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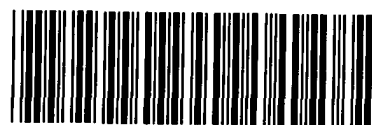
Registered number: 01416708

CARGO MARKETING SERVICES LIMITED

ANNUAL REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2019

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CARGO MARKETING SERVICES LIMITED

COMPANY INFORMATION

Directors	Mr M R Frearson Mrs T L Bennett
Company secretary	Mrs T L Bennett
Registered number	01416708
Registered office	Ocean House Marston Park Tamworth Staffordshire B78 3HU
Independent auditors	BDO LLP Statutory Auditor Two Snowhill Birmingham B4 6GA

CARGO MARKETING SERVICES LIMITED

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CARGO MARKETING SERVICES LIMITED

GROUP STRATEGIC REPORT FOR THE YEAR ENDED 31 MARCH 2019

The directors present their group strategic report for the year ended 31 March 2019.

Principal activity

The principal activity of the group and the company during the year was the provision of freight forwarding services.

Business review

The first quarter of the 2018/2019 financial year saw the Cargo Marketing Services ("CMS") group take a 60% controlling share in 'International Cargo Centre Limited ("ICC") a warehousing CFS in Rainham Essex.

Our Shareholding partner is Anglia Forwarding who were recently bought by Xpediator PLC based in Braintree Essex who own various other freight and logistic Companies. Delamode is one of these owned by Xpediator.

We had entered into the agreement with Xpediator on the basis of the group bringing into ICC an extra £300K of revenue per annum from Delamode but very quickly it was realised that this commitment from them was greatly exaggerated.

The integration of ICC into the CMS Group was far more challenging than ever imagined and a great deal of senior resource, from Director Level through to I.T and day to day decision making was absorbed by the project.

The challenges for ICC and the conflict between shareholders, due to financial commitments by Delamode that were not happening has been an unpleasant distraction from the three core businesses of the CMS Group.

The Import and Export Industry continues to face uncertainty due to BREXIT and although our group does not operate in Europe there is undoubtedly a global nervousness in future orders.

Although the CMS and MSL gross profit was lower than previous years, the performance is still stable and more of a realistic level compared to the recent over achievements.

It is extremely pleasing to see that Auto Box Logistics Limited ("ABL") has cemented its position in the auto industry and has strengthened its business particularly due to the success with the Cyprus market which has boosted turnover and profit to a very respectable level.

Going into the 2019/20 year we will be talking to our share partners of ICC to find a solution to the situation which will allow us to get back to our main focus and concentration of CMS, MSL and ABL.

Financial key performance indicators

The performance indicators used by the group are primarily gross profit and turnover. However, we also pay particular attention to cash levels.

Group turnover increased by 4.7% from £31,802,949 to £33,289,367 during the year. Despite the increase in turnover, gross profit has reduced to £6,480,933 compared to £6,610,757 in the previous year. The group achieved a gross margin percentage this year at 19.5% compared to that of 20.9% in 2018.

The group has reported positive operating cash flows of £74,706 (2018 - £411,356) and an overall increase in cash of £93,752 (2018 - £360,294). The group continues to hold health cash reserves at the Balance Sheet date.

CARGO MARKETING SERVICES LIMITED

**GROUP STRATEGIC REPORT (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2019**

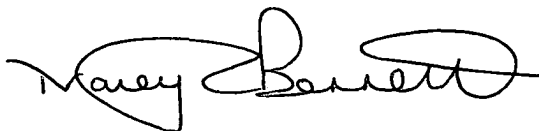
Principal risks and uncertainties

The group is exposed to moderate level of price risk, credit risk, liquidity risk and cash flow risk. The group manages these by financing its operations through retain profits, and its own cash reserves.

The management objectives are to retain sufficient liquid funds to enable it to meet its day to day requirements, minimise the group's risk to fluctuating interest rates and rate of foreign exchange movements. Trade debtors are managed by a strict credit control policy; agreed payment terms along with official credit limit checks.

The group makes little use of financial instruments other than an operational bank account, so its exposure to the above risks are not really material for the assessment of the assets, liabilities, financial position and the profit or loss of the group.

This report was approved by the board on 14 October 2019 and signed on its behalf.

A handwritten signature in black ink, appearing to read 'Mrs T L Bennett', with a stylized, flowing script.

Mrs T L Bennett
Director

CARGO MARKETING SERVICES LIMITED

DIRECTORS' REPORT FOR THE YEAR ENDED 31 MARCH 2019

The directors present their report and the financial statements for the year ended 31 March 2019.

Directors' responsibilities statement

The directors are responsible for preparing the Group Strategic Report, the Directors' Report and the consolidated 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 applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'. 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 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 for the group's financial statements and then apply them consistently;
- make judgements 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 group 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 the group and to 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 the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Results and dividends

The profit for the year, after taxation and minority interests, amounted to £285,944 (2018 - £457,655).

No dividends were paid by the company in the year (2018 - £Nil). The directors do not recommend a final dividend.

Directors

The directors who served during the year were:

Mr M R Frearson
Mrs T L Bennett

Strategic report

Information as required by schedule 7 of the Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008 has been included in the Group Strategic Report.

CARGO MARKETING SERVICES LIMITED

**DIRECTORS' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2019**

Disclosure of information to auditors

Each of the persons who are directors at the time when this Directors' Report is approved has confirmed that:

- so far as the director is aware, there is no relevant audit information of which the company and the group's auditors are unaware, and
- the director has taken all the steps that ought to have been taken as a director in order to be aware of any relevant audit information and to establish that the company and the group's auditors are aware of that information.

