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Registered number: 02965708

KINLEIGH FOLKARD & HAYWARD LIMITED
DIRECTORS' REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2015

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KINLEIGH FOLKARD & HAYWARD LIMITED

COMPANY INFORMATION

Directors	R M Cleminson P L Coling A Chambers R H Johnson L Hawkins J R Marke
Company secretary	K P Allerton
Registered number	02965708
Registered office	KFH House 5 Compton Road Wimbledon London SW19 7QA
Trading Address	KFH House 5 Compton Road Wimbledon London SW19 7QA
Independent auditors	Warrener Stewart Chartered Accountants Harwood House 43 Harwood Road London SW6 4QP

KINLEIGH FOLKARD & HAYWARD LIMITED

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KINLEIGH FOLKARD & HAYWARD LIMITED

DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2015

The directors present their report and the financial statements for the year ended 31 December 2015.

Directors

The directors who served during the year were:

R M Cleminson
P L Coling
A Chambers
R H Johnson
L Hawkins
J R Marke

Directors' responsibilities statement

The directors are responsible for preparing the Strategic report, the Directors' report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with 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 of the profit or loss of the Company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies for the Company financial statements and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Principal activity

The Company's principal activity was that of Chartered Surveyors and Valuers.

Results and dividends

The profit for the year, after taxation, amounted to £1,458,645 (2014 - £769,203).

The directors do not recommend payment of a dividend and the profit for the year will be transferred to reserves.

Future developments

The directors maintain management policies that continue to support future growth.

KINLEIGH FOLKARD & HAYWARD LIMITED

DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2015

Post balance sheet events

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

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 that director is aware, there is no relevant audit information of which the Company's auditors are unaware, and
- that 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's auditors are aware of that information.

Auditors

The auditors, Warrener Stewart, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

This report was approved by the board on 27 September 2016 and signed on its behalf.


.....
K P Allerton
Secretary

KINLEIGH FOLKARD & HAYWARD LIMITED

STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2015

Introduction

The directors present their strategic report for the year ended 31 December 2015.

Business review

2015 saw revenue grow by 22.5% to £8,072,564, which resulted in a profit before taxation of £1,833,933 (2014: £978,964).

Principal risks and uncertainties

The principal risk to the business is the health of the UK residential property market. Confidence in this market is affected by a number of factors such as the economic performance and stability of the country generally, the availability of mortgage finance and particularly matters such as the interest rate applied to mortgage lending and the security and mobility of employment.

Financial key performance indicators

Management monitors the performance of the business by reference to internal budgets and industry averages. These indicators are considered sufficient to provide an overview of business performance relative to expectations and market trends.

This report was approved by the board on 27 September 2016 and signed on its behalf.


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R H Johnson
Director

KINLEIGH FOLKARD & HAYWARD LIMITED

INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF KINLEIGH FOLKARD & HAYWARD LIMITED

We have audited the financial statements of Kinleigh Folkard & Hayward Limited for the year ended 31 December 2015, set out on pages 6 to 17. The relevant financial reporting framework that has been applied in their preparation is the Companies Act 2006 and the 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'.

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.

Respective responsibilities of Directors and Auditors

As explained more fully in the Directors' Responsibilities Statement on page 2, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Financial Reporting Council's Ethical Standards for Auditors.

Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the Company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Strategic Report and the Directors' Report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the Company's affairs as at 31 December 2015 and of its profit or loss 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.

KINLEIGH FOLKARD & HAYWARD LIMITED

INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF KINLEIGH FOLKARD & HAYWARD LIMITED (CONTINUED)

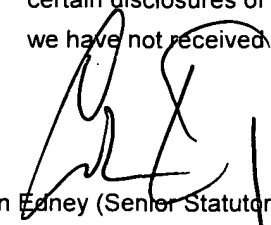
Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Strategic Report and the Directors' Report for the financial year for which the financial statements are prepared is consistent with those accounts. In the light of our knowledge and understanding of the Company and its environment obtained in the course of the audit, we have not identified material misstatements in the Strategic Report and the Directors Report.

Matters on which we are required to report by exception

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

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.



Colin Edney (Senior Statutory Auditor)

for and on behalf of
Warrener Stewart

Chartered Accountants
Statutory Auditors

Harwood House
43 Harwood Road
London
SW6 4QP

29 September 2016

KINLEIGH FOLKARD & HAYWARD LIMITED

STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2015

	Note	2015 £	2014 £
Turnover	4	8,072,564	6,587,364
Other external charges		(1,279,704)	(1,204,111)
Staff costs		(4,955,170)	(4,398,206)
Depreciation and amortisation		(5,070)	(6,083)
Operating profit	5	1,832,620	978,964
Interest receivable and similar income	9	1,313	239
Profit before tax		1,833,933	979,203
Tax on profit	10	(375,288)	(210,000)
Total comprehensive income for the year		1,458,645	769,203

There were no recognised gains and losses for 2015 or 2014 other than those included in the statement of comprehensive income.

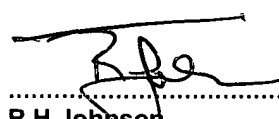
The notes on pages 9 to 17 form part of these financial statements.

