has the ability to undertake hedging transactions in order to mitigate interest rate risk.

#### Liquidity and funding risk

The Group actively monitors and considers compliance with its funding covenants, including formal monthly reporting and by performing stress test analysis as part of it's budgeting and forecasting process.

#### Regulatory risk

As discussed above, the Group undertakes activities which are regulated by the FCA. The directors support and monitor compliance with applicable regulations including those set forward by the FCA.

The Group has in place a governance and management structure that provides effective risk management, supports decision making and provides strong oversight over our business activities. As part of the Group's governance and management structure, we have a three-tiered risk management framework, the "3 Lines of Defence" model, to help ensure that risk management and adherence to regulatory compliance is integral to all business activities and decision-making processes. The first line of defence comprises all managers and staff, including the Chief Executive Officer, as well as our operational committees, including the Executive, and Fraud Committees and the Credit Risk Arrears Forum. The second line of defence comprises risk, compliance and financial control functions, as well as the Executive Risk Committee, Conduct Excellence Committee (covering Treating Customers Fairly) and the Retail and Commercial Credit Risk Committees. The third line of defence includes our internal audit function, our Audit, Risk and Compliance Committee and the Board of Directors.

#### Exchange rate risk

All the Group's activities are in sterling and are not subject to exchange rate risk.

Approved by the Board of Directors and signed on behalf of the Board

35

G.D. Beckett Director

8 September 2014

#### **DIRECTORS REPORT**

The directors present their report for the year ended 30 June 2014.

#### **EMPLOYEE CONSULTATION**

The Group places considerable value on the involvement of its employees and has continued to keep them informed on matters affecting them as employees and on the various factors affecting the performance of the Group. This is achieved through formal and informal meetings and internal publications. Employees are consulted regularly on a wide range of matters affecting their current and future interests.

#### **DISABLED EMPLOYEES**

Applications for employment by disabled persons are always fully considered, bearing in mind the aptitudes of the applicant concerned. In the event of members of staff becoming disabled, every effort is made to ensure that their employment with the Group continues and that appropriate training or arrangements are made. It is the policy of the Group that the training, career development and promotion of disabled persons should, as far as possible, be identical to that of other employees.

#### **ENVIRONMENT**

As the Group operates in the financial services sector, its actions do not have a significant environmental impact. However, the Group does recognise the importance of the environment, and acts to minimise its impact wherever it can, including recycling and reducing energy consumption.

#### STATEMENT OF GOING CONCERN

As set out in the Directors' Responsibilities Statement, in preparing these financial statements the directors are required to prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors of the Group have considered the Group's forecast funding and liquidity positions and applied reasonable sensitivities thereon in order to confirm that the preparation of the company's financial statements on a going concern basis is appropriate.

On the basis that the Group has adequate funding as detailed earlier, together with its current performance and financial position, the directors have a reasonable expectation that the Group will have sufficient funding and liquidity facilities to ensure that it will continue in operational existence for the foreseeable future. Accordingly the directors of the company have adopted the going concern basis in preparing financial statements.

#### **DIRECTORS**

The directors of the company are set out on page 1. All directors served throughout the year except as noted on page 1.

#### **DIRECTORS INDEMNITIES**

The company has made qualifying third party indemnity provisions for the benefit of its directors which were made during the year and remain in force at the date of this report.

### **DIRECTORS REPORT (CONTINUED)**

#### **AUDIT INFORMATION**

In the case of each of the persons who are directors of the company at the date when this report is approved:

- as far as each of the directors is aware, there is no relevant audit information (as defined in the Companies Act 2006) of which the company's auditor is unaware; and
- each of the directors has taken all the steps that he ought to have taken as a director to make himself aware of any audit information (as defined) and to establish that the company's auditor is aware of that information.

This statement is given and should be interpreted in accordance with the provisions of s418(2) of the Companies Act 2006.

#### **AUDITOR**

Deloitte LLP have expressed their willingness to continue in office as auditor and a resolution to re-appoint them will be proposed at the forthcoming Annual General Meeting.

Approved by the Board of Directors and signed on behalf of the Board

200

G.D. Beckett Director

8 September 2014

### **DIRECTORS' RESPONSIBILITIES STATEMENT**

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 group and of the profit or loss of the group for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- 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.

## INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF JERROLD HOLDINGS LIMITED

We have audited the Group and parent company financial statements of Jerrold Holdings Limited for the year ended 30 June 2014 which comprise the Group Profit and Loss Account, the Consolidated Statement of Total Recognised Gains and Losses, the Consolidated and company Balance Sheets, the Group Cash Flow Statement and the related notes 1 to 24. 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 auditor's 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 auditor

As explained more fully in the Directors' Responsibilities Statement, 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 Group's and the parent 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 Group's and parent company's affairs as at 30 June 2014 and of the Group's profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
   and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### Opinion on other matter prescribed by the Companies Act 2006

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

## 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.

Peter Birch (Senior Statutory Auditor)
For and on behalf of Deloitte LLP
Chartered Accountants and Statutory Auditor
Manchester, United Kingdom

8/9 2014

# CONSOLIDATED PROFIT AND LOSS ACCOUNT Year ended 30 June 2014

	Note	2014 £'000	2013 £'000
TURNOVER Cost of sales	1	129,734 (5,779)	121,516 (3,532)
GROSS PROFIT		123,955	117,984
Administrative expenses Other operating income		(26,800)	(30,271)
OPERATING PROFIT		97,155	87,716
(Loss)/gain on sale of investment properties Interest payable and similar charges Interest receivable and similar income	3 3	(24) (45,216) 115	5 (42,652) 93
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	4	52,030	45,162
Tax on profit on ordinary activities	5	(11,379)	(11,180)
PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION Minority interests	19	40,651	33,982 (23)
RETAINED PROFIT FOR THE FINANCIAL YEAR	17	40,644	33,959

No consolidated note of historical cost profits and losses has been prepared as there is no material difference between the retained profits in either year if an historical cost basis had been adopted.

All activities arose from continuing operations.

There were no recognised gains or losses in either year other than the result for that year shown above. Accordingly, a separate consolidated statement of total recognised gains and losses has not been presented.

## CONSOLIDATED BALANCE SHEET As at 30 June 2014

Note	2014 £'000	2013 £'000
FIXED ASSETS		
Investment properties 7	179	228
Tangible assets 8	4,385	4,134
Investments 9	13	13
_	4,577	4,375
CURRENT ASSETS		
Stocks 10	1,381	1,381
Debtors		
- due within one year	364,900	292,147
- due after one year	713,751	692,055
Investments 12	110	110
Cash at bank and in hand	6,849	12,592
	1,086,991	998,285
CREDITORS: Amounts falling due within one year 13	(30,514)	(82,976)
NET CURRENT ASSETS	1,056,477	915,309
TOTAL ASSETS LESS CURRENT LIABILITIES	1,061,054	919,684
CREDITORS: Amounts falling due after more than one year 14	(659,242)	(558,523)
NET ASSETS	401,812	361,161
CAPITAL AND RESERVES		
Called up share capital 16	9,778	9,778
Share premium account 17	17,527	17,527
Merger reserve 17	(9,645)	(9,645)
Capital redemption reserve 17	1,300	1,300
Revaluation reserve 17	21	21
Profit and loss account 17	382,578	341,934
SHAREHOLDERS' FUNDS 18	401,559	360,915
Minority interests 19	253	246
TOTAL CAPITAL EMPLOYED	401,812	361,161

These financial statements were approved by the Board of Directors on 8 September

Company Registration No. 02939389

Signed on behalf of the Board of Directors

G.D. Beckett
Director

# **COMPANY BALANCE SHEET As at 30 June 2014**

	Note	2014 £'000	2013 £'000
FIXED ASSETS Investments	9	10,051	10,051
CURRENT ASSETS Debtors			
- due within one year	11	9	450
- due after one year	11	367,914	329,185
Cash at bank and in hand		9,806	15,232
		377,729	344,867
CREDITORS: Amounts falling due within one year	13	(7,709)	(54,737)
CREDITORS. Amounts failing due within one year	1.5	(7,705)	(31,737)
NET CURRENT ASSETS		370,020	290,130
TOTAL ASSETS LESS CURRENT LIABILITIES		380,071	300,181
CREDITORS: Amounts falling due after more than one year	14	(292,908)	(213,018)
NET ASSETS		87,163	87,163
Called up share capital	16	9,778	9,778
Share premium account	17	17,527	17,527
Capital redemption reserve	17	1,300	1,300
Profit and loss account	17	58,558	58,558
SHAREHOLDERS' FUNDS		87,163	87,163

These financial statements were approved by the Board of Directors on 8 September 2014.

Company Registration No. 02939389

Signed on behalf of the Board of Directors

H.N. Moser Director

G.D. Beckett Director

# **CONSOLIDATED CASH FLOW STATEMENT Year ended 30 June 2014**

	Note	2014 £'000	2013 £'000
NET CASH (OUTFLOW)/INFLOW FROM OPERATING ACTIVITIES	20a	(3,663)	123,914
Returns on investments and servicing of finance Taxation	20d	(45,583) (10,213)	(55,308) (13,898)
Capital expenditure and financial investment	20d	(556)	(2,227)
CASH (OUTFLOW)/INFLOW BEFORE MANAGEMENT OF LIQUID RESOURCES AND FINANCING		(60,015)	52,481
Management of liquid resources Financing	20d 20d	- 54,272	4 (85,135)
DECREASE IN CASH IN THE YEAR	20c	(5,743)	(32,650)

## NOTES TO THE FINANCIAL STATEMENTS Year ended 30 June 2014

#### 1. **ACCOUNTING POLICIES**

The principal accounting policies are summarised below. They have all been applied consistently throughout the current year and the preceding year.

