

True Potential Adviser Services LLP
Report and financial statements
for the year ended 31 December 2013

Registered number OC326607

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True Potential Adviser Services LLP
Report and financial statements
for the year ended 31 December 2013
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True Potential Adviser Services LLP

Members and advisers for the year ended 31 December 2013

Managing Board members

David Harrison (Managing Partner)

Daniel Harrison

Mark Henderson

Neil Johnson

Registered office

Newburn House

Gateway West

Newburn Riverside

Newcastle upon Tyne

NE15 8NX

Bankers

The Royal Bank of Scotland plc

31 Grey Street

Newcastle upon Tyne

NE1 6ES

Independent auditors

PricewaterhouseCoopers LLP

Chartered Accountants and Statutory Auditors

Central Square South

Orchard Street

Newcastle upon Tyne

NE1 3AZ

True Potential Adviser Services LLP

Members' report for the year ended 31 December 2013

The members present their report and audited financial statements of the partnership for the year ended 31 December 2013.

Going concern

The members believe that preparing the financial statements on the going concern basis is appropriate due to the continued support of the group.

Principal activities and results

The principal activity of True Potential Adviser Services LLP ("the LLP") is that of provision of services to financial services distribution firms and their clients. The results for the LLP are noted on page 6. These were considered satisfactory by the members who expect continued growth in the foreseeable future.

Review of business

The members are satisfied with the progress of the business.

Designated members

The following designated members have held office during the year and to the date of signing the financial statements:

David Harrison
Mark Henderson
Neil Johnson
Daniel Harrison

Members' profit shares

All profits for the year are allocated to True Potential LLP as set out in the partnership deed.

Members' responsibilities statement

The members are responsible for preparing the report and the financial statements in accordance with applicable law and regulations.

Company law as applied to limited liability partnerships by the Limited Liability Partnerships (Accounts and Audit) (Application of Companies Act 2006) Regulations 2008 (the "Regulations") requires the members to prepare financial statements for each financial year. Under that law the members have prepared the partnership financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law as applied to limited liability partnerships the members 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 partnership and of the profit or loss of the partnership for that period. In preparing these financial statements, the members are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;

True Potential Adviser Services LLP

Members' report for the year ended 31 December 2013 (continued)

Members' responsibilities statement (continued)

- 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 the partnership will continue in business.

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

Disclosure of information to auditors

The members confirm that so far as each member is aware, there is no relevant audit information of which the LLP's auditors are unaware; and that each member has taken all the steps that he ought to have taken as a member in order to make himself aware of any relevant audit information and to establish that the LLP's auditors are aware of that information.

On behalf of the members



David Harrison
Designated member



Neil Johnson
Designated member

11th April 2014

True Potential Adviser Services LLP

Registered number OC326607

True Potential Adviser Services LLP

Independent auditors' report to the members of True Potential Adviser Services LLP

Report on the financial statements

Our opinion

In our opinion the financial statements, defined below:

- give a true and fair view of the state of the limited liability partnership's affairs as at 31 December 2013 and of its 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 as applied to limited liability partnerships by the Limited Liability Partnerships (Accounts and Audit) (Application of Companies Act 2006) Regulations 2008.

This opinion is to be read in the context of what we say in the remainder of this report.

What we have audited

The financial statements, which are prepared by True Potential Adviser Services LLP, comprise:

- the balance sheet as at 31 December 2013;
- the profit and loss account for the year then ended;
- the accounting policies; and
- the notes to the financial statements, which include other explanatory information.

The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

In applying the financial reporting framework, the members have made a number of subjective judgements, for example in respect of significant accounting estimates. In making such estimates, they have made assumptions and considered future events.

What an audit of financial statements involves

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) ("ISAs (UK & Ireland)"). 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 limited liability partnership's circumstances and have been consistently applied and adequately disclosed;
- the reasonableness of significant accounting estimates made by the designated members; and
- the overall presentation of the financial statements.

In addition, we read all the financial and non-financial information in the Report and financial statements (the "Annual Report") to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

True Potential Adviser Services LLP

Independent auditors' report to the members of True Potential Adviser Services LLP (continued)

Other matters on which we are required to report by exception

Adequacy of accounting records and information and explanations received

Under the Companies Act 2006 as applicable to limited liability partnerships we are required to report to you if, in our opinion:

- we have not received all the information and explanations we require for our audit; or
- 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.