KINLEIGH FOLKARD & HAYWARD LIMITED
REGISTERED NUMBER:02965708

STATEMENT OF FINANCIAL POSITION
AS AT 31 DECEMBER 2015

	Note	£	2015 £	£	2014 £
Fixed assets					
Tangible assets	11		18,519		19,223
			18,519		19,223
Current assets					
Debtors: amounts falling due within one year	12	1,277,260		817,470	
Cash at bank and in hand	13	2,533,999		922,097	
		3,811,259		1,739,567	
Creditors: amounts falling due within one year	14	(2,414,825)		(1,802,482)	
Net current assets/(liabilities)			1,396,434		(62,915)
Total assets less current liabilities			1,414,953		(43,692)
Capital and reserves					
Called up share capital	16		2		2
Profit and loss account			1,414,951		(43,694)
			1,414,953		(43,692)

The financial statements were approved and authorised for issue by the board and were signed on its behalf on 27 September 2016.



R H Johnson
 Director

The notes on pages 9 to 17 form part of these financial statements.

KINLEIGH FOLKARD & HAYWARD LIMITED

STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2015

	Called up share capital	Profit and loss account	Total equity
	£	£	£
At 1 January 2015	2	(43,694)	(43,692)
Total comprehensive income for the year	-	1,458,645	1,458,645
At 31 December 2015	<u>2</u>	<u>1,414,951</u>	<u>1,414,953</u>

STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2014

	Called up share capital	Profit and loss account	Total equity
	£	£	£
At 1 January 2014	2	(812,897)	(812,895)
Total comprehensive income for the year	-	769,203	769,203
At 31 December 2014	<u>2</u>	<u>(43,694)</u>	<u>(43,692)</u>

The notes on pages 9 to 17 form part of these financial statements.

KINLEIGH FOLKARD & HAYWARD LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

1. General information

Kinleigh Folkard & Hayward Limited is a limited liability company incorporated in England. The registered office is KFH House, 5 Compton Road, London, SW19 7QA.

The Company's financial statements have been prepared in compliance with FRS 102 as it applies to the financial statements for the year ended 31 December 2015.

2. Accounting policies

2.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention 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 preparation of financial statements in compliance with FRS 102 requires the use of certain critical accounting estimates. It also requires management to exercise judgment in applying the Company's accounting policies (see note 3).

The financial statements are prepared in Sterling, which is the functional currency of the Company.

The following principal accounting policies have been applied:

2.2 Financial reporting standard 102 - reduced disclosure exemptions

The company has taken advantage of the following disclosure exemptions in preparing these financial statements, as permitted by the FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland":

- the requirements of Section 4 Statement of Financial Position paragraph 4.12(a)(iv);
- the requirements of Section 7 Statement of Cash Flows;
- the requirements of Section 3 Financial Statement Presentation paragraph 3.17(d);
- the requirements of Section 11 Financial Instruments paragraphs 11.39 to 11.48A;
- the requirements of Section 12 Other Financial Instruments paragraphs 12.26 to 12.29;
- the requirements of Section 33 Related Party Disclosures paragraph 33.7.

This information is included in the consolidated financial statements of Kinleigh Limited as at 31 December 2015 and these financial statements may be obtained from Companies House, Crown Way, Cardiff, CF14 3UZ..

KINLEIGH FOLKARD & HAYWARD LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

2. Accounting policies (continued)

2.3 Revenue

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. Revenue is measured as the fair value of the consideration received or receivable, excluding discounts, rebates, value added tax and other sales taxes. The following criteria must also be met before revenue is recognised:

Rendering of services

Revenue from a contract to provide services is recognised in the period in which the services are provided in accordance with the stage of completion of the contract when all of the following conditions are satisfied:

- the amount of revenue can be measured reliably;
- it is probable that the Company will receive the consideration due under the contract;
- the stage of completion of the contract at the end of the reporting period can be measured reliably; and
- the costs incurred and the costs to complete the contract can be measured reliably.

Revenue from survey, valuation and professional fees is recognised in full at the invoice date net of refunds and VAT.

2.4 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.

Depreciation is charged so as to allocate the cost of assets less their residual value over their estimated useful lives, on a reducing balance basis.

Depreciation is provided on the following basis:

Office Equipment	- 25% on written down value
Computer Equipment	- 33% on written down value

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 Statement of Comprehensive Income.

Operating leases: the Company as lessee

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

KINLEIGH FOLKARD & HAYWARD LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

2. Accounting policies (continued)

2.5 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.

2.6 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.

2.7 Financial instruments

The Company 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, loans to related parties and investments in non-puttable ordinary shares.

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 Income Statement.

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 determined under the contract.

2.8 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.

2.9 Pensions

Defined contribution pension plan

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

The contributions are recognised as an expense in the Income Statement 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 Company in independently administered funds.

2.10 Interest income

Interest income is recognised in the Income Statement using the effective interest method.

