

## THE MONARCH PARTNERSHIP LIMITED



Abbreviated Accounts

For the year ended 31 March 2013

# THE MONARCH PARTNERSHIP LIMITED

## DIRECTORS' REPORT FOR THE YEAR ENDED 31 MARCH 2013

---

The directors present their report and financial statements for the year ended 31 March 2013

### **Principal activities and review of the business**

The principal activity of the company continued to be that of utility cost consultants

The Monarch Partnership's aim in the last financial year was to continue to achieve growth for the 24th successive year. Despite an uncertain economic climate the company has managed to maintain dominance in its key public sectors whilst creating new revenue streams in commercial sectors. This diversification aligned with increased investment in capital assets have led to greater efficiencies in the overall running of the business which in turn have produced stronger financial results over the preceding year.

Strong performance can also be attributed to renewed relationships with existing clientele and a decrease in staff turnover this year has led to increased output from the existing workforce which in turn has offset increases in administrative expenses.

Increases in capital investment will highlight Monarch's strategy moving forward, with more new entrants into the market Monarch will need to begin investing in areas to differentiate the current business model. As Monarch begin this journey, immediate investment will not only highlight stronger financial performance in the present but also prepare Monarch for sustainable growth over the longer term.

The principal risks for the Company are the possibility of depletion of energy supplies and serious shortages of supply. In such an environment, Monarch's ability to negotiate competitive prices may be challenged. This should be viewed against the potentially positive news that the production of Shale Gas will result in sufficient supplies to increase competition and this can translate to benefit to Monarch clients.

### **Results and dividends**

The results for the year are set out on page 4.

Turnover increased by 13.7% to £8,168,064, leading to a 10.2% increase in pre-tax profit.

### **Directors**

The following directors have held office since 1 April 2012:

P S Dosanjh

S K Dosanjh

A S Dosanjh

### **Auditors**

In accordance with the company's articles, a resolution proposing that Kingston Smith LLP be reappointed as auditors of the company will be put at a General Meeting.

# THE MONARCH PARTNERSHIP LIMITED

## DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2013

---

### **Statement of directors' responsibilities**

The directors are responsible for preparing 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 United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to

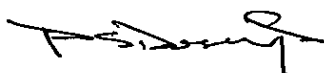
- select suitable accounting policies and then apply them consistently,
- make judgements and accounting estimates that are reasonable and prudent,
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

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.

### **Statement of disclosure to auditors**

So far as the directors are aware, there is no relevant audit information of which the company's auditors are unaware. Additionally, the directors have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the company's auditors are aware of that information.

On behalf of the board



P S Dosanjh

Director

4 November 2013

# THE MONARCH PARTNERSHIP LIMITED

## INDEPENDENT AUDITORS' REPORT TO THE MONARCH PARTNERSHIP LIMITED UNDER SECTION 449 OF THE COMPANIES ACT 2006

---

We have examined the abbreviated accounts set out on pages 4 to 13, together with the financial statements of The Monarch Partnership Limited for the year ended 31 March 2013 prepared under section 396 of the Companies Act 2006

This report is made solely to the company, in accordance with Chapter 10 of Part 15 of the Companies Act 2006. Our work has been undertaken so that we might state to the company those matters we are required to state to it in a special 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, for our work, for this report, or for the opinions we have formed.

### **Respective responsibilities of directors and auditors**

The directors are responsible for preparing the abbreviated accounts in accordance with section 445 of the Companies Act 2006. It is our responsibility to form an independent opinion as to whether the company is entitled to deliver abbreviated accounts to the Registrar of Companies and whether the abbreviated accounts have been properly prepared in accordance with the regulations made under that section and to report our opinion to you.

We conducted our work in accordance with Bulletin 2008/4 issued by the Auditing Practices Board. In accordance with that Bulletin we have carried out the procedures we consider necessary to confirm, by reference to the financial statements, that the company is entitled to deliver abbreviated accounts and that the abbreviated accounts to be delivered are properly prepared.

### **Opinion**

In our opinion the company is entitled to deliver abbreviated accounts prepared in accordance with section 445(3) of the Companies Act 2006, and the abbreviated accounts have been properly prepared in accordance with the regulations made under that section.