#### Accounting convention and going concern

The financial statements have been prepared under the historical cost convention (as modified by the revaluation of investment properties), on the going concern basis and in accordance with applicable law and United Kingdom accounting standards. The directors continue to adopt the going concern basis as disclosed in the Directors' Report - Statement of Going Concern.

#### **Basis of consolidation**

The group financial statements consolidate the financial statements of Jerrold Holdings Limited and all its subsidiary undertakings drawn up to 30 June each year. The results of subsidiaries acquired or sold are consolidated for the periods from or to the date on which control passed. The acquisition method of accounting has been adopted for the consolidation of the following subsidiaries:

Auction Finance Limited

**Bridging Finance Limited** 

Bridgingfinance.co.uk Limited

Classic Car Finance Limited

Finance Your Property Limited

General Allied Properties Limited

Heywood Finance Limited

Heywood Leasing Limited

Jerrold FinCo PLC

Manchester Property Investments Limited

Proactive Lending Limited (formerly Northwestern Properties & Developments Limited)

Phone-a-loan Limited

Privileged Estates Limited

Proactive Bridging Limited

Provincial & Northern Properties Limited

Spot Finance Limited

Goodwill arising on acquisitions in the year ended 30 June 1998 and earlier periods was written off to reserves in accordance with the accounting standard then in force. As permitted by the current accounting standard the goodwill previously written off has not been reinstated in the balance sheet. On disposal or closure of a previously acquired business, the attributable amount of goodwill previously written off to reserves is included in determining the profit or loss on disposal.

Merger accounting has been used for the consolidation of the following subsidiaries:

Blemain Finance Limited **Briar Hill Court Limited** Cheshire Mortgage Corporation Limited Factfocus Limited Harpmanor Limited Jerrold Mortgage Corporation Limited Lancashire Mortgage Corporation Limited

Monarch Recoveries Limited

Supashow Limited

Under this method any difference arising on consolidation is treated as a reduction in reserves.

In the company's financial statements, investments in subsidiary undertakings are stated at cost less provision for any impairment. Dividends received and receivable are credited to the company's profit and loss account.

## NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 30 June 2014

#### 1. ACCOUNTING POLICIES (continued)

#### **Basis of consolidation (continued)**

As permitted by Section 408 of the Companies Act 2006, no separate profit and loss account is presented in respect of the parent company. The company's retained profit for the financial year, determined in accordance with the Act, was £nil (2013: £54.9m).

#### **Investment properties**

A valuation of investment properties is made annually as at the balance sheet date by the directors, at open market value based on previous valuations conducted by external chartered surveyors. A full valuation by an external valuer is made on a periodic basis. Changes in the market value of investment properties are accounted for by way of a movement in the revaluation reserve and are included in the statement of total recognised gains and losses unless a deficit (or its reversal) on an individual investment property is expected by the directors to be permanent, in which case the change in market value is charged/(credited) to the profit and loss account. On disposal, the cumulative revaluation surpluses or deficits are transferred from the revaluation reserve to the profit and loss account reserve.

In accordance with SSAP 19 "Accounting for Investment Properties", no depreciation or amortisation is provided in respect of freehold investment properties and leasehold investment properties with over 20 years to run. The requirement of the Companies Act 2006 is to depreciate all properties, but that requirement conflicts with the generally accepted accounting principle set out in SSAP 19. The directors consider that, as these properties are not held for consumption but for investment to depreciate them would not give a true and fair view, and that it is necessary to adopt SSAP 19 in order to give a true and fair view. If this departure from the Act had not been made the profit for the financial year would have been decreased by depreciation. However, the amount of depreciation cannot reasonably be quantified, because of the lack of analysis of the cost/value as between land and buildings.

#### Other tangible fixed assets

Tangible fixed assets are shown at cost or valuation, net of depreciation and any provision for impairment. Depreciation is provided at rates calculated to write off the cost or valuation, less estimated residual value, of each asset over its expected useful life as follows:

Fixtures and fittings

10-15 years straight-line on cost

Motor vehicles

25% reducing balance

Office equipment

5 years straight-line on cost

Computer equipment

3-5 years straight-line on cost

Residual value is calculated on prices prevailing at the date of acquisition or revaluation.

#### Investments

Fixed asset investments are stated at cost less provision for impairment. Current asset investments are stated at the lower of cost and net realisable value.

### Stocks

Stock properties are valued at the lower of cost and estimated net realisable value. Net realisable value is based on the estimated sales price after allowing for all further costs of completion and disposal.

## NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 30 June 2014

#### 1. ACCOUNTING POLICIES (continued)

#### Leases

Assets held under finance leases and other similar contracts, which confer rights and obligations similar to those attached to owned assets, are capitalised as tangible fixed assets and are depreciated over the shorter of the lease terms and their useful lives. The capital elements of future lease obligations are recorded as liabilities, while the interest elements are charged to the profit and loss account over the period of the leases to produce a constant rate of charge on the balance of capital repayments outstanding. Hire purchase transactions are dealt with similarly, except that assets are depreciated over their useful lives.

Rentals under operating leases are charged on a straight-line basis over the lease term, even if the payments are not made on such a basis. Benefits received and receivable as an incentive to sign an operating lease are similarly spread on a straight-line basis over the lease term, except where the period to the review date on which the rent is first expected to be adjusted to the prevailing market rate is shorter than the full lease term, in which case the shorter period is used.

#### Pension benefits

During the year the group operated a defined contribution scheme and made contributions to employees' personal pension schemes.

The amount charged to the profit and loss account in respect of pension costs and other post retirement benefits is the contributions payable in the year to personal pension schemes. Differences between contributions payable in the year and contributions actually paid are shown as either accruals or prepayments in the balance sheet.

#### **Taxation**

Current tax is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events that result in an obligation to pay more tax in the future or a right to pay less tax in the future have occurred at the balance sheet date. Timing differences are differences between the group's taxable profits and its results as stated in the financial statements that arise from the inclusion of gains and losses in tax assessments in periods different from those in which they are recognised in the financial statements.

Deferred tax is not recognised when fixed assets are revalued unless by the balance sheet date there is a binding agreement to sell the revalued assets and the gain or loss expected to arise on sale has been recognised in the financial statements.

Deferred tax is measured at the average tax rates that are expected to apply in the periods in which the timing differences are expected to reverse, based on tax rates and laws that have been enacted or substantively enacted by the balance sheet date. Deferred tax is measured on a non-discounted basis.

### Provisions for bad and doubtful debts

Specific provisions are made when the directors consider that the recoverability of the advance is in part or in whole doubtful. Incurred but not reported loss provisions are raised to cover losses that are judged to be present in loans and advances at the balance sheet date but which have not been specifically identified as such. Provisions for bad and doubtful debts, along with bad debt write-offs, are charged to operating profit as part of administrative expenses.

#### Loan notes

Loan notes are recognised at amortised cost net of debt issue costs. Interest and fees payable to the loan note holders during the financial period are recognised in the profit and loss account over the term of the notes using the effective interest rate method.

#### Bank loans and senior secured notes

Interest-bearing bank loans and senior secured notes are recorded at amortised cost net of direct issue costs. Finance charges are accounted for on an accruals basis in the profit and loss account and are included in Accruals and deferred income to the extent that they are not settled in the period in which they arise.

## NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 30 June 2014

### 1. ACCOUNTING POLICIES (continued)

#### Turnover and cost of sales

Turnover consists of interest recoverable on loans, fee and commission income, proceeds of stock properties disposed of, rental income and the invoiced value (excluding VAT) for goods and services supplied to third parties.

Interest income is recognised on an accruals basis. Other finance related fees receivable are credited to income when they are earned.

Income from disposal of stock properties is recognised at completion of the sale, with the related cost recognised within cost of sales.

Cost of sales includes the cost of stock properties sold during the year and direct costs of the financing business, including fees and commissions payable.

#### 2. SEGMENTAL INFORMATION

Segmental analysis of the group's turnover, results and net assets has not been disclosed as in the opinion of the directors this would be seriously prejudicial to the interests of the group.

#### 3. FINANCE CHARGES

		2014 £'000	2013 £'000
	Interest payable and similar charges		
	Bank loans, senior secured notes and loan notes	(37,411)	(35,246)
	Debt issue costs	(7,734)	(7,324)
	Other interest	(71)	(82)
		(45,216)	(42,652)
		2014 £'000	2013 £'000
	Interest receivable and similar income		
	Bank and other interest	92	91
	Other interest	23	2
		115	93
4.	PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	2014 £'000	2013 £'000
	Profit on ordinary activities before taxation is stated after charging/(crediting):	æ 000	a 000
	Depreciation of tangible fixed assets		
	Owned assets	397	776
	Held under hire purchase contracts	75	45
	Loss/(gain) on sale of investment properties	24	(5)
	Profit on sale of fixed assets	-	(4)
	Operating lease rentals		
	Land and buildings Auditor's remuneration	1,127	1,360
	Fees payable to the auditor for the audit of the company's accounts	60	46
	Fees payable to the auditor in respect of the audit of the company's		
	subsidiaries	20	16
	For non-audit services – Taxation	88	64
	For non-audit services – Other services	60	268

2014

2012

# NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 30 June 2014

## 5. TAX ON PROFIT ON ORDINARY ACTIVITIES

The tax charge comprises:

£'000
3 11,033
2) 142
11,175
5 86
(137)
56
5
11,180
32

The differences between the total current tax shown above and the amount calculated by applying the standard rate of UK corporation tax to the profit before tax are as follows:

	2014 £'000	2013 £'000
Profit on ordinary activities before tax	52,030	45,162
Tax on profit on ordinary activities at standard UK corporation tax rate of 22.5% (2013: 23.75%)	11,707	10,726
Effects of: Expenses not deductible for tax purposes Income not taxable Capital allowances in excess of depreciation Other timing differences Adjustments in respect of previous years	478 (276) (144) (1,102) (572)	395 (2) (32) (54) 142
Group current tax charge for year	10,091	11,175

# NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 30 June 2014

## 6. STAFF COSTS

The average monthly number of employees, including executive directors was:

The average monthly number of emproyees, metading executive directors was.	2014 Number	2013 Number
Management and administration		
- full time	331	326
- part time	22	23
	353	349
	2014	2013
	£'000	£'000
Their aggregate remuneration comprised:		
Wages and salaries	14,371	12,991
Social security costs	1,467	1,370
Pension costs	579	577
	16,417	14,938
Directors' remuneration:		
Emoluments	2,694	2,334
Company contributions to personal pension schemes	97	191
	2,791	2,525
	<u>2,791</u>	<u>2,52</u>

The emoluments of the highest paid director were £728,750 (2013: £728,750) including £nil (2013: £nil) of company contributions to a defined contribution pension scheme.

# NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 30 June 2014

## 7. INVESTMENT PROPERTIES

Group Valuation	Freehold investment properties £'000
At 1 July 2013 Disposals	228 (49)
At 30 June 2014	179

If investment properties had not been revalued, they would have been included in the balance sheet at £158,000 (2013: £207,000).

### 8. TANGIBLE FIXED ASSETS

Group	Fixtures, fittings, and equipment £'000	Motor vehicles £'000	Total £'000
Cost			
At 1 July 2013	4,557	887	5,444
Additions	352	431	783
Disposals	(130)	(249)	(379)
At 30 June 2014	4,779	1,069	5,848
Depreciation			
At 1 July 2013	807	503	1,310
Charge for the year	338	134	472
Disposals	(130)	(189)	(319)
At 30 June 2014	1,015	448	1,463
Net book value			
At 30 June 2014	3,764	621	4,385
At 30 June 2013	3,750	384	4,134

The net book value of tangible fixed assets includes £344,000 (2013: £262,000) in respect of assets held under hire purchase contracts.

# NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 30 June 2014

### 9. FIXED ASSET INVESTMENTS

	Group other investments £'000	Company subsidiary undertakings £'000
At 1 July 2013 and At 30 June 2014	13	10,051

## a) Subsidiary undertakings

Trading subsidiaries	Shares and voting rights	Principal activities
Auction Finance Limited	100%	Financier
Blemain Finance Limited	100%	Financier
Bridging Finance Limited	100%	Financier
Cheshire Mortgage Corporation Limited	100%	Financier
Factfocus Limited	100%	Financier and property transactions
General Allied Properties Limited	100%	Property investment
Harpmanor Limited	100%	Financier
Heywood Finance Limited	90%	Hire purchase finance
Heywood Leasing Limited	90%	Leasing finance
Jerrold FinCo PLC	100%	Financier
Jerrold Mortgage Corporation Limited	100%	Financier
Lancashire Mortgage Corporation Limited	100%	Financier
Phone-a-Loan Limited	100%	Mortgage brokerage
Spot Finance Limited	100%	Financier

Non trading subsidiaries	Shares and voting rights	Principal activities
Briar Hill Court Limited	100%	Non trading
Finance Your Property Limited	100%	Non trading
Monarch Recoveries Limited	100%	Non trading
Proactive Lending Limited (formerly		
Northwestern Properties &	100%	Non trading
Developments Limited)		
Privileged Estates Limited	100%	Non trading
Provincial & Northern Properties Limited	100%	Non trading
Supashow Limited	100%	Non trading
Dormant subsidiaries	Shares and voting rights	Principal activities

<b>Dormant subsidiaries</b>	Shares and voting rights	Principal activ
Bridging Finance.co.uk Limited	100%	Dormant
Classic Car Finance Limited	100%	Dormant
Proactive Bridging Limited	100%	Dormant
Manchester Property Investments Limited	100%	Dormant

All the above subsidiaries are incorporated in Great Britain and are registered and operate in England and Wales.

The Dormant subsidiaries have taken advantage of the exemption from audit under section 479A of the Companies Act 2006.

The above are direct holdings with the exception of Spot Finance Limited which is held by Blemain Finance Limited.

### b) Other investments

Other investments are listed investments stated at the lower of cost and net realisable value.

## NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 30 June 2014

#### 10. STOCKS

	2014 £'000	2013 £'000
Properties held for resale	1,381	1,381

### 11. DEBTORS

	Group		Company	
	2014 £'000	2013 £'000	2014 £'000	2013 £'000
Amounts falling due within one year:				
Trade debtors	362,467	289,185	_	-
Amounts owed by related companies	44	56	9	9
Other debtors	370	422	-	-
Prepayments and accrued income	2,019	2,484	-	441
	364,900	292,147	9	450
Amounts falling due after one year:				
Trade debtors	713,751	690,798	-	-
Amounts owed by group undertakings	-	-	367,914	329,185
Deferred taxation (see note 15)		1,257	-	
	713,751	692,055	367,914	329,185
	1,078,651	984,202	367,923	329,635

Trade debtors include amounts due in respect of loans provided during the normal course of business. Also included in trade debtors is an amount of £296,180 (2013: £881,205) loaned to August Blake Developments Limited, £3,770,286 (2013: £6,270,093) loaned to Sunnywood Estates Limited and £11,537,741 (2013: £10,587,505) loaned to Edgworth Developments Limited, companies in which H N Moser is a director and shareholder. These loans are on a commercial basis secured on certain assets of these companies. Amounts owed by related companies are in respect of Centrestand Limited and Sterling Property Co. Limited, companies in which H N Moser is a director and shareholder (see note 23).

The terms of the intercompany loan result in the balance not being repayable prior to 31 December 2015.

# NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 30 June 2014

## 12. CURRENT ASSET INVESTMENTS

£'000

At 1 July 2013 and at 30 June 2014

110

### 13. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	Group		Company	
	2014 £'000	2013 £'000	2014 £'000	2013 £'000
Bank loans	-	52,713	-	52,713
Obligations under hire purchase contracts	121	87	-	_
Trade creditors	1,103	747	-	-
Amounts owed to related companies	259	7	-	-
Corporation tax	5,412	5,535	-	-
Other taxation and social security	485	384	-	-
Other creditors	3,642	3,942	1	1
Accruals and deferred income	19,492	19,561	7,708	2,023
	30,514	82,976	7,709	54,737

Amounts due to related companies are in respect of Sproston Green Limited and Charles Street Commercial Investments, companies in which H.N. Moser is a director and shareholder (see note 23).

## NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 30 June 2014

#### 14. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	Group		Company	
	2014 £'000	2013 £'000	2014 £'000	2013 £'000
Bank loans	33,025	146,914	33,025	146,914
Loan notes	372,345	351,513	-	-
Senior secured notes	193,758	-	-	-
Subordinated loans	60,000	60,000	60,000	60,000
Deferred Tax (see note 15)	31	-	-	-
Amounts owed to group undertakings	-	-	199,883	6,104
Obligations under hire purchase contracts	83	96	_	-
	659,242	558,523	292,908	213,018
Borrowings are repayable as follows:				
5 1 7	2014	2013	2014	2013
	£'000	£'000	£'000	£'000
Within one year	121	54,087	-	54,000
Between one and two years	35,069	506,950	35,000	150,500
Between two and five years	580,282	60,022	-	60,000
Greater than five years	60,000	-	60,000	-
Debt issue costs	(16,140)	(9,736)	(1,975)	(4,873)
	659,332	611,323	93,025	259,627

In September 2013 Jerrold Fin Co PLC (a subsidiary of Jerrold Holdings Limited) issued and closed an offering of £200m Senior Secured Notes repayable in 2018. The proceeds were used to repay the amount drawn on the parent company's syndicated loan facility ("bank loans") and to provide additional funding capacity for the Group. At the same time the syndicated loan facility was reduced from £191m to £100m, of which £35m was drawn as at 30 June 2014. Bank loans and senior secured notes are shown net of prepaid fees which are being amortised over the expected duration of the facility and term of the notes respectively.

The loan notes are provided through a securitisation vehicle. They are transacted at market value and carry a fixed rate discount. They are secured on specific loan assets. The loan notes were extended on the 10 April 2014 to 31 January 2018, conditional upon receiving a prescribed rating by 31 December 2014, with the facility being increased from £373m to £435m and no principle repayments due until 31 January 2017. The balance of £372.3m above is net of prepaid fees which are being amortised over the expected duration of the facility.

Of the subordinated loans, £40m is due to 'D.L. Moser Family Settlement Trust', £8m is due to H.N. Moser, £9.9m is due to Equistone Partners Europe Limited and £2.1m is due to Standard Life Investments. These parties are all related to the Group by way of shareholdings in Jerrold Holdings Limited. All amounts are repayable on 15 September 2021. Interest is charged at a rate of 3% above base rate per annum.

# NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 30 June 2014

## 15. DEFERRED TAXATION

Group	£'000
Deferred tax asset/(liability)	
At 1 July 2013	1,257
Charged to profit and loss account	(1,288)
At 30 June 2014	(31)

The group has an unrecognised deferred tax liability of £4,763 (2013: £5,028) on the revaluation of properties.