We have no exceptions to report arising from this responsibility.

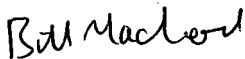
Responsibilities for the financial statements and the audit

Our responsibilities and those of the members

As explained more fully in the Members' Responsibilities Statement set out on page 5-6, the members 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 ISAs (UK & Ireland). Those standards require us to comply with the Auditing Practices Board's, Ethical Standards for Auditors.

This report, including the opinion, has been prepared for and only for the members of the partnership as a body in accordance with the Companies Act 2006 as applied to limited liability partnerships by the Limited Liability Partnerships (Accounts and Audit) (Application of Companies Act 2006) Regulations 2008 and for no other purpose. We do not, in giving this opinion, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.



Bill MacLeod (Senior Statutory Auditor)
for and on behalf of PricewaterhouseCoopers LLP
Chartered Accountants and Statutory Auditors
Newcastle upon Tyne

11th April 2014

True Potential Adviser Services LLP

Profit and loss account for the year ended 31 December 2013

	Note	2013 £	2012 £
Turnover		6,791,046	6,947,554
Administrative expenses		(3,959,341)	(3,810,861)
Operating profit	1	2,831,705	3,136,693
Loss on disposal of fixed assets		(2,250)	(159,898)
Interest payable and similar charges	2	(49,873)	(233,311)
Interest receivable and similar income	3	27	1,271
Profit for the financial year before members' remuneration and profit shares available for discretionary division among members	8	2,779,609	2,744,755

All operations are continuing.

The partnership has no recognised gains and losses other than the profit shown above and therefore no separate statement of total recognised gains and losses has been presented.

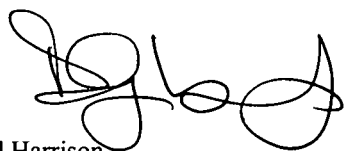
There is no difference between the profit for the financial year above and the historic cost equivalent.

True Potential Adviser Services LLP

Balance sheet as at 31 December 2013

	Note	2013 £	2012 £
Fixed assets			
Tangible assets	5	1,018,031	1,259,614
Current assets			
Debtors	6	1,295,172	1,218,757
Cash at bank and in hand		(1,016,625)	235,221
		278,547	1,453,978
Creditors: amounts falling due within one year	7	(2,553,964)	(4,466,803)
Net current liabilities		(2,275,417)	(3,012,825)
Total assets less current liabilities		(1,257,386)	(1,753,211)
Net liabilities attributable to Members		(1,257,386)	(1,753,211)
Members' other interests			
Members' capital	8	1,865,122	1,945,234
Other reserves	8	(3,122,508)	(3,698,445)
Total members' deficit	8	(1,257,386)	(1,753,211)

The financial statements on pages 6 to 13 were approved by the board of members on 11th April 2014 and were signed on its behalf by:



David Harrison
Designated member

True Potential Adviser Services LLP

Statement of accounting policies for the year ended 31 December 2013

Basis of accounting

These financial statements are prepared on the going concern basis, under the historical cost convention, and in accordance with the Companies Act 2006 as applicable to LLPs, the Statement of Recommended Practice "Accounting by Limited Liability Partnerships" and applicable accounting standards in the United Kingdom. The principal accounting policies, which have been applied consistently throughout the year, are set out below.

Going concern

The financial statements have been prepared on a going concern assumption. The group will continue to support the LLP for a period of at least twelve months from the signing of the financial statements.

Turnover

Turnover represents fees earned in respect of work carried out in the year in the ordinary course of business. Turnover is recognised on receipt and arises fully within the UK.

Tangible fixed assets

Tangible fixed assets are stated at cost less accumulated depreciation. Cost includes the original purchase price of the asset and the costs attributable to bringing the asset to its working condition for its intended use.

Depreciation is provided at rates calculated to write off the cost of tangible fixed assets less estimated realisable value by annual instalments over their expected useful lives. The rates applicable on a straight line basis are as follows:

Fixtures, fittings and equipment	10% - 33 1/3%
Short leasehold buildings	length of lease

Operating leases

Operating lease rentals are charged to the profit and loss account on a straight line basis over the lease term.