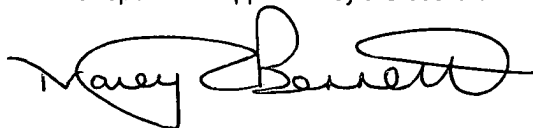
Post balance sheet events

There have been no significant events affecting the group since the year end.

Auditors

On 1 February 2019 Moore Stephens LLP merged its business with BDO LLP. As a result, Moore Stephens LLP has resigned as auditor and the directors have appointed BDO LLP as auditor in their place. BDO LLP has indicated its willingness to continue in office.

This report was approved by the board on 14 October 2019 and signed on its behalf.



Mrs T L Bennett
Director

CARGO MARKETING SERVICES LIMITED

INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF CARGO MARKETING SERVICES LIMITED

Opinion

We have audited the financial statements of Cargo Marketing Services Limited for the year ended 31 March 2019, which comprise of the Consolidated Statement of Comprehensive Income, the Consolidated and Company Balance Sheets, the Consolidated Statement of Cash Flows, the Consolidated and Company Statement of Changes in Equity and the related notes, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the group's and of the parent company's affairs as at 31 March 2019 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.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We are independent of the group in accordance with the ethical requirements that are relevant to our audit of the financial statements in the United Kingdom, including the Financial Reporting Council's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the group's or the parent company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

CARGO MARKETING SERVICES LIMITED

INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF CARGO MARKETING SERVICES LIMITED (CONTINUED)

Other information

The directors are responsible for the other information. The other information comprises the information included in the Annual Report, other than the financial statements and our Auditors' Report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Opinion on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Group Strategic Report and the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Group Strategic Report and the Directors' Report have been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the group and the parent company and its environment obtained in the course of the audit, we have not identified material misstatements in the Group Strategic Report or the Directors' Report.

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept by the parent company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent company 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.

CARGO MARKETING SERVICES LIMITED

INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF CARGO MARKETING SERVICES LIMITED (CONTINUED)

Responsibilities of directors

As explained more fully in the Directors' Responsibilities Statement on page 3, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the group's and the parent company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the group or the parent company or to cease operations, or have no realistic alternative but to do so.

Auditors' responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an Auditors' Report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: www.frc.org.uk/auditorsresponsibilities. This description forms part of our Auditors' Report.

Use of our report

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.



Paul Fenner (Senior Statutory Auditor)

for and on behalf of
BDO LLP

Statutory Auditor

Two Snowhill
Birmingham
B4 6GA

18 October 2019

BDO LLP is a limited liability partnership registered in England and Wales (with registered number OC305127).

CARGO MARKETING SERVICES LIMITED

**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 MARCH 2019**

	Note	2019 £	2018 £
Turnover	4	33,289,367	31,802,949
Cost of sales		(26,808,434)	(25,192,192)
Gross profit		6,480,933	6,610,757
Administrative expenses		(6,155,497)	(5,935,576)
Other operating charges	5	-	(77,150)
Operating profit	6	325,436	598,031
Interest receivable and similar income	9	21,465	13,733
Profit before taxation		346,901	611,764
Tax on profit	10	(151,862)	(129,275)
Profit for the financial year		195,039	482,489
Profit/(loss) for the year attributable to:			
Non-controlling interests		(90,905)	24,834
Owners of the parent company		285,944	457,655
		195,039	482,489

There was no other comprehensive income for 2019 (2018 - £Nil).

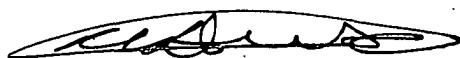
The notes on pages 14 to 34 form part of these financial statements.

CARGO MARKETING SERVICES LIMITED
REGISTERED NUMBER: 01416708

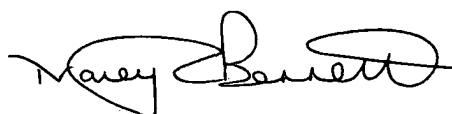
CONSOLIDATED BALANCE SHEET
AS AT 31 MARCH 2019

	Note	2019 £	2019 £	2018 £	2018 £
Fixed assets					
Intangible assets	11		45,347		54,170
Tangible assets	12		1,132,980		1,254,103
Investments	13		240,000		240,000
			<u>1,418,327</u>		<u>1,548,273</u>
Current assets					
Stocks		5,182		-	
Debtors: amounts falling due within one year	15	6,164,182		6,683,072	
Cash at bank and in hand	16	2,919,130		2,825,378	
		<u>9,088,494</u>		<u>9,508,450</u>	
Creditors: amounts falling due within one year	17	(5,118,979)		(5,931,798)	
Net current assets			<u>3,969,515</u>		<u>3,576,652</u>
Total assets less current liabilities			<u>5,387,842</u>		<u>5,124,925</u>
Provisions for liabilities					
Deferred taxation	18		(49,932)		(33,410)
Net assets			<u><u>5,337,910</u></u>		<u><u>5,091,515</u></u>
Capital and reserves					
Called up share capital	20		450,900		450,900
Share premium account	21		85,991		85,991
Capital redemption reserve	21		600		600
Profit and loss account	21		4,647,611		4,361,667
Equity attributable to owners of the parent company			<u>5,185,102</u>		<u>4,899,158</u>
Non-controlling interests			152,808		192,357
			<u><u>5,337,910</u></u>		<u><u>5,091,515</u></u>

The financial statements were approved and authorised for issue by the board and were signed on its behalf on 14 October 2019.