Deferred tax asset is recognised as follows:

	2014 £'000	2013 £'000
Accelerated capital allowances Other timing differences	(139) 108	(4) 1,261
Deferred tax (liability)/asset	(31)	1,257

## 16. CALLED UP SHARE CAPITAL

	2014 £'000	2013 £'000
Authorised		
2,744,974 B1 ordinary shares of 49.9 pence each	1,370	1,370
6,404,938 B2 ordinary shares of 49.9 pence each	3,196	3,196
154,690 C1 ordinary shares of 1 pence each	1	1
696,049 C2 ordinary shares of 1 pence each	7	7
64,250 C3 ordinary shares of 1 pence each	1	1
22 A deferred ordinary shares of 0.1 pence each	-	-
10,850,092 A preferred ordinary shares of 50 pence each	5,425	5,425
	10,000	10,000
Issued, allotted and fully paid		
2,744,974 B1 ordinary shares of 49.9 pence each	1,370	1,370
6,404,938 B2 ordinary shares of 49.9 pence each	3,196	3,196
131,202 C1 ordinary shares of 1 pence each	1	1
696,049 C2 ordinary shares of 1 pence each	7	7
64,250 C3 ordinary shares of 1 pence each	1	1
13 A deferred ordinary shares of 0.1 pence each	-	-
10,405,653 A preferred ordinary shares of 50 pence each	5,203	5,203
	9,778	9,778
	***	

# NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 30 June 2014

## 17. RESERVES

		Share premium £'000	Merger reserve £'000	Capital redemption reserve £'000	Revaluation reserve £'000	Profit and loss account £'000	Total £'000
	Group At 1 July 2013	17,527	(9,645)	1,300	21	341,934	351,137
	Retained profit for the financial year		-		-	40,644	40,644
	At 30 June 2014	17,527	(9,645)	1,300	21	382,578	391,781
				Share premium £'000		Profit and loss account £'000	Total £'000
	Company At 1 July 2013 Retained profit for the finance	ial year		17,527	1,300	58,558	77,385
	At 30 June 2014			17,527	1,300	58,558	77,385
18.	RECONCILIATION OF M	OVEMENTS	IN GROU	P SHAREHOI	LDERS' FUND	OS	
						2014 £'000	2013 £'000
	Retained profit for the financ Opening shareholders' funds	ial year			_	40,644 360,915	33,959 326,956
	Closing shareholders' funds				=	401,559	360,915
19.	MINORITY INTERESTS						
							£'000
	At 1 July 2013 Profit on ordinary activities a	fter taxation					246
	At 30 June 2014						253

# NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 30 June 2014

## 20. CASH FLOW INFORMATION

a)	Reconciliation	of o	operating	profit t	o net	cash	inflow	from	operating activities

a) Reconcination of operating profit to her cash inflow	mom operan	ng activities		
			2014 £'000	2013 £'000
Operating profit			97,155	87,716
Depreciation of tangible fixed assets			472	821
Profit on disposal of tangible fixed assets			-	(4)
Profit on disposal of current asset investments			- (0.6.1.10)	(3)
(Increase)/decrease in debtors			(96,148)	36,417
Decrease in creditors			(5,142)	(1,033)
Net cash (outflow)/inflow from operating activities			(3,663)	123,914
b) Analysis of net debt				
	At 1 July 2013 £'000	Cash flow £'000	Other non- cash changes £'000	At 30 June 2014 £'000
Cash at bank and in hand	12,592	(5,743)		6,849
Finance leases	(183)	121	(141)	(203)
Debt due within 1 year	(52,710)	(54,393)	107,103	_
Debt due after 1 year	(558,431)	-	(100,700)	(659,131)
Current asset investments	110			110
	(611,214)	(54,272)	6,262	(659,224)
Net debt	(598,622)	(60,015)	6,262	(652,375)
c) Reconciliation of net cash flow to movement in net	debt			
			2014 £'000	2013 £'000
Decrease in cash in year			5,743	32,650
Cash inflow/(outflow) from increase/decrease in debt	and lease fina	incing	54,272	(85,135)
Cash inflow from movements in current asset investm	ents			4
Change in net debt resulting from cash flows			60,015	(52,481)
New finance leases			141	243
Non-cash movements			(6,403)	
Movement in net debt in year			53,753	(61,977)
Net debt, beginning of year			598,622	660,599
Net debt, end of year			652,375	598,622

# NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 30 June 2014

## 20. CASH FLOW INFORMATION (continued)

d) Analysis of cash flows

	2014 £'000	2013 £'000
Returns on investments and servicing of finance		
Interest received	92	93
Refinancing costs	(13,655)	(17,348)
Dividends received	1	-
Interest paid	(32,021)	(38,053)
Net cash outflow from returns on investments and servicing of finance	(45,583)	(55,308)
	2014 £'000	2013 £'000
Capital expenditure and financial investment		
Purchase of tangible fixed assets	(641)	(2,274)
Sales of tangible fixed assets	60	36
Sales of investment properties	25	11
Net cash outflow from capital expenditure and financial investments	(556)	(2,227)
	2014 £'000	2013 £'000
Management of liquid resources Sale of current asset investments	-	4
	2014	2013
T1 .	£'000	£'000
Financing Proceeds from new/(repayment of) borrowings	54,393	(85,026)
Capital element of finance lease payments	(121)	(109)
Net cash inflow/(outflow) from financing	54,272	(85,135)

## NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 30 June 2014

#### 21. GUARANTEES AND FINANCIAL COMMITMENTS

#### **Capital commitments**

There are group capital expenditure commitments of £nil at 30 June 2014 (2013: £nil).