**David Montgomery (Senior Statutory Auditor)**  
for and on behalf of Kingston Smith LLP

6 November 2013

**Chartered Accountants**  
**Statutory Auditor**

Surrey House  
36-44 High Street  
Redhill  
Surrey  
RH1 1RH

# THE MONARCH PARTNERSHIP LIMITED

## ABBREVIATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 MARCH 2013

|                                                      |           | 2013<br>£        | 2012<br>£        |
|------------------------------------------------------|-----------|------------------|------------------|
|                                                      | Notes     |                  |                  |
| Turnover                                             |           | 8,168,064        | 7,183,477        |
| Administrative expenses                              |           | (2,457,362)      | (1,992,880)      |
| <b>Operating profit</b>                              | <b>2</b>  | <b>5,710,702</b> | <b>5,190,597</b> |
| Other interest receivable and similar income         | <b>3</b>  | 20,809           | 2,695            |
| Interest payable and similar charges                 | <b>4</b>  | (9,813)          | (2,547)          |
| <b>Profit on ordinary activities before taxation</b> |           | <b>5,721,698</b> | <b>5,190,745</b> |
| Tax on profit on ordinary activities                 | <b>5</b>  | (1,378,507)      | (1,356,982)      |
| <b>Profit for the year</b>                           | <b>11</b> | <b>4,343,191</b> | <b>3,833,763</b> |

The profit and loss account has been prepared on the basis that all operations are continuing operations

There are no recognised gains and losses other than those passing through the profit and loss account

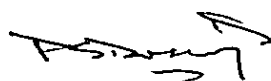
# THE MONARCH PARTNERSHIP LIMITED

## ABBREVIATED BALANCE SHEET AS AT 31 MARCH 2013

|                                                      | Notes | 2013<br>£          | £                       | 2012<br>£          | £                       |
|------------------------------------------------------|-------|--------------------|-------------------------|--------------------|-------------------------|
| <b>Fixed assets</b>                                  |       |                    |                         |                    |                         |
| Tangible assets                                      | 7     |                    | 17,825                  |                    | 25,618                  |
| <b>Current assets</b>                                |       |                    |                         |                    |                         |
| Debtors                                              | 8     | 3,030,385          |                         | 2,556,864          |                         |
| Cash at bank and in hand                             |       | 7,047,120          |                         | 4,127,308          |                         |
|                                                      |       | <u>10,077,505</u>  |                         | <u>6,684,172</u>   |                         |
| <b>Creditors amounts falling due within one year</b> | 9     | <u>(1,260,371)</u> |                         | <u>(1,218,022)</u> |                         |
| <b>Net current assets</b>                            |       |                    | <u>8,817,134</u>        |                    | <u>5,466,150</u>        |
| <b>Total assets less current liabilities</b>         |       |                    | <u><u>8,834,959</u></u> |                    | <u><u>5,491,768</u></u> |
| <b>Capital and reserves</b>                          |       |                    |                         |                    |                         |
| Called up share capital                              | 10    |                    | 999                     |                    | 999                     |
| Profit and loss account                              | 11    |                    | <u>8,833,960</u>        |                    | <u>5,490,769</u>        |
| <b>Shareholders' funds</b>                           | 12    |                    | <u><u>8,834,959</u></u> |                    | <u><u>5,491,768</u></u> |

These abbreviated accounts have been prepared in accordance with the special provisions in section 445(3) of the Companies Act 2006 relating to medium-sized companies

Approved by the Board and authorised for issue on 4 November 2013



P S Dosanjh  
Director

Company Registration No 04346309

# THE MONARCH PARTNERSHIP LIMITED

## CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MARCH 2013

|                                                                            | £       | 2013<br>£        | £       | 2012<br>£        |
|----------------------------------------------------------------------------|---------|------------------|---------|------------------|
| <b>Net cash inflow from operating activities</b>                           |         | 5,410,919        |         | 4,083,350        |
| <b>Returns on investments and servicing of finance</b>                     |         |                  |         |                  |
| Interest received                                                          | 20,809  |                  | 2,695   |                  |
| Interest paid                                                              | (9,813) |                  | (2,547) |                  |
|                                                                            |         |                  |         |                  |
| <b>Net cash inflow for returns on investments and servicing of finance</b> |         | 10,996           |         | 148              |
| <b>Taxation</b>                                                            |         | (1,496,950)      |         | (1,011,358)      |
| <b>Capital expenditure</b>                                                 |         |                  |         |                  |
| Payments to acquire tangible assets                                        | (5,153) |                  | (2,992) |                  |
|                                                                            |         |                  |         |                  |
| <b>Net cash outflow for capital expenditure</b>                            |         | (5,153)          |         | (2,992)          |
| <b>Equity dividends paid</b>                                               |         | (1,000,000)      |         | -                |
|                                                                            |         |                  |         |                  |
| <b>Increase in cash in the year</b>                                        |         | <u>2,919,812</u> |         | <u>3,069,148</u> |