Mr M R Frearson
Director



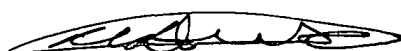
Mrs T L Bennett
Director

CARGO MARKETING SERVICES LIMITED
REGISTERED NUMBER: 01416708

COMPANY BALANCE SHEET
AS AT 31 MARCH 2019

	Note	2019 £	2019 £	2018 £	2018 £
Fixed assets					
Tangible assets	12		817,782		797,156
Investments	13		543,289		543,289
			<u>1,361,071</u>		<u>1,340,445</u>
Current assets					
Debtors: amounts falling due within one year	15	4,872,904		4,980,419	
Cash at bank and in hand	16	2,066,852		2,148,804	
		<u>6,939,756</u>		<u>7,129,223</u>	
Creditors: amounts falling due within one year	17	(3,654,300)		(3,884,099)	
Net current assets			<u>3,285,456</u>		<u>3,245,124</u>
Total assets less current liabilities			<u>4,646,527</u>		<u>4,585,569</u>
Provisions for liabilities					
Deferred taxation	18		(11,277)		(1,861)
Net assets			<u><u>4,635,250</u></u>		<u><u>4,583,708</u></u>
Capital and reserves					
Called up share capital	20		450,900		450,900
Share premium account	21		85,991		85,991
Capital redemption reserve	21		100		100
Profit and loss account brought forward		4,046,717		3,598,603	
Profit for the year		51,542		448,114	
		<u></u>		<u></u>	
Profit and loss account carried forward			4,098,259		4,046,717
			<u><u>4,635,250</u></u>		<u><u>4,583,708</u></u>

The financial statements were approved and authorised for issue by the board and were signed on its behalf on 14 October 2019.



Mr M R Frearson
Director



Mrs T L Bennett
Director

The notes on pages 14 to 34 form part of these financial statements.

CARGO MARKETING SERVICES LIMITED

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 MARCH 2019

	Called up share capital £	Share premium account £	Capital redemption reserve £	Profit and loss account £	Equity attributable to owners of parent company £	Non- controlling interests £	Total equity £
At 1 April 2017	450,900	85,991	600	3,904,012	4,441,503	167,523	4,609,026
Comprehensive income for the year							
Profit for the year	-	-	-	457,655	457,655	24,834	482,489
Total comprehensive income for the year	-	-	-	457,655	457,655	24,834	482,489
At 1 April 2018	450,900	85,991	600	4,361,667	4,899,158	192,357	5,091,515
Comprehensive income for the year							
Profit for the year	-	-	-	285,944	285,944	(90,905)	195,039
Total comprehensive income for the year	-	-	-	285,944	285,944	(90,905)	195,039
Non-controlling interest arising on acquisition (see note 22)	-	-	-	-	-	51,356	51,356
At 31 March 2019	450,900	85,991	600	4,647,611	5,185,102	152,808	5,337,910

CARGO MARKETING SERVICES LIMITED

**COMPANY STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 MARCH 2019**

	Called up share capital £	Share premium account £	Capital redemption reserve £	Profit and loss account £	Total equity £
At 1 April 2017	450,900	85,991	100	3,598,603	4,135,594
Comprehensive income for the year					
Profit for the year	-	-	-	448,114	448,114
Total comprehensive income for the year	-	-	-	448,114	448,114
At 1 April 2018	450,900	85,991	100	4,046,717	4,583,708
Comprehensive income for the year					
Profit for the year	-	-	-	51,542	51,542
Total comprehensive income for the year	-	-	-	51,542	51,542
At 31 March 2019	450,900	85,991	100	4,098,259	4,635,250

CARGO MARKETING SERVICES LIMITED

**CONSOLIDATED STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 31 MARCH 2019**

	2019 £	2018 £
Cash flows from operating activities		
Profit for the financial year	195,039	482,489
Adjustments for:		
Amortisation of intangible assets	16,789	8,823
Depreciation of tangible assets	122,075	81,057
Loss on disposal of investments	-	77,150
(Profit)/loss on disposal of tangible assets	(243)	23,490
Interest received	(21,465)	(13,733)
Taxation charge	151,862	129,275
Increase in stocks	(4,020)	-
Decrease/(increase) in debtors	667,110	(1,980,207)
(Decrease)/increase in creditors	(907,870)	1,738,984
Corporation tax paid	(144,571)	(137,972)
Net cash generated from operating activities	74,706	409,356
Cash flows from investing activities		
Purchase of tangible fixed assets	(121,620)	(403,001)
Sale of tangible fixed assets	164,487	-
Sale of share in joint ventures	-	340,206
Interest received	21,465	13,733
Net cash outflow on acquisition of subsidiary	(45,286)	-
Net cash from investing activities	19,046	(49,062)
Net increase in cash and cash equivalents	93,752	360,294
Cash and cash equivalents at beginning of year	2,825,378	2,465,084
Cash and cash equivalents at the end of year	2,919,130	2,825,378
Cash and cash equivalents at the end of year comprise:		
Cash at bank and in hand	2,919,130	2,825,378

CARGO MARKETING SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2019

1. General information

Cargo Marketing Services Limited is a company limited by shares, incorporated in England & Wales and domiciled in England.

The company's registered number is 01416708 and its registered office is Ocean House, Marston Park, Tamworth, Staffordshire, B78 3HU.

