

CARGO MARKETING SERVICES LIMITED

ANNUAL REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2023

CARGO MARKETING SERVICES LIMITED

COMPANY INFORMATION

DIRECTORS	T L Bennett M R Frearson G C B Expósito F M Mercante J P Olarieta H A Taleb R Vazquez
REGISTERED NUMBER	01416708
REGISTERED OFFICE	Ocean House Marston Park Tamworth Staffordshire B78 3HU
INDEPENDENT AUDITORS	Bishop Fleming LLP Chartered Accountants & Statutory Auditors 10 Temple Back Bristol BS1 6FL

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**GROUP STRATEGIC REPORT
FOR THE YEAR ENDED 31 MARCH 2023**

The directors present their Group Strategic Report for the year ended 31 March 2023.

PRINCIPAL ACTIVITY

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

BUSINESS REVIEW

Cargo Marketing Services continued to perform at a very high level for the Financial Year 2022-2023.

Volumes remained constant, but as last year, the industry was still experiencing very high freight rates compared to pre pandemic levels, which in turn increased turnover levels.

Container Shipping rates had started to stabilise towards the end of Financial Year 2021-2022 as predicted, and remained at those levels for most of this year, with fall offs being evident in Q4. This is indicating that 2023/2024 will operate at a much reduced level, albeit still higher than before the pandemic.

Cargo Marketing Services have been able to achieve higher margin levels this year, which has shown a substantial increase in Gross Profit, however, the main savings have come from streamlining overheads. It should be noted that MSL UK business was transferred over in December 2022, which has also contributed to the overall result.

The Company will concentrate on increasing volumes and operating at the highest level of Customer Service to stay ahead in a very competitive market.

The trade of Maritime Service Line UK Limited is being wound down in the year (from the 1st December 2022) and transferred to Cargo Marketing Services Limited.

PRINCIPAL RISKS AND UNCERTAINTIES

The company is exposed to moderate levels of price risk, credit risk, liquidity risk and cash flow risk. The company manages these by financing its operations through retained 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 foreign exchange movements. Trade debtors are managed by a strict credit control policy; agreed payment terms along with official credit limit checks.

The company 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 company.

Because of the global economic uncertainty which has resulted in high inflation, high interest rates, increased energy costs, our labour costs have had to increase. ROE fluctuations have become more of a factor for the company going forward also. Current procedures ensure that we do not hold large balances in foreign currency and this will be continued to be monitored regularly. However, because the company can hold large cash balances from time to time, we are benefiting from higher interest rates on savings.

The industry is becoming very competitive and the challenge for the company will be to ensure we remain favourable and provide a value added service in order to retain our customer base but also add growth with new business.

Also, customer liquidity continues to be a concern, but active monitoring and tighter credit control procedures will keep these risks to a minimum.

**GROUP STRATEGIC REPORT (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2023**

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 24.9% (2022: 91.8% increase) from £64,815,404 to £80,958,832 during the year. Gross profit has increased to £18,016,534 compared to £13,159,693 in the previous year. The group achieved a gross margin percentage this year at 22.3% compared to that of 20.3% in 2022.

The group has reported positive operating cash flows of £6,008,616 (2022: £11,946,307) and an overall increase in cash of £1,847,384 (2022: £304,927). The group continues to hold healthy cash reserves at the Balance Sheet date.

OTHER KEY PERFORMANCE INDICATORS

Cargo Marketing Services group also actively looks at customer retention and fall off levels along with respective volumes. There have been no major shifts up or down during this financial year.

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

T L Bennett

Director

Date: 11 December 2023

**DIRECTORS' REPORT
FOR THE YEAR ENDED 31 MARCH 2023**

The directors present their report and the financial statements for the year ended 31 March 2023.

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;
- 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, amounted to £10,168,397 (2022: £4,337,155).

Dividends proposed but not paid until post year end amount to £nil (2022: £10,688,746), with £4,000,000 of dividends being paid in the year.

GOING CONCERN

The directors have prepared budgets forecasts covering a period of at least 12 months following the date of approval of the financial statements. The group has a net asset value at 31 March 2023 of £7,909,586 (2022: £1,741,189) and continues to hold healthy cash reserves.

The Directors have reviewed budgets and forecasts for a period of 12 months from approval of the financial statement. The first Quarter of FY 2023-2024 has continued with healthy profits albeit at a much reduced level. However, the company continues to provide best customer service, coupled with increased activities in sales and marketing in order to promote and bring on new business.

The global logistics industry continues to face extreme challenges, but our experience and knowledge allows us to operate well and efficiently to offer our clients the solutions they need. We continue to achieve healthy margins (slightly improved on last year) because of our loyalty and relationship with our carrier partners.

We are confident that our forecasts will be achieved, yet we continue to seek ways to improve our operating systems to keep in line with an ever-changing industry.