# THE MONARCH PARTNERSHIP LIMITED

## NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MARCH 2013

| <b>1 Reconciliation of operating profit to net cash inflow from operating activities</b> | <b>2013</b>      | <b>2012</b>      |
|------------------------------------------------------------------------------------------|------------------|------------------|
|                                                                                          | <b>£</b>         | <b>£</b>         |
| Operating profit                                                                         | 5,710,702        | 5,190,597        |
| Depreciation of tangible assets                                                          | 12,946           | 17,670           |
| Decrease in stocks                                                                       | -                | 282,838          |
| Increase in debtors                                                                      | (473,521)        | (1,365,989)      |
| Increase/(decrease) in creditors within one year                                         | 160,792          | (41,766)         |
| <b>Net cash inflow from operating activities</b>                                         | <b>5,410,919</b> | <b>4,083,350</b> |

| <b>2 Analysis of net funds</b> | <b>1 April 2012</b> | <b>Cash flow</b> | <b>Other non-cash changes</b> | <b>31 March 2013</b> |
|--------------------------------|---------------------|------------------|-------------------------------|----------------------|
|                                | <b>£</b>            | <b>£</b>         | <b>£</b>                      | <b>£</b>             |
| Net cash                       |                     |                  |                               |                      |
| Cash at bank and in hand       | 4,127,308           | 2,919,812        | -                             | 7,047,120            |
| <b>Net funds</b>               | <b>4,127,308</b>    | <b>2,919,812</b> | <b>-</b>                      | <b>7,047,120</b>     |

| <b>3 Reconciliation of net cash flow to movement in net funds</b> | <b>2013</b>      | <b>2012</b>      |
|-------------------------------------------------------------------|------------------|------------------|
|                                                                   | <b>£</b>         | <b>£</b>         |
| Increase in cash in the year                                      | 2,919,812        | 3,069,148        |
| Cash outflow from decrease in debt                                | -                | 3,487            |
| <b>Movement in net funds in the year</b>                          | <b>2,919,812</b> | <b>3,072,635</b> |
| Opening net funds                                                 | 4,127,308        | 1,054,673        |
| <b>Closing net funds</b>                                          | <b>7,047,120</b> | <b>4,127,308</b> |

# THE MONARCH PARTNERSHIP LIMITED

## NOTES TO THE ABBREVIATED ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2013

### 1 Accounting policies

#### 1.1 Accounting convention

The financial statements are prepared under the historical cost convention

#### 1.2 Turnover

Turnover represents amounts receivable for services net of VAT

Where turnover represents commission from energy suppliers, the commission is recognised once the customer energy bills have been paid in accordance with the contract between the company and the energy supplier

#### 1.3 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows

|                                |                      |
|--------------------------------|----------------------|
| Computer equipment             | 33% straight line    |
| Fixtures, fittings & equipment | 25% reducing balance |

#### 1.4 Leasing and hire purchase commitments

Rentals payable under operating leases are charged against income on a straight line basis over the lease term

#### 1.5 Deferred taxation

Deferred taxation is provided in full in respect of taxation deferred by timing differences between the treatment of certain items for taxation and accounting purposes. The deferred tax balance has not been discounted

| 2 Operating profit                        | 2013<br>£ | 2012<br>£ |
|-------------------------------------------|-----------|-----------|
| Operating profit is stated after charging |           |           |
| Depreciation of tangible assets           | 12,946    | 17,670    |
| Operating lease rentals                   |           |           |
| - Plant and machinery                     | 10,650    | 11,292    |
| Auditors' remuneration                    | 12,500    | 9,400     |

| 3 Investment income | 2013<br>£ | 2012<br>£ |
|---------------------|-----------|-----------|
| Bank interest       | 20,809    | 2,695     |
|                     | 20,809    | 2,695     |