The principal activity of the group and the company during the year was the provision of freight forwarding services.

2. Accounting policies

2.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention unless otherwise specified within these accounting policies and in accordance with Financial Reporting Standard 102, the Financial Reporting Standard applicable in the UK and the Republic of Ireland and the Companies Act 2006.

The functional and presentation currency for the company and the group is Sterling. The financial statements have been rounded to the nearest £1.

The preparation of financial statements in compliance with FRS 102 requires the use of certain critical accounting estimates. It also requires group management to exercise judgement in applying the group's accounting policies (see note 3).

The company has taken advantage of the exemption allowed under section 408 of the Companies Act 2006 and has not presented its own Statement of Comprehensive Income in these financial statements.

The following principal accounting policies have been applied:

2.2 Basis of consolidation

The consolidated financial statements present the results of the group and its own subsidiaries ("the group") as if they form a single entity. Intercompany transactions and balances between group companies are therefore eliminated in full.

The consolidated financial statements incorporate the results of business combinations using the purchase method. In the Balance Sheet, the acquiree's identifiable assets, liabilities and contingent liabilities are initially recognised at their fair values at the acquisition date. The results of acquired operations are included in the Consolidated Statement of Comprehensive Income from the date on which control is obtained. They are deconsolidated from the date control ceases.

2.3 Joint venture

Where a group company is party to a joint arrangement, which is not an entity, the company accounts directly for its part of the income and expenditure, assets, liabilities and cash flows. Such arrangements are reported in the consolidated financial statements on the same basis.

CARGO MARKETING SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2019

2. Accounting policies (continued)

2.4 Turnover

The turnover shown in the Profit and Loss Account represents amounts invoiced during the year, exclusive of Value Added Tax. Sales are recognised at the point at which the company has fulfilled its contractual obligations to the customer.

2.5 Intangible assets

Goodwill

Goodwill represents the difference between amounts paid on the cost of a business combination and the acquirer's interest in the fair value of the group's share of its identifiable assets and liabilities of the acquiree at the date of acquisition. Subsequent to initial recognition, Goodwill is measured at cost less accumulated amortisation and accumulated impairment losses. Goodwill is amortised on a straight line basis to the Profit and Loss Account over its useful economic life.

Amortisation

Amortisation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset.

The estimated useful lives range as follows:

Goodwill	-	10	years
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2.6 Tangible fixed assets

Tangible fixed assets under the cost model are stated at historical cost less accumulated depreciation and any accumulated impairment losses. Historical cost includes expenditure that is directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management.

Land is not depreciated. Depreciation on other assets is charged so as to allocate the cost of assets less their residual value over their estimated useful lives, using the straight-line method.

Depreciation is provided on the following basis:

Freehold land and buildings	- 2.5% straight line basis
Plant and machinery	- 10% straight line basis
Motor vehicles	- 25% straight line basis
Equipment, fixtures and fittings	- 5 - 25% straight line basis
Computer equipment	- 5 - 25% straight line basis

The assets' residual values, useful lives and depreciation methods are reviewed, and adjusted prospectively if appropriate, or if there is an indication of a significant change since the last reporting date.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised in the Profit and Loss Account.

CARGO MARKETING SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2019

2. Accounting policies (continued)

2.7 Investments

Investments held as fixed assets are shown at fair value.

2.8 Stocks

Stocks are stated at the lower of cost and net realisable value, being the estimated selling price less costs to complete and sell. Cost is based on the cost of purchase on a weighted average basis. Work in progress and finished goods include labour and attributable overheads.

At each balance sheet date, stocks are assessed for impairment. If stock is impaired, the carrying amount is reduced to its selling price less costs to complete and sell. The impairment loss is recognised immediately in the Profit or Loss Account.

2.9 Debtors

Short term debtors are measured at transaction price, less any impairment. Loans receivable are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method, less any impairment.

2.10 Cash and cash equivalents

Cash is represented by cash in hand and deposits with financial institutions repayable without penalty on notice of not more than 24 hours. Cash equivalents are highly liquid investments that mature in no more than three months from the date of acquisition and that are readily convertible to known amounts of cash with insignificant risk of change in value.

In the Consolidated Statement of Cash Flows, cash and cash equivalents are shown net of bank overdrafts that are repayable on demand and form an integral part of the group's cash management.

A company Statement of Cash Flows has not been presented in these financial statements on the basis that the Consolidated Statement of Cash Flows includes this information.

2.11 Financial instruments

The group only enters into basic financial instruments transactions that result in the recognition of financial assets and liabilities like trade and other accounts receivable and payable, loans from banks and other third parties and loans to related parties.

Debt instruments (other than those wholly repayable or receivable within one year), including loans and other accounts receivable and payable, are initially measured at present value of the future cash flows and subsequently at amortised cost using the effective interest method.

Financial assets that are measured at cost and amortised cost are assessed at the end of each reporting period for objective evidence of impairment. If objective evidence of impairment is found, an impairment loss is recognised in the Profit and Loss Account.

For financial assets measured at amortised cost, the impairment loss is measured as the difference between an asset's carrying amount and the present value of estimated cash flows discounted at the asset's original effective interest rate. If a financial asset has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate under the contract.

CARGO MARKETING SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2019

2. Accounting policies (continued)

2.12 Creditors

Short term creditors are measured at the transaction price. Other financial liabilities, including bank loans, are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method.