#### **Operating lease commitments**

The payments which the group is committed to make in the next year under an operating lease are as follows:

	2014 £'000	2013 £'000
Land and buildings, lease expiring: - within one year	-	59
- after five years	1,046	1,046
	1,046	1,105

#### 22. PENSION ARRANGEMENTS

The group operated a defined contribution scheme for which the pension cost charge for the year amounted to £nil (2013: £nil).

Furthermore, the group contributes to employees personal pension plans. The total cost for the year amounted to £578,584 (2013: £576,787).

### 23. RELATED PARTY TRANSACTIONS

H.N. Moser is a director and shareholder of the company. Blemain Finance Limited, a wholly owned subsidiary of the company, is the principal employer of The Blemain Finance Pension Fund of which H.N. Moser is a trustee and beneficiary. During the year, Blemain Finance Limited entered into transactions, in the ordinary course of business, with The Blemain Finance Pension Fund as follows:

	£'000	£'000
Operating lease costs – Land and buildings Payments to The Blemain Finance Pension Fund		300 (300)
		_
Amounts due from The Blemain Finance Pension Fund	-	-

2014

# NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 30 June 2014

## 23. RELATED PARTY TRANSACTIONS (continued)

The companies listed below are deemed to be related parties with the Group as they are owned by H.N. Moser or the Moser family. The following balances with related parties existed at the year end:

	Balances due to		Balances due from	
Group	2014 £'000	2013 £'000	2014 £'000	2013 £'000
Sproston Green Limited	7	7	-	-
Centrestand Limited	-	-	25	19
Charles Street Commercial Investments Ltd	252	-	2	-
Sterling Property Co. Limited		-	17	37
	259	7	44	56

Group transactions with related parties during the year were as follows:

	2014 £'000	2013 £'000
Operating lease costs – Land and buildings due to Bracken House Properties LLP	1,106	1,025
Insurance costs due to Bracken House Properties LLP	25	28
Payments from the Group to Bracken House Properties LLP	(1,124)	(1,337)
Introduction fees due from Charles Street Commercial Investments Ltd	(121)	(231)
Introduction fees paid by Charles Street Commercial Investments Ltd	121	231
Service charges and costs paid on behalf of Charles Street Commercial		
Investments Ltd, Centrestand Limited and Sterling Property Co. Limited	(437)	(11)
Receipts in the Group on behalf of Charles Street Commercial Investments Ltd	367	-
Receipts in Charles Street Commercial Investments Ltd on behalf of the Group	(60)	-
Repayments from the Group to Charles Street Commercial Investments Ltd	(58)	(18)
Repayments to the Group from Charles Street Commercial Investments Ltd, and		
Sterling Property Co. Limited	452	47
	271	(266)

## NOTES TO THE FINANCIAL STATEMENTS (continued) Year ended 30 June 2014

#### 23. RELATED PARTY TRANSACTIONS (continued)

#### Group (continued)

Prepayments and accrued income (see note 11) include an amount of £277,000 relating to a prepayment of operating lease rentals and insurance costs. Lease commitments of £1,046,000 (see note 21) are between Jerrold Holdings Limited and Bracken House Properties LLP.

Sterling Property Co. Limited provide property management services for properties repossessed or placed into LPA receivership by the Group. During the year, property management fees paid to Sterling Property Co. Limited for these services was £379,121 (2013: £562,000). These fees are applied to customer loan accounts and are not incurred by the Group.

Included in trade debtors (see note 11) is an amount of £296,180 (2013: £881,205) loaned to August Blake Developments Limited, £3,770,286 (2013: £6,270,093) loaned to Sunnywood Estates Limited and £11,537,741 (2013: £10,587,505) loaned to Edgworth Developments Limited, companies in which H N Moser is a director and shareholder. These loans are on a commercial basis secured on certain assets of these companies.

	Balances due from		
Company	2014 £'000	2013 £'000	
Sterling Property Co. Limited	9	9	

There were no company transactions with related parties during the current or previous year.

#### 24. CONTROLLING PARTY

Mr. H.N. Moser, a director of Jerrold Holdings Limited, and members of his close family, control the company as a result of controlling directly or indirectly 70% of the voting rights of Jerrold Holdings Limited.