# THE MONARCH PARTNERSHIP LIMITED

## NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2013

|          |                                                                                                                           |                  |                  |
|----------|---------------------------------------------------------------------------------------------------------------------------|------------------|------------------|
| <b>4</b> | <b>Interest payable</b>                                                                                                   | <b>2013</b>      | <b>2012</b>      |
|          |                                                                                                                           | <b>£</b>         | <b>£</b>         |
|          | Hire purchase interest                                                                                                    | -                | 100              |
|          | Other interest                                                                                                            | 9,813            | 2,447            |
|          |                                                                                                                           | <u>9,813</u>     | <u>2,547</u>     |
| <b>5</b> | <b>Taxation</b>                                                                                                           | <b>2013</b>      | <b>2012</b>      |
|          |                                                                                                                           | <b>£</b>         | <b>£</b>         |
|          | <b>Domestic current year tax</b>                                                                                          |                  |                  |
|          | U K corporation tax                                                                                                       | 1,378,507        | 1,356,863        |
|          | Adjustment for prior years                                                                                                | -                | 119              |
|          | <b>Total current tax</b>                                                                                                  | <u>1,378,507</u> | <u>1,356,982</u> |
|          | <b>Factors affecting the tax charge for the year</b>                                                                      |                  |                  |
|          | Profit on ordinary activities before taxation                                                                             | <u>5,721,698</u> | <u>5,190,745</u> |
|          | Profit on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 24.00% (2012 - 26.00%) | <u>1,373,208</u> | <u>1,349,594</u> |
|          | Effects of                                                                                                                |                  |                  |
|          | Non deductible expenses                                                                                                   | 4,128            | 4,504            |
|          | Depreciation add back                                                                                                     | 3,107            | 4,594            |
|          | Capital allowances                                                                                                        | (1,936)          | (1,829)          |
|          | Adjustment for prior years                                                                                                | -                | 119              |
|          |                                                                                                                           | <u>5,299</u>     | <u>7,388</u>     |
|          | <b>Current tax charge for the year</b>                                                                                    | <u>1,378,507</u> | <u>1,356,982</u> |
| <b>6</b> | <b>Dividends</b>                                                                                                          | <b>2013</b>      | <b>2012</b>      |
|          |                                                                                                                           | <b>£</b>         | <b>£</b>         |
|          | Ordinary interim paid                                                                                                     | <u>1,000,000</u> | <u>-</u>         |

# THE MONARCH PARTNERSHIP LIMITED

## NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2013

### 7 Tangible fixed assets

|                       | Plant and<br>machinery<br>£ | Fixtures,<br>fittings &<br>equipment<br>£ | Total<br>£ |
|-----------------------|-----------------------------|-------------------------------------------|------------|
| <b>Cost</b>           |                             |                                           |            |
| At 1 April 2012       | 62,994                      | 80,049                                    | 143,043    |
| Additions             | 3,146                       | 2,007                                     | 5,153      |
| At 31 March 2013      | 66,140                      | 82,056                                    | 148,196    |
| <b>Depreciation</b>   |                             |                                           |            |
| At 1 April 2012       | 55,010                      | 62,415                                    | 117,425    |
| Charge for the year   | 8,036                       | 4,910                                     | 12,946     |
| At 31 March 2013      | 63,046                      | 67,325                                    | 130,371    |
| <b>Net book value</b> |                             |                                           |            |
| At 31 March 2013      | 3,094                       | 14,731                                    | 17,825     |
| At 31 March 2012      | 7,984                       | 17,634                                    | 25,618     |

### 8 Debtors

|                                | 2013<br>£ | 2012<br>£ |
|--------------------------------|-----------|-----------|
| Trade debtors                  | 1,381,014 | 491,271   |
| Other debtors                  | 1,000,648 | 623,308   |
| Prepayments and accrued income | 648,723   | 1,442,285 |
|                                | 3,030,385 | 2,556,864 |