2.13 Foreign currency translation

Functional and presentation currency

The company's functional and presentational currency is GBP.

Transactions and balances

Foreign currency transactions are translated into the functional currency using the spot exchange rates at the dates of the transactions.

At each period end foreign currency monetary items are translated using the closing rate. Non-monetary items measured at historical cost are translated using the exchange rate at the date of the transaction and non-monetary items measured at fair value are measured using the exchange rate when fair value was determined.

Foreign exchange gains and losses resulting from the settlement of transactions and from the translation at period-end exchange rates of monetary assets and liabilities denominated in foreign currencies, are recognised in the Profit and Loss Account except when deferred in other comprehensive income as qualifying cash flow hedges.

On consolidation, the results of overseas operations are translated into Sterling at rates approximating to those ruling when the transactions took place. All assets and liabilities of overseas operations are translated at the rate ruling at the reporting date. Exchange differences arising on translating the opening net assets at opening rate and the results of overseas operations at actual rate are recognised in other comprehensive income.

2.14 Operating leases: the group as lessee

Rentals paid under operating leases are charged to the Profit and Loss Account on a straight line basis over the lease term.

2.15 Pensions

Defined contribution pension plan

The group operates a defined contribution plan for its employees. A defined contribution plan is a pension plan under which the group pays fixed contributions into a separate entity. Once the contributions have been paid the group has no further payment obligations.

The contributions are recognised as an expense in the Profit and Loss Account when they fall due. Amounts not paid are shown in accruals as a liability in the Balance Sheet. The assets of the plan are held separately from the group in independently administered funds.

CARGO MARKETING SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2019

2. Accounting policies (continued)

2.16 Current and deferred taxation

The tax expense for the year comprises current and deferred tax. Tax is recognised in the Profit and Loss Account, except that a charge attributable to an item of income and expense recognised as other comprehensive income or to an item recognised directly in equity is also recognised in other comprehensive income or directly in equity respectively.

The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the balance sheet date in the countries where the company and the group operate and generate income.

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the Balance Sheet date, except that:

- The recognition of deferred tax assets is limited to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits; and
- Any deferred tax balances are reversed if and when all conditions for retaining associated tax allowances have been met.

Deferred tax balances are not recognised in respect of permanent differences except in respect of business combinations, when deferred tax is recognised on the differences between the fair values of assets acquired and the future tax deductions available for them and the differences between the fair values of liabilities acquired and the amount that will be assessed for tax. Deferred tax is determined using tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

3. Judgements in applying accounting policies and key sources of estimation uncertainty

In preparing the financial statements, management is required to make estimates and assumptions which affect reported income, expenses, assets, liabilities and disclosure of contingent assets and liabilities. Use of available information and application of judgement are inherent in the formation of estimates, together with past experience and expectations for future events that we believed to be reasonable under the circumstances. Actual results in the future could differ from such estimates.

The nature of this business is that whilst estimates and judgements are required in certain areas, for example around prepayments and accruals, none are considered to be critical or key estimates.

CARGO MARKETING SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2019**

4. Turnover

The turnover and profit before tax are attributable to the one principal activity of the group.

Analysis of turnover by country of destination:

	2019 £	2018 £
United Kingdom	29,408,148	28,622,276
Overseas	3,881,219	3,180,673
	<u>33,289,367</u>	<u>31,802,949</u>

5. Other operating charges

	2019 £	2018 £
Loss on disposal of investments in joint venture	-	77,150

6. Operating profit

The operating profit is stated after charging/(crediting):

	2019 £	2018 £
Depreciation of tangible fixed assets	122,075	81,057
Amortisation of intangible assets, including goodwill	16,789	8,823
(Profit)/Loss on disposal of fixed assets	(243)	23,490
Loss on disposal of fixed asset investments	-	77,150
Fees payable to the group's auditor for the audit of the company's annual financial statements	25,000	22,500
Fees payable to the group's auditors for other services to the group:		
- The audit of the group's subsidiaries pursuant to legislation	13,000	6,500
- Taxation compliance services	4,250	3,250
- Accountancy services	3,500	2,750
Foreign exchange (gain)/loss	(39,740)	216,248
Operating lease costs - land and buildings	233,553	95,840
Operating lease costs - other	10,649	11,170
Defined contribution pension cost	189,077	168,947

CARGO MARKETING SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2019**

7. Employees

Staff costs, including directors' remuneration, were as follows:

	Group 2019 £	<i>Group 2018 £</i>	Company 2019 £	<i>Company 2018 £</i>
Wages and salaries	4,084,065	3,606,634	3,152,087	3,157,601
Social security costs	452,555	391,336	349,076	354,365
Cost of defined contribution scheme	189,077	168,947	175,252	166,093
	<u>4,725,697</u>	<u>4,166,917</u>	<u>3,676,415</u>	<u>3,678,059</u>

The average monthly number of employees, including the directors, during the year was as follows:

	2019 No.	<i>2018 No.</i>
Administration	11	11
Management	2	2
Operations	64	60
Sales	5	5
	<u>82</u>	<u>78</u>

8. Directors' remuneration

	2019 £	<i>2018 £</i>
Directors' emoluments	880,456	750,720
Company contributions to defined contribution pension schemes	20,000	20,000
	<u>900,456</u>	<u>770,720</u>

During the year retirement benefits were accruing to 2 directors (2018 - 2) in respect of defined contribution pension schemes.

The highest paid director received remuneration of £460,350 (2018 - £387,190).