As a result, the Directors are of the opinion that there are adequate resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the financial statements.

**DIRECTORS' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2023**

DIRECTORS

The directors who served during the year were:

T L Bennett
M R Frearson
G C B Expósito
F M Mercante
J P Olarieta
H A Taleb
R Vazquez

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.

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 are no post balance sheet events.

AUDITORS

The auditors, Bishop Fleming LLP, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

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

T L Bennett
Director

Date: 11 December 2023

Ocean House
Marston Park
Tamworth
Staffordshire
B78 3HU

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

OPINION

We have audited the financial statements of Cargo Marketing Services Limited (the 'parent company') and its subsidiaries (the 'Group') for the year ended 31 March 2023, which comprise the Consolidated Statement of Comprehensive Income, the Consolidated and Company Statements of Financial Position, 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 2023 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

In auditing the financial statements, we have concluded that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the Group's or the parent company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report.

OTHER INFORMATION

The other information comprises the information included in the Annual Report other than the financial statements and our Auditors' Report thereon. The directors are responsible for the other information contained within the Annual Report. 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. 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 course of 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 this gives rise to a material misstatement in the financial statements themselves. 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.

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

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.

RESPONSIBILITIES OF DIRECTORS

As explained more fully in the Directors' Responsibilities Statement set out 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 Group financial statements.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

Our procedures surrounding the identification and assessment of risks of material misstatement in relation to irregularities, including fraud and non-compliance with laws and regulations, included the following:

- considering the nature of the entity and its environment, internal control environment, and business performance.
- considering the results of our enquiries of management about their own identification and assessment of the risk of irregularities.
 - obtaining and reviewing, for any matters identified, the Company's documentation of their policies and procedures relating to:
 - the identification, evaluation, and compliance with laws and regulations, and whether management were aware of any instances of non-compliance within the year
 - the detection and response to the risk of fraud, and whether management have knowledge of actual, suspected, or alleged fraud; and
 - the internal controls established to mitigate the risks of fraud or non-compliance with laws and regulations.
- discussing amongst the audit engagement team, including internal tax specialists, regarding how and where fraud might occur in the financial statements and potential indicators of fraud.

As a result of these procedures, we considered the opportunities and incentives that may exist within the organisation for fraud and identified the greatest potential for fraud in the completeness of revenue recognition and management override of controls. In common with all audits under ISAs (UK), we are also required to perform specific procedures to respond to these identified risks.

We have obtained an understanding of the legal and regulatory frameworks that the Company operates in, focusing on provisions of those laws and regulations that had a direct effect on the determination of material amounts and disclosures in the financial statements. The key laws and regulations we considered in this context included the UK Companies Act and tax legislation.

We considered provisions of other laws and regulations that do not have a direct effect on the financial statements but compliance with which may be fundamental to the Company's ability to operate or to avoid a material penalty. These included data protection regulations, health and safety regulations, and employment legislation.

Audit response to risks identified

Our procedures to respond to risks identified included the following:

- reviewing the financial statement disclosures and testing to supporting documentation to assess compliance with provisions of relevant laws and regulations described as having a direct effect on the financial statements.
- enquiring of management concerning actual and potential litigation claims.
- performing analytical procedures to identify any unusual or unexpected relationships that may indicate risks of material misstatement or fraud.

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

- reading minutes of board meetings throughout the year.
- in addressing the risk of fraud through management override of controls:
 - testing the appropriateness of journal entries and other adjustments.
 - assessing whether the judgements made in making accounting estimates are indicative of a potential bias.
 - evaluating the business rationale of any significant transactions that are unusual or outside the normal course of business.

We also communicated relevant identified laws and regulations and potential fraud risks to all engagement team members and remained alert to any indications of fraud or non-compliance with laws and regulations throughout the audit.

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 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 for our audit work, for this report, or for the opinions we have formed.

Ria Burridge FCCA (Senior Statutory Auditor)

for and on behalf of

Bishop Fleming LLP

Chartered Accountants

Statutory Auditors

10 Temple Back

Bristol

BS1 6FL

18 December 2023

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 MARCH 2023

	Note	2023 £	2022 £
Turnover	4	80,958,832	64,815,404
Cost of sales		(62,942,298)	(51,655,711)
GROSS PROFIT		18,016,534	13,159,693
Administrative expenses		(5,462,929)	(7,860,388)
Other operating income	5	-	28,026
OPERATING PROFIT	6	12,553,605	5,327,331
Amounts written off investments		-	146,304
Interest receivable and similar income	9	40,061	3,868
Interest payable and similar expenses	10	(15,612)	68
PROFIT BEFORE TAXATION		12,578,054	5,477,571
Tax on profit	11	(2,409,657)	(1,140,416)
PROFIT FOR THE FINANCIAL YEAR		10,168,397	4,337,155
PROFIT FOR THE YEAR ATTRIBUTABLE TO:			
Owners of the parent company		10,168,397	4,337,155
		10,168,397	4,337,155