# THE MONARCH PARTNERSHIP LIMITED

## NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2013

|           |                                                           |                  |                                              |
|-----------|-----------------------------------------------------------|------------------|----------------------------------------------|
| <b>9</b>  | <b>Creditors: amounts falling due within one year</b>     | <b>2013</b>      | <b>2012</b>                                  |
|           |                                                           | <b>£</b>         | <b>£</b>                                     |
|           | Trade creditors                                           | 49,832           | 64,907                                       |
|           | Corporation tax                                           | 857,246          | 975,689                                      |
|           | Other taxes and social security costs                     | 337,364          | 165,259                                      |
|           | Other creditors                                           | 3,429            | 161                                          |
|           | Accruals and deferred income                              | 12,500           | 12,006                                       |
|           |                                                           | <u>1,260,371</u> | <u>1,218,022</u>                             |
| <b>10</b> | <b>Share capital</b>                                      | <b>2013</b>      | <b>2012</b>                                  |
|           |                                                           | <b>£</b>         | <b>£</b>                                     |
|           | <b>Allotted, called up and fully paid</b>                 |                  |                                              |
|           | 999 Ordinary shares of £1 each                            | 999              | 999                                          |
|           |                                                           | <u>999</u>       | <u>999</u>                                   |
| <b>11</b> | <b>Statement of movements on profit and loss account</b>  |                  | <b>Profit and<br/>loss<br/>account<br/>£</b> |
|           | Balance at 1 April 2012                                   |                  | 5,490,769                                    |
|           | Profit for the year                                       |                  | 4,343,191                                    |
|           | Dividends paid                                            |                  | (1,000,000)                                  |
|           | Balance at 31 March 2013                                  |                  | <u>8,833,960</u>                             |
| <b>12</b> | <b>Reconciliation of movements in shareholders' funds</b> | <b>2013</b>      | <b>2012</b>                                  |
|           |                                                           | <b>£</b>         | <b>£</b>                                     |
|           | Profit for the financial year                             | 4,343,191        | 3,833,763                                    |
|           | Dividends                                                 | (1,000,000)      | -                                            |
|           | Net addition to shareholders' funds                       | <u>3,343,191</u> | <u>3,833,763</u>                             |
|           | Opening shareholders' funds                               | 5,491,768        | 1,658,005                                    |
|           | Closing shareholders' funds                               | <u>8,834,959</u> | <u>5,491,768</u>                             |

# THE MONARCH PARTNERSHIP LIMITED

## NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2013

### 13 Financial commitments

At 31 March 2013 the company was committed to making the following payments under non-cancellable operating leases in the year to 31 March 2014

|                               | Other<br>2013<br>£ | 2012<br>£    |
|-------------------------------|--------------------|--------------|
| Operating leases which expire |                    |              |
| Within one year               | 7,509              | 1,759        |
| Between two and five years    | 390                | 2,827        |
|                               | <u>7,899</u>       | <u>4,586</u> |

### 14 Directors' remuneration

|                                      | 2013<br>£      | 2012<br>£      |
|--------------------------------------|----------------|----------------|
| Remuneration for qualifying services | <u>207,893</u> | <u>194,707</u> |

Remuneration disclosed above include the following amounts paid to the highest paid director

|                                      |                |               |
|--------------------------------------|----------------|---------------|
| Remuneration for qualifying services | <u>101,479</u> | <u>95,084</u> |
|--------------------------------------|----------------|---------------|

### 15 Employees

#### Number of employees

The average monthly number of employees (including directors) during the year was

|  | 2013<br>Number | 2012<br>Number |
|--|----------------|----------------|
|  | <u>58</u>      | <u>53</u>      |

#### Employment costs

|                                                      | 2013<br>£        | 2012<br>£        |
|------------------------------------------------------|------------------|------------------|
| Wages and salaries (including social security costs) | <u>1,466,067</u> | <u>1,248,454</u> |

# THE MONARCH PARTNERSHIP LIMITED

## NOTES TO THE ABBREVIATED ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2013

### 16 Control

On 23 January 2013 there was a share for share exchange between the company's existing shareholders and the company's new controlling company Majestic Securities Limited, a company registered in England and Wales

The ultimate controlling party is P S Dosanjh, by virtue of his shareholding in Majestic Securities Limited

### 17 Related party relationships and transactions

#### Dividends to Directors

During the year dividends were paid to the directors of the company in their capacity as shareholders

|             | 2013<br>£      | 2012<br>£ |
|-------------|----------------|-----------|
| P S Dosanjh | 599,600        | -         |
| S K Dosanjh | 100,100        | -         |
| A S Dosanjh | 100,100        | -         |
|             | <u>799,800</u> | <u>-</u>  |

#### Other transactions

Included within other debtors is an amount of £513,082 (2012 £495,111) owed by Monarch Estates, a Partnership in which the directors are the Partners

During the year, rent of £216,000 (2012 £183,000) was payable to Monarch Estates on an open market basis

Included within other debtors is an amount of £351,576 (2012 £3,876) owed by Spark Property Assets LLP, a Limited Liability Partnership in which the directors are members

Included within other debtors is an amount of £5,087 (2012 £5,087) owed by P S Dosanjh