Income tax

Income tax payable on the LLP's profits is solely the personal liability of the individual members and consequently is not dealt with in these financial statements. The LLP is not taxed as a corporate entity.

Cash flow statement

The members have taken advantage of the provision of FRS 1 (revised 1996) exempting small entities from the need to prepare a cash flow statement.

True Potential Adviser Services LLP

Notes to the financial statements for the year ended 31 December 2013

1 Operating profit

The operating profit is stated after charging:

	2013	2012
	£	£
Depreciation - owned assets	282,005	254,047
Operating lease rentals – other	385,195	232,693
Auditors' remuneration		
- audit services	12,000	12,000
- taxation services	10,260	5,454

2 Interest payable and similar charges

	2013	2012
	£	£
Interest payable	49,873	233,311

3 Interest receivable and similar income

	2013	2012
	£	£
Bank interest receivable	27	1,271

True Potential Adviser Services LLP

4 Employee information

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

	2013 Number	2012 Number
Administrative	62	69
	2013 £	2012 £
Staff costs		
Wages and salaries	949,797	1,032,915
Social security costs	260,218	191,352
	1,210,015	1,224,267

5 Tangible assets

	Fixtures, fittings and equipment £	Short leasehold buildings £	Total £
Cost			
At 1 January 2013	1,696,258	76,806	1,773,064
Additions	116,231	-	116,231
Disposals	(77,813)	-	(77,813)
At 31 December 2013	1,734,676	76,806	1,811,482
Accumulated depreciation			
At 1 January 2013	495,279	18,171	513,450
Charged during the year	272,392	9,613	282,005
Disposals	(2,004)	-	(2,004)
At 31 December 2013	765,667	27,784	793,451
Net book amount			
At 31 December 2013	969,009	49,022	1,018,031
At 31 December 2012	1,200,979	58,635	1,259,614

True Potential Adviser Services LLP

6 Debtors

	2013	2012
	£	£
Amounts owed by members	771,972	507,917
Other debtors	272,676	443,236
Prepayments	250,524	267,604
	1,295,172	1,218,757

7 Creditors: amounts falling due within one year

	2013	2012
	£	£
Commercial loan	-	3,376,286
Amounts owed to group undertakings	2,276,074	672,569
Trade creditors	132,255	346,349
Taxation and social security	45,475	57,338
Accruals and deferred income	100,160	14,261
	2,553,964	4,466,803

True Potential Adviser Services LLP

8 Total members' interests

	Members' other interests			Loans and other debts due to members less any amounts due from members in debtors	
	Members' capital	Other reserves	Total		Total
	£	£	£	£	£
At 1 January 2013	1,945,234	-	1,945,234	(3,698,445)	(1,753,211)
Members' interests-capital withdrawn	(80,112)	-	(80,112)	-	(80,112)
Profit for the financial year available for discretionary distribution among members	-	2,779,609	2,779,609	-	2,779,609
Members' interests after profit for the year	1,865,122	2,779,609	4,644,731	(3,698,445)	946,398
Divisions of profit	-	(2,779,609)	(2,779,609)	2,779,609	-
Drawings	-	-	-	(2,203,672)	(2,203,672)
Members' interests 31 December 2013	1,865,122	-	1,865,122	(3,122,508)	(1,257,386)

Members' capital contributions are determined by reference to the working capital needs of the business. Individual members' capital contributions are set by the Managing Board.

9 Financial commitments

At 31 December the partnership had annual commitments under non-cancellable operating leases expiring as follows:

	Land and buildings		Other	
	2013	2012	2013	2012
	£	£	£	£
Within one year			28,834	14,907
Within two to five years			247,888	255,756
After five years	315,151	315,151	-	-
	315,151	315,151	276,722	270,633

True Potential Adviser Services LLP

10 Related party transactions

Included in creditors is £2,923,043 (2012: £605,062) due to True Potential Investments LLP, £160,619 (2012: £67,507) due to True Potential Wealth Management LLP and £807,589 (2012: NIL) owed from True Potential LLP. True Potential Investments LLP and True Potential Wealth Management LLP are considered to be a related party as they are fellow subsidiaries of True Potential LLP.

11 Ultimate controlling party

The ultimate controlling party is True Potential LLP.