The value of the company's contributions paid to a defined contribution pension scheme in respect of the highest paid director amounted to £10,000 (2018 - £10,000).

CARGO MARKETING SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2019**

9. Interest receivable

	2019	2018
	£	£
Other interest receivable	21,465	13,733

10. Taxation

	2019	2018
	£	£
Corporation tax		
Current tax on profits for the year	125,000	148,336
Adjustments in respect of previous periods	19,372	(21,070)
Total current tax	144,372	127,266
Deferred tax		
Origination and reversal of timing differences	8,441	3,727
Changes to tax rates	(951)	(1,718)
Total deferred tax	7,490	2,009
Taxation on profit on ordinary activities	151,862	129,275

CARGO MARKETING SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2019**

10. Taxation (continued)

Factors affecting tax charge for the year

The tax assessed for the year is higher than (2018 - *higher than*) the standard rate of corporation tax in the UK of 19% (2018 - 19%). The differences are explained below:

	2019 £	2018 £
Profit on ordinary activities before tax	346,901	611,764
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2018 - 19%)	65,911	116,235
Effects of:		
Non-tax deductible amortisation of goodwill and impairment	3,190	1,676
Expenses not deductible for tax purposes, other than goodwill amortisation and impairment	5,541	13,485
Capital allowances for year in excess of depreciation	-	(1,050)
Depreciation of ineligible assets	3,491	-
Adjustments to tax charge in respect of prior periods	19,624	(21,070)
Adjustments in respect of joint ventures	-	15,268
Tax deduction arising from exercise of employee options	55,777	-
Changes in tax rates	(951)	-
Tax at different rates	(986)	(1,863)
Other adjustments	265	6,594
Total tax charge for the year	151,862	129,275

Factors that may affect future tax charges

Since its acquisition on 1 June 2018 International Cargo Centre Limited has generated tax losses of £289,384 that are available for use against future taxable profits. No deferred tax asset has been provided in respect of these losses.

CARGO MARKETING SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2019**

11. Intangible assets

Group

	Goodwill £
Cost	
At 1 April 2018	88,230
Additions	7,966
At 31 March 2019	<u>96,196</u>
Amortisation	
At 1 April 2018	34,060
Charge for the year	16,789
At 31 March 2019	<u>50,849</u>
Net book value	
At 31 March 2019	<u><u>45,347</u></u>
At 31 March 2018	<u><u>54,170</u></u>

Company

No intangible fixed assets are held by the company.

CARGO MARKETING SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2019**

12. Tangible fixed assets

Group

	Freehold land and buildings £	Plant and machinery £	Motor vehicles £	Fixtures and fittings £	Computer equipment £	Total £
Cost or valuation						
At 1 April 2018	935,417	497,890	50,495	165,899	596,311	2,246,012
Additions	-	5,177	750	50,297	65,396	121,620
Acquisition of subsidiary (note 22)	-	41,104	-	2,472	-	43,576
Disposals	-	(176,270)	-	(42,153)	(300,723)	(519,146)
At 31 March 2019	935,417	367,901	51,245	176,515	360,984	1,892,062
Depreciation						
At 1 April 2018	249,973	66,392	1,010	129,306	545,228	991,909
Charge for the year	18,372	43,410	12,120	16,529	31,644	122,075
Disposals	-	(13,528)	-	(42,153)	(299,221)	(354,902)
At 31 March 2019	268,345	96,274	13,130	103,682	277,651	759,082
Net book value						
At 31 March 2019	667,072	271,627	38,115	72,833	83,333	1,132,980
At 31 March 2018	685,444	431,498	49,485	36,593	51,083	1,254,103

Included within freehold land and buildings is freehold land of £200,000 (2018 - 200,000) which is not depreciated.

CARGO MARKETING SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2019**

12. Tangible fixed assets (continued)

Company

	Freehold land and buildings £	Motor vehicles £	Equipment, fixtures and fittings £	Computer equipment £	Total £
Cost or valuation					
At 1 April 2018	935,417	50,495	138,418	556,199	1,680,529
Additions	-	750	37,603	47,648	86,001
Disposals	-	-	(40,414)	(298,646)	(339,060)
At 31 March 2019	935,417	51,245	135,607	305,201	1,427,470
Depreciation					
At 1 April 2018	249,973	1,010	107,897	524,493	883,373
Charge for the year	18,372	12,120	11,797	23,084	65,373
Disposals	-	-	(40,414)	(298,644)	(339,058)
At 31 March 2019	268,345	13,130	79,280	248,933	609,688
Net book value					
At 31 March 2019	667,072	38,115	56,327	56,268	817,782
At 31 March 2018	685,444	49,485	30,521	31,706	797,156

Included within freehold land and buildings is freehold land of £200,000 (2018 - 200,000) which is not depreciated.

CARGO MARKETING SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2019**

13. Fixed asset investments

Group

	Unlisted investments £
Cost or valuation	
At 1 April 2018	240,000
At 31 March 2019	<u>240,000</u>

The directors do not consider the market value of unlisted investments to be materially different from the carrying value as at 31 March 2019.