The notes on pages 19 to 37 form part of these financial statements.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION
AS AT 31 MARCH 2023

	Note	2023 £	2023 £	2022 £	2022 £
FIXED ASSETS					
Intangible assets	13		10,055		18,878
Tangible assets	14		109,710		88,563
			119,765		107,441
CURRENT ASSETS					
Debtors: amounts falling due within one year	16	7,170,326		11,237,783	
Cash at bank and in hand	17	7,044,946		5,197,562	
		14,215,272		16,435,345	
Creditors: amounts falling due within one year	18	(6,425,451)		(14,801,597)	
NET CURRENT ASSETS			7,789,821		1,633,748
TOTAL ASSETS LESS CURRENT LIABILITIES			7,909,586		1,741,189
NET ASSETS			7,909,586		1,741,189
CAPITAL AND RESERVES					
Called up share capital	21		450,900		450,900
Share premium account	22		85,991		85,991
Capital redemption reserve	22		100		100
Profit and loss account	22		7,372,595		1,204,198
EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT COMPANY			7,909,586		1,741,189
			7,909,586		1,741,189

The financial statements were approved and authorised for issue by the board and were signed on its behalf by:

M R Frearson
Director

T L Bennett
Director

Date: 11 December 2023

The notes on pages 19 to 37 form part of these financial statements.

COMPANY STATEMENT OF FINANCIAL POSITION
AS AT 31 MARCH 2023

	Note	2023 £	2023 £	2022 £	2022 £
FIXED ASSETS					
Tangible assets	14		109,710		71,845
Investments	15		100		233,289
			<u>109,810</u>		<u>305,134</u>
CURRENT ASSETS					
Debtors: amounts falling due within one year	16	6,690,522		8,900,277	
Cash at bank and in hand	17	5,018,485		4,534,008	
		<u>11,709,007</u>		<u>13,434,285</u>	
Creditors: amounts falling due within one year	18	(6,198,672)		(12,926,203)	
NET CURRENT ASSETS			5,510,335		508,082
TOTAL ASSETS LESS CURRENT LIABILITIES			5,620,145		813,216
NET ASSETS			<u>5,620,145</u>		<u>813,216</u>
CAPITAL AND RESERVES					
Called up share capital	21		450,900		450,900
Share premium account	22		85,991		85,991
Capital redemption reserve	22		100		100
Profit and loss account brought forward		276,225		4,611,790	
Profit for the year		8,806,929		3,205,858	
Other changes in the profit and loss account		(4,000,000)		(7,541,423)	
		<u></u>		<u></u>	
Profit and loss account carried forward			5,083,154		276,225
			<u>5,620,145</u>		<u>813,216</u>

The financial statements were approved and authorised for issue by the board and were signed on its behalf by:

M R Frearson
Director

T L Bennett
Director

Date: 11 December 2023

The notes on pages 19 to 37 form part of these financial statements.

**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 MARCH 2023**

	Called up share capital £	Share premium account £	Capital redemption reserve £	Profit and loss account £	Equity attributable to owners of parent company £	Total equity £
At 1 April 2022	450,900	85,991	100	1,204,198	1,741,189	1,741,189
COMPREHENSIVE INCOME FOR THE YEAR						
Profit for the year	-	-	-	10,168,397	10,168,397	10,168,397
OTHER COMPREHENSIVE INCOME FOR THE YEAR	-	-	-	-	-	-
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	-	-	-	10,168,397	10,168,397	10,168,397
CONTRIBUTIONS BY AND DISTRIBUTIONS TO OWNERS						
Dividends: Equity capital	-	-	-	(4,000,000)	(4,000,000)	(4,000,000)
TOTAL TRANSACTIONS WITH OWNERS	-	-	-	(4,000,000)	(4,000,000)	(4,000,000)
AT 31 MARCH 2023	<u>450,900</u>	<u>85,991</u>	<u>100</u>	<u>7,372,595</u>	<u>7,909,586</u>	<u>7,909,586</u>

**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 MARCH 2022**

	Called up share capital £	Share premium account £	Capital redemption reserve £	Other reserves £	Profit and loss account £	Equity attributable to owners of parent company £
At 1 April 2021	450,900	85,991	600	584,379	5,188,586	6,310,456
COMPREHENSIVE INCOME FOR THE YEAR						
Profit for the year	-	-	-	-	4,337,155	4,337,155
Disposal of subsidiary	-	-	(500)	-	34,984	34,484
OTHER COMPREHENSIVE INCOME FOR THE YEAR	-	-	(500)	-	34,984	34,484
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	-	-	(500)	-	4,372,139	4,371,639
CONTRIBUTIONS BY AND DISTRIBUTIONS TO OWNERS						
Dividends: Equity capital	-	-	-	-	(10,688,746)	(10,688,746)
Share based payments movement in reserves	-	-	-	(584,379)	-	(584,379)
Non controlling interest arising on acquisition	-	-	-	-	-	-
Share based payments charge	-	-	-	-	2,332,219	2,332,219
TOTAL TRANSACTIONS WITH OWNERS	-	-	-	(584,379)	(8,356,527)	(8,940,906)
AT 31 MARCH 2022	450,900	85,991	100	-	1,204,198	1,741,189