KINLEIGH FOLKARD & HAYWARD LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

2. Accounting policies (continued)

2.11 Taxation

Tax is recognised in the Income Statement, except that a change 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 operates and generates income.

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the Statement of Financial Position 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 reporting date.

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

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances.

Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an on-going basis. Revisions to accounting estimates are recognised in the year in which the estimate is revised if the revision affects only that year or in the year of revision and future years if the revision affects both current and future years.

4. Turnover

The whole of the turnover is attributable to the Company's principal activity.

All turnover arose within the United Kingdom.

KINLEIGH FOLKARD & HAYWARD LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

5. Operating profit

The operating profit is stated after charging:

	2015 £	2014 £
Depreciation of tangible fixed assets	5,070	6,083
Operating lease rentals	115,274	111,094
Defined contribution pension cost	19,126	17,953

6. Audit fees

Audit fees are borne by the company's parent undertaking.

7. Employees

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

	2015 £	2014 £
Wages and salaries	4,373,593	3,894,736
Social security costs	562,451	485,517
Defined contribution pension costs	19,126	17,953
	<u>4,955,170</u>	<u>4,398,206</u>

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

	2015 No.	2014 No.
Sales	52	49
Administration	15	10
	<u>67</u>	<u>59</u>

8. Directors' remuneration

	2015 £	2014 £
Directors' emoluments	474,824	438,938
	<u>474,824</u>	<u>438,938</u>

The highest paid director received remuneration of £156,937 (2014 - £124,620).

KINLEIGH FOLKARD & HAYWARD LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

9. Interest receivable

	2015 £	2014 £
Bank interest receivable	1,313	239
	<u>1,313</u>	<u>239</u>

10. Taxation

	2015 £	2014 £
Corporation tax		
Current tax on profits for the year	375,169	210,000
Adjustments in respect of previous periods	119	-
Total current tax	<u>375,288</u>	<u>210,000</u>

Factors affecting tax charge for the year

The tax assessed for the year is higher than (2014 - lower than) the standard rate of corporation tax in the UK of 20.25% (2014 - 21.5%). The differences are explained below:

	2015 £	2014 £
Profit on ordinary activities before tax	<u>1,833,933</u>	<u>979,203</u>
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 20.25% (2014 - 21.5%)	371,309	210,462
Effects of:		
Expenses not deductible for tax purposes, other than goodwill amortisation and impairment	4,267	-
Capital allowances for year in excess of depreciation	(407)	(343)
Other differences leading to an increase (decrease) in the tax charge	119	(119)
Total tax charge for the year	<u>375,288</u>	<u>210,000</u>

KINLEIGH FOLKARD & HAYWARD LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

11. Tangible fixed assets

	Office Equipment £
Cost or valuation	
At 1 January 2015	258,061
Additions	4,366
At 31 December 2015	<u>262,427</u>
Depreciation	
At 1 January 2015	238,838
Charge owned for the period	5,070
At 31 December 2015	<u>243,908</u>
Net book value	
At 31 December 2015	<u>18,519</u>
At 31 December 2014	<u>19,223</u>

12. Debtors

	2015 £	2014 £
Trade debtors	1,233,426	772,924
Other debtors	11,634	1,935
Prepayments and accrued income	32,200	42,611
	<u>1,277,260</u>	<u>817,470</u>

13. Cash and cash equivalents

	2015 £	2014 £
Cash at bank and in hand	2,533,999	922,097
	<u>2,533,999</u>	<u>922,097</u>

KINLEIGH FOLKARD & HAYWARD LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

14. Creditors: Amounts falling due within one year

	2015 £	2014 £
Trade creditors	21,492	25,161
Amounts owed to group undertakings	1,148,149	800,245
Corporation tax	375,169	210,000
Taxation and social security	534,817	432,154
Accruals and deferred income	335,198	334,922
	<u>2,414,825</u>	<u>1,802,482</u>

15. Financial instruments

	2015 £	2014 £
Financial assets		
Cash and cash equivalents	2,533,999	922,097
Financial assets that are debt instruments measured at amortised cost	1,245,060	774,859
	<u>3,779,059</u>	<u>1,696,956</u>
Financial liabilities		
Financial liabilities measured at amortised cost	1,504,839	1,160,328
	<u>1,504,839</u>	<u>1,160,328</u>

Financial assets measured at amortised cost comprise cash at bank and debtors less prepayments.

Financial Liabilities measured at amortised cost comprise creditors less taxes and social security costs

16. Share capital

	2015 £	2014 £
Shares classified as equity		
Allotted, called up and fully paid		
2 Ordinary shares of £1 each	<u>2</u>	<u>2</u>

KINLEIGH FOLKARD & HAYWARD LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2015

17. Pension commitments

The company operates a defined contribution 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 £19,126 (2014: £17,953)

18. Commitments under operating leases

At 31 December 2015 the Company had future minimum lease payments under non-cancellable operating leases as follows:

	2015 £	2014 £
Not later than 1 year	2,000	8,000
Total	2,000	8,000

19. Controlling party

The ultimate parent undertaking is Kinleigh Limited, a company registered in England.

L T Watts is the controlling shareholder of Kinleigh Limited.