Company

	Investments in subsidiary companies £	Unlisted investments £	Loans to subsidiaries £	Total £
Cost or valuation				
At 1 April 2018	233,290	240,000	69,999	543,289
Additions	85,000	-	180,000	265,000
At 31 March 2019	<u>318,290</u>	<u>240,000</u>	<u>249,999</u>	<u>808,289</u>
Impairment				
Charge for the period	85,000	-	180,000	265,000
At 31 March 2019	<u>85,000</u>	<u>-</u>	<u>180,000</u>	<u>265,000</u>
Net book value				
At 31 March 2019	<u>233,290</u>	<u>240,000</u>	<u>69,999</u>	<u>543,289</u>
At 31 March 2018	<u>233,290</u>	<u>240,000</u>	<u>69,999</u>	<u>543,289</u>

CARGO MARKETING SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2019

13. Fixed asset investments (continued)

Subsidiary undertakings

The following were subsidiary undertakings of the company during the year:

The company owns 100% of the issued share capital of Auto Box Logistics Limited, a company incorporated in England and Wales and domiciled in England. The principal activity of Auto Box Logistics Limited is the provision of freight forwarding services. Its registered office is Ocean House, Marston Park, Tamworth, Staffordshire, B78 3HU. Auto Box Logistics Limited is exempt from audit by virtue of S479A of the Companies Act 2006.

The company owns 75% of the issued share capital of Maritime Service Line UK Limited, a company incorporated in England and Wales and domiciled in England. The principal activity of Maritime Service Line UK Limited is the provision of freight forwarding services. Its registered office is Ocean House, Marston Park, Tamworth, Staffordshire, B78 3HU.

The company also owns 100% of the issued share capital of Cargo Marketing (London) Limited, Cargotrans Limited, North Star Cargo Services Limited, all of which are dormant companies. All dormant subsidiaries are incorporated in England and Wales and domiciled in England. They all have the registered office of Ocean House, Marston Park, Tamworth, Staffordshire, B78 3HU.

On 1 June 2018 the company purchased 60% of the issued share capital of International Cargo Centre Limited, a company incorporated in England and Wales and domiciled in England. The principal activity of International Cargo Centre Limited was that of warehouse operators. Its registered office is Ocean House, Marston Park, Tamworth, Staffordshire, B78 3HU. Further details of the acquisition of International Cargo Centre Limited can be found at note 22.

14. Stocks

	Group	<i>Group</i>	Company	<i>Company</i>
	2019	2018	2019	2018
	£	£	£	£
Finished goods and goods for resale	5,182	-	-	-

CARGO MARKETING SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2019**

15. Debtors

	Group 2019 £	<i>Group 2018 £</i>	Company 2019 £	<i>Company 2018 £</i>
Trade debtors	5,469,387	5,753,209	3,878,763	3,761,735
Amounts owed by group undertakings	-	-	674,141	889,329
Other debtors	515,089	807,951	192,221	216,324
Directors' loan accounts (note 25)	23,833	36,964	23,833	36,964
Prepayments and accrued income	155,873	84,948	103,946	76,067
	<u>6,164,182</u>	<u>6,683,072</u>	<u>4,872,904</u>	<u>4,980,419</u>

16. Cash and cash equivalents

	Group 2019 £	<i>Group 2018 £</i>	Company 2019 £	<i>Company 2018 £</i>
Cash at bank and in hand	2,919,130	2,825,378	2,066,852	2,148,804

17. Creditors: Amounts falling due within one year

	Group 2019 £	<i>Group 2018 £</i>	Company 2019 £	<i>Company 2018 £</i>
Trade creditors	3,675,754	4,338,464	2,774,745	2,736,491
Amounts owed to group undertakings	-	-	37,520	-
Amounts owed to other participating interests	159,002	-	-	-
Corporation tax	125,000	125,199	79,000	97,554
Other taxation and social security	155,119	124,248	117,020	112,252
Other creditors	131,922	138,349	100,756	77,363
Accruals and deferred income	872,182	1,205,539	545,259	860,440
	<u>5,118,979</u>	<u>5,931,799</u>	<u>3,654,300</u>	<u>3,884,100</u>

CARGO MARKETING SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2019**

18. Deferred taxation

Group

	2019 £	2018 £
At beginning of year	(33,410)	(31,401)
Charged to the Profit and Loss Account	(7,490)	(2,009)
Acquisition of subsidiary (note 22)	(9,032)	-
At end of year	(49,932)	(33,410)

Company

	2019 £	2018 £
At beginning of year	(1,861)	895
Charged to the Profit and Loss Account	(9,416)	(2,756)
At end of year	(11,277)	(1,861)

The provision for deferred taxation is made up as follows:

	Group 2019 £	<i>Group 2018 £</i>	Company 2019 £	<i>Company 2018 £</i>
Accelerated capital allowances	(52,110)	(36,797)	(13,455)	(5,248)
Short term timing differences	2,178	3,387	2,178	3,387
	(49,932)	(33,410)	(11,277)	(1,861)

CARGO MARKETING SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2019**

19. Financial instruments

	Group 2019 £	Group 2018 £	Company 2019 £	Company 2018 £
Financial assets				
Financial assets measured at fair value through the Profit and Loss Account	3,159,130	3,065,378	2,306,852	2,388,804
Financial assets that are debt instruments measured at amortised cost	5,548,211	6,494,547	4,621,722	4,800,775
	<u>8,707,341</u>	<u>9,559,925</u>	<u>6,928,574</u>	<u>7,189,579</u>
Financial liabilities				
Financial liabilities measured at amortised cost	<u>(4,837,579)</u>	<u>(5,682,352)</u>	<u>-</u>	<u>(3,674,294)</u>

Financial assets measured at fair value through the Profit and Loss Account comprise cash held at bank and in hand and unlisted investments.