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2022

	Non- controlling interests £	Total equity £
At 1 April 2021	270,861	6,581,317
COMPREHENSIVE INCOME FOR THE YEAR		
Profit for the year	-	4,337,155
Disposal of subsidiary	-	34,484
	-	34,484
OTHER COMPREHENSIVE INCOME FOR THE YEAR	-	34,484
	-	4,371,639
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	-	4,371,639
CONTRIBUTIONS BY AND DISTRIBUTIONS TO OWNERS		
Dividends: Equity capital	-	(10,688,746)
Share based payments movement in reserves	-	(584,379)
Non controlling interest arising on acquisition	(270,861)	(270,861)
Share based payments charge	-	2,332,219
	(270,861)	(9,211,767)
TOTAL TRANSACTIONS WITH OWNERS	(270,861)	(9,211,767)
	-	1,741,189
AT 31 MARCH 2022	-	1,741,189

The notes on pages 19 to 37 form part of these financial statements.

**COMPANY STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 MARCH 2023**

	Called up share capital £	Share premium account £	Capital redemption reserve £	Profit and loss account £	Total equity £
At 1 April 2022	450,900	85,991	100	276,225	813,216
COMPREHENSIVE INCOME FOR THE YEAR					
Profit for the year	-	-	-	8,806,929	8,806,929
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	<u>-</u>	<u>-</u>	<u>-</u>	<u>8,806,929</u>	<u>8,806,929</u>
CONTRIBUTIONS BY AND DISTRIBUTIONS TO OWNERS					
Dividends: Equity capital	-	-	-	(4,000,000)	(4,000,000)
TOTAL TRANSACTIONS WITH OWNERS	<u>-</u>	<u>-</u>	<u>-</u>	<u>(4,000,000)</u>	<u>(4,000,000)</u>
AT 31 MARCH 2023	<u><u>450,900</u></u>	<u><u>85,991</u></u>	<u><u>100</u></u>	<u><u>5,083,154</u></u>	<u><u>5,620,145</u></u>

The notes on pages 19 to 37 form part of these financial statements.

**COMPANY STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 MARCH 2022**

	Called up share capital £	Share premium account £	Capital redemption reserve £	Other reserves £	Profit and loss account £	Total equity £
At 1 April 2021	450,900	85,991	100	584,379	4,611,790	5,733,160
COMPREHENSIVE INCOME FOR THE YEAR						
Profit for the year	-	-	-	-	3,205,858	3,205,858
OTHER COMPREHENSIVE INCOME FOR THE YEAR	-	-	-	-	-	-
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	-	-	-	-	3,205,858	3,205,858
CONTRIBUTIONS BY AND DISTRIBUTIONS TO OWNERS						
Dividends: Equity capital	-	-	-	-	(9,602,781)	(9,602,781)
Share based movement in reserves	-	-	-	(584,379)	-	(584,379)
Share based payments charge	-	-	-	-	2,061,358	2,061,358
TOTAL TRANSACTIONS WITH OWNERS	-	-	-	(584,379)	(7,541,423)	(8,125,802)
AT 31 MARCH 2022	<u>450,900</u>	<u>85,991</u>	<u>100</u>	<u>-</u>	<u>276,225</u>	<u>813,216</u>

The notes on pages 19 to 37 form part of these financial statements.