Financial assets that are debt instruments measured at amortised cost comprise trade and other debtors, amounts owed from group and directors' loan accounts.

Financial Liabilities measured at amortised cost comprise bank loans and overdrafts, trade and other creditors and accruals.

20. Share capital

	2019 £	2018 £
Allotted, called up and fully paid		
450,900 (2018 - 450,900) Ordinary shares shares of £1.00 each	<u>450,900</u>	<u>450,900</u>

21. Reserves

Share premium account

This reserve records the amount above the nominal value received for shares sold, less transaction costs.

Capital redemption reserve

The reserve records the nominal value of shares repurchased by the company.

Profit and loss account

Profit and loss account reserve relates to accumulated profits less distributions to shareholders.

CARGO MARKETING SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2019**

22. Business combinations

On 1 June 2018 the company purchased 60% of the issued share capital of International Cargo Centre Limited for a consideration of £85,000. At the date of acquisition the net assets were as follows:

Recognised amounts of identifiable assets acquired and liabilities assumed

	Book value £	Fair value £
Fixed assets		
Tangible	43,576	43,576
Current assets		
Stocks	1,162	1,162
Debtors	148,220	148,220
Cash at bank and in hand	39,714	39,714
Total assets	<u>232,672</u>	<u>232,672</u>
Due within one year	(95,250)	(95,250)
Provisions	(9,032)	(9,032)
Total identifiable net assets	<u>128,390</u>	<u>128,390</u>
Non controlling interest at acquisition	51,356	51,356
Net assets at acquisition	<u>77,034</u>	<u>77,034</u>
Goodwill		7,966
Total purchase consideration		<u>85,000</u>
Consideration		
		£
Cash		85,000
Total purchase consideration		<u>85,000</u>

CARGO MARKETING SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2019**

22. Business combinations (continued)

Cash outflow on acquisition

	£
Purchase consideration settled in cash, as above	85,000
Less: Cash and cash equivalents acquired	(39,714)
Net cash outflow on acquisition	45,286

The results of International Cargo Centre Limited since its acquisition are as follows:

	Current period since acquisition £
Turnover	702,741
Loss for the year	(281,691)

23. Pension commitments

The company operates a defined contributions pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension cost charge represents contributions payable by the company to the fund and amounted to £189,077 (2018 - £168,947). Contributions totalling £15,629 (2018 - £14,274) were payable to the fund at the Balance Sheet date and are included within creditors.

CARGO MARKETING SERVICES LIMITED

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2019**

24. Commitments under operating leases

At 31 March 2019 the group and the company had future minimum lease payments under non-cancellable operating leases as follows:

	Group 2019 £	<i>Group 2018 £</i>	Company 2019 £	<i>Company 2018 £</i>
Land and buildings				
Not later than 1 year	240,860	76,022	73,900	59,852
Later than 1 year and not later than 5 years	333,300	116,910	138,300	105,950
	<u>574,160</u>	<u>192,932</u>	<u>212,200</u>	<u>165,802</u>

	Group 2019 £	<i>Group 2018 £</i>	Company 2019 £	<i>Company 2018 £</i>
Other Leases				
Not later than 1 year	68,850	58,298	37,964	50,701
Later than 1 year and not later than 5 years	81,739	42,081	33,429	37,281
	<u>150,589</u>	<u>100,379</u>	<u>71,393</u>	<u>87,982</u>

25. Transactions with directors

During the period the following balances were owed to the company and the group by the directors:

	Mr M R Frearson £	Mrs T L Bennett £	Total £
Opening balance	9,848	27,116	36,964
Settlement of personal liabilities	9,937	1,172	11,109
Repayments	(12,000)	(12,240)	(24,240)
Closing balance	<u>7,785</u>	<u>16,048</u>	<u>23,833</u>

These loans are unsecured and interest free.

CARGO MARKETING SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2019

26. Related party transactions

Ultimate controlling entity

The group is controlled by Mr D G Horwell who owns 84.44% (2018 - 94.42%) of the issued share capital of the parent company, Cargo Marketing Services Limited.

Related party transactions

During the year Cargo Marketing Services Limited sold services totalling £188,637 (2018 - £191,069) and purchased services totalling £4,254 (2018 - £285) from Maritime Service Line UK Limited, a subsidiary undertaking. As at 31 March 2019 the company was owed £12,854 (2018 - £13,782) from Maritime Service Line UK Limited.

Following the purchase of a majority shareholding in International Cargo Centre Limited on 1 June 2018 this company became a related party for the purposes of disclosure. During the period from 1 June 2018 to 31 March 2019 Cargo Marketing Services Limited sold services totalling £27,795 and purchased services totalling £226,509 from International Cargo Centre Limited. The company also loaned £180,000 to International Cargo Centre Limited during the period, which has been subsequently written off. No interest was charged on this balance. As at 31 March 2019 the company owed £37,520 to International Cargo Centre Limited.

All transactions with group companies are conducted at arms length on normal commercial terms.

The company has taken advantage of the exemption available in FRS 102 section 33.1A from disclosing transactions with other wholly owned subsidiaries of Cargo Marketing Services Limited.

On 31 January 2019, 45,090 shares were transferred from Mr D G Horwell to Cargo Marketing Services EBT.

The services of the majority shareholder Mr D G Horwell are provided through Cargo International Marketing Services Limited. During the year the company incurred consultancy fees totalling £529,798 (2018 - £658,455).

During the year key management personnel received remuneration, including pensions contributions, of £998,458 (2018 - £846,470).