**CONSOLIDATED STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 31 MARCH 2023**

	2023 £	2022 £
CASH FLOWS FROM OPERATING ACTIVITIES		
Profit for the financial year	10,168,397	4,337,155
ADJUSTMENTS FOR:		
Amortisation of intangible assets	8,823	8,823
Depreciation of tangible assets	41,521	51,385
Loss on disposal of tangible assets	(11,675)	971,805
Government grants	-	(28,026)
Interest paid	15,612	(68)
Interest received	40,061	3,868
Taxation charge	2,384,130	1,140,416
Decrease/(increase) in debtors	4,067,451	(5,616,848)
(Decrease)/increase in creditors	(8,376,146)	9,634,560
Corporation tax (paid)	(2,329,558)	(234,214)
Sales of subsidiary undertakings	-	146,304
Share based payments charge	-	1,531,147
NET CASH GENERATED FROM OPERATING ACTIVITIES	6,008,616	11,946,307
CASH FLOWS FROM INVESTING ACTIVITIES		
Revaluation of fixed assets	-	378,859
Purchase of tangible fixed assets	(74,343)	(23,810)
Sale of tangible fixed assets	(31,216)	(1,004,439)
Sale of unlisted and other investments	-	240,000
Government grants received	-	28,026
Interest received	(40,061)	(3,868)
Net cash disposed of with subsidiary undertaking	-	(146,304)
Net cash disposed of with subsidiary undertaking	-	(142,132)
Gain on revaluation of fixed assets	-	(378,859)
NET CASH FROM INVESTING ACTIVITIES	(145,620)	(1,052,527)
CASH FLOWS FROM FINANCING ACTIVITIES		
Dividends paid	(4,000,000)	(10,688,746)
Interest paid	(15,612)	68
Share based payments movement through OCI	-	1,782,324
Share based payments cost	-	(1,682,499)
NET CASH USED IN FINANCING ACTIVITIES	(4,015,612)	(10,588,853)
INCREASE IN CASH AND CASH EQUIVALENTS	1,847,384	304,927
Cash and cash equivalents at beginning of year	5,197,562	4,892,635
CASH AND CASH EQUIVALENTS AT THE END OF YEAR	7,044,946	5,197,562

CONSOLIDATED STATEMENT OF CASH FLOWS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2023

	2023 £	2022 £
CASH AND CASH EQUIVALENTS AT THE END OF YEAR COMPRISE:		
Cash at bank and in hand	7,044,946	5,197,562
	<u>7,044,946</u>	<u>5,197,562</u>

CONSOLIDATED ANALYSIS OF NET DEBT
FOR THE YEAR ENDED 31 MARCH 2023

	At 1 April 2022 £	Cash flows £	At 31 March 2023 £
Cash at bank and in hand	5,197,562	1,847,384	7,044,946
	<u>5,197,562</u>	<u>1,847,384</u>	<u>7,044,946</u>

The notes on pages 19 to 37 form part of these financial statements.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023**

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 presentational 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.

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023

2. ACCOUNTING POLICIES (continued)

2.3 GOING CONCERN

The directors have prepared budgets forecasts covering a period of at least 12 months following the date of approval of the financial statements. The group has a net asset value at 31 March 2023 of £7,909,586 (2022: £1,741,189) and continues to hold healthy cash reserves.

The Directors have reviewed budgets and forecasts for a period of 12 months from approval of the financial statement.

The first Quarter of FY 2023-2024 has continued with healthy profits albeit at a much reduced level. However, the company continues to provide best customer service, coupled with increased activities in sales and marketing in order to promote and bring on new business.

The global logistics industry continues to face extreme challenges, but our experience and knowledge allows us to operate well and efficiently to offer our clients the solutions they need. We continue to achieve healthy margins (slightly improved on last year) because of our loyalty and relationship with our carrier partners.

We are confident that our forecasts will be achieved, yet we continue to seek ways to improve our operating systems to keep in line with an ever-changing industry.

2.4 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 profit or loss 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.

2.5 TURNOVER

The turnover shown in the Consolidated Statement of Comprehensive Income 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. ACCOUNTING POLICIES (continued)

2.6 OPERATING LEASES: THE GROUP AS LESSEE

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

Benefits received and receivable as an incentive to sign an operating lease are recognised on a straight-line basis over the lease term, unless another systematic basis is representative of the time pattern of the lessee's benefit from the use of the leased asset.

2.7 INTEREST INCOME

Interest income is recognised in profit or loss using the effective interest method.

2.8 FINANCE COSTS

Finance costs are charged to profit or loss over the term of the debt using the effective interest method so that the amount charged is at a constant rate on the carrying amount. Issue costs are initially recognised as a reduction in the proceeds of the associated capital instrument.

2.9 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 profit or loss when they fall due. Amounts not paid are shown in accruals as a liability in the Statement of Financial Position. The assets of the plan are held separately from the Group in independently administered funds.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023**

2. ACCOUNTING POLICIES (continued)

2.10 CURRENT AND DEFERRED TAXATION

The tax expense for the year comprises current and deferred tax. Tax is recognised in profit or loss 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 reporting 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 reporting 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;
- Any deferred tax balances are reversed if and when all conditions for retaining associated tax allowances have been met; and
- Where they relate to timing differences in respect of interests in subsidiaries, associates, branches and joint ventures and the Group can control the reversal of the timing differences and such reversal is not considered probable in the foreseeable future.

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 reporting date.

2.11 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 Consolidated Statement of Comprehensive Income over its useful economic life.

OTHER INTANGIBLE ASSETS

Intangible assets are initially recognised at cost. After recognition, under the cost model, intangible assets are measured at cost less any accumulated amortisation and any accumulated impairment losses.

All intangible assets are considered to have a finite useful life. If a reliable estimate of the useful life cannot be made, the useful life shall not exceed ten years.

The estimated useful lives range as follows:

Goodwill	-	10 years
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2. ACCOUNTING POLICIES (continued)

2.12 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:

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 profit or loss.

2.13 VALUATION OF INVESTMENTS

Investments held as fixed assets are shown at fair value.

Investments in subsidiaries are measured at cost less accumulated impairment.

2.14 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.

2.15 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.

2.16 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. ACCOUNTING POLICIES (continued)

2.17 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 Consolidated Statement of Comprehensive Income.

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.

2.18 DIVIDENDS

Equity dividends are recognised when they become legally payable. Interim equity dividends are recognised when paid. Final equity dividends are recognised when approved by the shareholders at an annual general meeting.

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.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023**

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:

	2023 £	2022 £
United Kingdom	76,475,974	60,707,143
Rest of Europe	1,573,282	2,237,434
Rest of the World	2,909,576	1,870,827
	<u>80,958,832</u>	<u>64,815,404</u>

5. OTHER OPERATING INCOME

	2023 £	2022 £
Government grants receivable	<u>-</u>	<u>28,026</u>

The group received grant income totalling £nil (2022: £28,026) in relation to the Coronavirus Job Retention Scheme (CJRS) where the group received government assistance of 80% of the cost of furloughed staff. Income has been accounted for under the accruals model as revenue grants.

6. OPERATING PROFIT

The operating profit is stated after charging:

	2023 £	2022 £
Depreciation of tangible fixed assets	41,521	51,385
Amortisation of intangible assets, including goodwill	8,823	8,823
Fees payable to the group's auditor for the audit of the company's annual financial statements	30,415	26,100
Fees payable to the group's auditors for other services to the group:	-	-
- The audit of the group's subsidiaries pursuant to legislation	7,655	8,400
- Taxation compliance services	3,125	2,950
Foreign exchange (gain)	(67,857)	(75,748)
Other operating lease costs - land and buildings	175,400	140,174
Operating lease costs - other	23,157	74,005
Defined contribution pension cost	<u>204,029</u>	<u>160,762</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023**

7. EMPLOYEES

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

	Group 2023 £	Group 2022 £	Company 2023 £	Company 2022 £
Wages and salaries	3,806,108	3,667,132	3,478,141	3,042,428
Social security costs	451,351	417,112	422,183	353,403
Cost of defined contribution scheme	204,029	160,762	195,678	148,441
Share based payments charge	-	1,531,147	-	1,531,147
	<u>4,461,488</u>	<u>5,776,153</u>	<u>4,096,002</u>	<u>5,075,419</u>

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

	Group 2023 No.	Group 2022 No.	Company 2023 No.	Company 2022 No.
Administration	9	9	7	6
Management	3	2	2	2
Operations	69	66	66	49
Sales	7	2	5	2
	<u>88</u>	<u>79</u>	<u>80</u>	<u>59</u>

8. DIRECTORS' REMUNERATION

	2023 £	2022 £
Directors' emoluments	456,333	738,529
Group contributions to defined contribution pension schemes	17,480	13,000
	<u>473,813</u>	<u>751,529</u>

During the year retirement benefits were accruing to 3 directors (2022: 2) in respect of defined contribution pension schemes.

The highest paid director received remuneration of £190,829 (2022: £415,482).

The value of the Group's contributions paid to a defined contribution pension scheme in respect of the highest paid director amounted to £5,180 (2022: £4,000).

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023**

9. INTEREST RECEIVABLE

	2023 £	2022 £
Other interest receivable	<u>40,061</u>	<u>3,868</u>

10. INTEREST PAYABLE AND SIMILAR EXPENSES

	2023 £	2022 £
Bank interest payable	<u>15,612</u>	<u>(68)</u>

11. TAXATION

	2023 £	2022 £
CORPORATION TAX		
Current tax on profits for the year	2,386,689	1,076,583
Adjustments in respect of previous periods	-	(689)
	<u>2,386,689</u>	<u>1,075,894</u>
DEFERRED TAX		
Origination and reversal of timing differences	22,968	64,522
TOTAL DEFERRED TAX	<u>22,968</u>	<u>64,522</u>
TAXATION ON PROFIT ON ORDINARY ACTIVITIES	<u>2,409,657</u>	<u>1,140,416</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023**

11. TAXATION (CONTINUED)

FACTORS AFFECTING TAX CHARGE FOR THE YEAR

The tax assessed for the year is different to the standard rate of corporation tax in the UK of 19% (2022: 19%). The differences are explained below:

	2023 £	2022 £
Profit on ordinary activities before tax	<u>12,578,054</u>	<u>5,477,571</u>
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2022: 19%)	2,389,830	1,042,920
EFFECTS OF:		
Expenses not deductible for tax purposes, other than goodwill amortisation and impairment	54,719	1,591
Fixed asset differences	(1,211)	188,696
Adjustments to tax charge in respect of prior periods	12,288	114,982
Movement in deferred tax not recognised	10,531	-
Other permanent differences	(59,112)	(179,933)
Group relief	-	(18,065)
Remeasurement of deferred tax for changes in tax rates	2,612	(9,775)
TOTAL TAX CHARGE FOR THE YEAR	<u>2,409,657</u>	<u>1,140,416</u>

FACTORS THAT MAY AFFECT FUTURE TAX CHARGES

The Finance Act 2021 increased the main rate of corporation tax from 19% to 25% with effect from 1 April 2023. The effect of this change has been reflected in the closing deferred tax balances at 31 January 2023.

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023

12. DIVIDENDS

	2023 £	2022 £
Dividends	<u>4,000,000</u>	<u>10,688,746</u>

13. INTANGIBLE ASSETS

Group

	Goodwill £
COST	
At 1 April 2022	88,230
At 31 March 2023	<u>88,230</u>
AMORTISATION	
At 1 April 2022	69,352
Charge for the year on owned assets	8,823
At 31 March 2023	<u>78,175</u>
NET BOOK VALUE	
At 31 March 2023	<u>10,055</u>
At 31 March 2022	<u>18,878</u>

Company

No intangible fixed assets are held by the company.

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023

14. TANGIBLE FIXED ASSETS

Group

	Fixtures and fittings £	Computer equipment £	Total £
COST OR VALUATION			
At 1 April 2022	186,676	339,322	525,998
Additions	35,314	39,029	74,343
Disposals	(31,216)	-	(31,216)
At 31 March 2023	190,774	378,351	569,125
DEPRECIATION			
At 1 April 2022	134,702	302,733	437,435
Charge for the year on owned assets	19,278	22,243	41,521
Disposals	(19,541)	-	(19,541)
At 31 March 2023	134,439	324,976	459,415
NET BOOK VALUE			
At 31 March 2023	56,335	53,375	109,710
At 31 March 2022	51,974	36,589	88,563

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023

Company

	Fixtures and fittings £	Computer equipment £	Total £
COST OR VALUATION			
At 1 April 2022	155,843	339,322	495,165
Additions	34,931	39,029	73,960
At 31 March 2023	190,774	378,351	569,125
DEPRECIATION			
At 1 April 2022	120,587	302,733	423,320
Charge for the year on owned assets	13,852	22,243	36,095
At 31 March 2023	134,439	324,976	459,415
NET BOOK VALUE			
At 31 March 2023	<u>56,335</u>	<u>53,375</u>	<u>109,710</u>
At 31 March 2022	<u>35,256</u>	<u>36,589</u>	<u>71,845</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023**

15. FIXED ASSET INVESTMENTS**Company**

	Investments in subsidiary companies £
COST	
At 1 April 2022	233,289
Impairment	(233,189)
At 31 March 2023	100
 NET BOOK VALUE	
At 31 March 2023	100
At 31 March 2022	233,289

There was an impairment of the investment in the subsidiary undertaking Maritime Service Line UK Limited on that the basis the business is winding down and trade was transferred across to Cargo Marketing Services from the 1st of December 2022.

SUBSIDIARY UNDERTAKING

The following was a subsidiary undertaking of the company:

Name	Principal activity	Class of shares	Holding
Maritime Service Line UK Limited	Provision of freight forwarding services	Ordinary	75 %

The registered office for the above entity is Ocean House, Marston Park, Tamworth, Staffordshire, B78 3HU.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023**

16. DEBTORS

	Group 2023 £	Group 2022 £	Company 2023 £	Company 2022 £
Trade debtors	6,541,987	10,746,350	6,064,273	8,460,503
Amounts owed by group undertakings	-	-	15,823	70,034
Other debtors	382,746	376,134	364,833	283,757
Prepayments and accrued income	67,954	72,420	67,954	45,253
Tax recoverable	157,728	-	157,728	-
Deferred taxation	19,911	42,879	19,911	40,730
	<u>7,170,326</u>	<u>11,237,783</u>	<u>6,690,522</u>	<u>8,900,277</u>

17. CASH AND CASH EQUIVALENTS

	Group 2023 £	Group 2022 £	Company 2023 £	Company 2022 £
Cash at bank and in hand	<u>7,044,946</u>	<u>5,197,562</u>	<u>5,018,485</u>	<u>4,534,008</u>

18. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	Group 2023 £	Group 2022 £	Company 2023 £	Company 2022 £
Trade creditors	4,686,210	6,905,914	4,675,647	5,921,894
Amounts owed to group undertakings	-	1,800,000	-	1,753,020
Corporation tax	161,008	1,076,583	-	813,786
Other taxation and social security	98,828	87,229	98,828	76,223
Other creditors	651,379	4,083,704	606,742	3,654,227
Accruals and deferred income	828,026	848,167	817,455	707,053
	<u>6,425,451</u>	<u>14,801,597</u>	<u>6,198,672</u>	<u>12,926,203</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023**

19. FINANCIAL INSTRUMENTS

	Group 2023 £	Group 2022 £	Company 2023 £	Company 2022 £
FINANCIAL ASSETS				
Financial assets measured at fair value through profit or loss	-	-	100	233,289
Financial assets that are debt instruments measured at amortised cost	13,969,679	11,122,484	11,463,414	8,814,294
	<u>13,969,679</u>	<u>11,122,484</u>	<u>11,463,514</u>	<u>9,047,583</u>
FINANCIAL LIABILITIES				
Financial liabilities measured at amortised cost	<u>6,165,615</u>	<u>(11,837,785)</u>	<u>6,099,844</u>	<u>(10,283,174)</u>

Financial assets measured at fair value through profit or loss comprise unlisted investments.

Financial assets that are debt instruments measured at amortised cost comprise cash at bank, trade debtors, amounts owed by group undertakings, other debtors and director's loan accounts.

Financial liabilities measured at amortised cost comprise trade creditors, amounts owed by group undertakings, amounts owed by participating interests, other creditors and accruals.

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023

20. DEFERRED TAXATION

Group

	2023 £	2022 £
At beginning of year	42,879	76,552
Charged to profit or loss	(22,968)	(33,673)
AT END OF YEAR	19,911	42,879

Company

	2023 £	2022 £
At beginning of year	40,730	106,935
Charged to profit or loss	(20,819)	(66,205)
AT END OF YEAR	19,911	40,730

The deferred tax asset is made up as follows:

	Group 2023 £	Group 2022 £	Company 2023 £	Company 2022 £
Accelerated capital allowances	(19,475)	(9,424)	(19,475)	(7,957)
Other short term timing differences	39,386	52,303	39,386	48,687
	19,911	42,879	19,911	40,730

21. SHARE CAPITAL

	2023 £	2022 £
ALLOTTED, CALLED UP AND FULLY PAID		
450,900 (2022: 450,900) Ordinary shares of £1.00 each	450,900	450,900

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023**

22. RESERVES**Share premium account**

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

Capital redemption reserve

This 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.

23. PENSION COMMITMENTS

The group 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 group to the fund and amounted to £204,029 (2022: £160,762). Contributions totalling £53,724 (2022: £31,726) were payable to the fund at the Balance Sheet date and are included within other creditors.

24. COMMITMENTS UNDER OPERATING LEASES

At 31 March 2023 the Group and the company had future minimum lease payments due under non-cancellable operating leases for each of the following periods:

	Group 2023 £	Group 2022 £	Company 2023 £	Company 2022 £
Land and buildings				
Not later than 1 year	175,400	73,900	175,400	73,900
Later than 1 year and not later than 5 years	360,800	152,950	360,800	152,950
	<u>536,200</u>	<u>226,850</u>	<u>536,200</u>	<u>226,850</u>

	Group 2023 £	Group 2022 £	Company 2023 £	Company 2022 £
Other leases				
Not later than 1 year	19,479	55,401	12,405	41,399
Later than 1 year and not later than 5 years	18,185	42,748	18,185	30,669
	<u>37,664</u>	<u>98,149</u>	<u>30,590</u>	<u>72,068</u>

25. RELATED PARTY TRANSACTIONS

During the year Cargo Marketing Services Limited sold services totalling £446,030 (2022: £79,572) and purchased services totalling £5,781 (2022: £11,210) from Maritime Service Line UK Limited, a subsidiary undertaking. As at 31 March 2023 the company was owed £15,823 (2022: £70,034) from Maritime Service Line UK Limited.

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

The services of Mr D G Horwell were provided through Cargo Marketing Services Limited in the prior year within his role as majority shareholder. During the year the company incurred consultancy fees totalling £- (2022: £24,492). At the year end the company owed £- (2022: £nil) to Mr D G Horwell. The balance is repayable on demand and included within other debtors. No interest is charged on this balance.

During the year Cargo Marketing Services Limited sold services totalling £68,075 and purchased services totalling £114,391 from SAA Logistics, a company of which Juan Olarieta is also a director. As at 31 March 2023 the company owed £21,097 to SAA Logistics.

26. CONTROLLING PARTY

The group is controlled by MSL Corporate SL, who owns 100% of the issued share capital of the parent company, Cargo Marketing Services Limited. The principal address of MSL Corporate SL is C/SOL 139 - Poligono Industrial De Sedavi, Valencia, Spain.

This document was delivered using electronic communications and authenticated in accordance with the registrar's rules relating to electronic form, authentication and manner of delivery under section 1072 of the Companies Act 2006.