

Registered number
05032892

CLS Finance Limited

Report and Accounts

31 December 2018

CLS Finance Limited

Registered number: 05032892

Directors' Report

The directors present their report and accounts for the year ended 31 December 2018.

Principal activities

The company's principal activity during the year continued to be that of providing consumer finance.

Directors

The following persons served as directors during the year:

Mr S P Young
Mr C O Holding

Directors' responsibilities

The directors are responsible for preparing the report and accounts in accordance with applicable law and regulations.

Company law requires the directors to prepare accounts for each financial year. Under that law the directors have elected to prepare the accounts 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 accounts 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 accounts, the directors are required to:

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

Disclosure of information to auditors


Each person who was a director at the time this report was approved confirms that:

- so far as he is aware, there is no relevant audit information of which the company's auditor is unaware; and
- he has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the company's auditor is aware of that information.

Small company provisions

This report has been prepared in accordance with the provisions in Part 15 of the Companies Act 2006 applicable to companies subject to the small companies regime.

This report was approved by the board on 3rd July 2019 and signed on its behalf.



Mr C O Holding
Director

CLS Finance Limited
Independent auditor's report
to the members of CLS Finance Limited

Opinion

We have audited the accounts of CLS Finance Limited for the year ended 31 December 2018 which comprise the Profit and Loss Account, the Balance Sheet, the Statement of Changes in Equity and notes to the accounts, 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 FRS 102 'The Financial Reporting Standard applicable in the UK and the Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

In our opinion the accounts:

- give a true and fair view of the state of the company's affairs as at 31 December 2018 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis of 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 Auditor's responsibilities for the audit of the accounts section of our report. We are independent of the company in accordance with the ethical requirements that are relevant to our audit of the accounts in the UK, including the FRC's Ethical Standard, and the provisions available for small entities, in the circumstances set out below, 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.

In accordance with the exemption provided by FRC's Ethical Standard - Provisions Available for Audits of Small Entities, we have prepared and submitted the company's returns to the tax authorities and assisted with the preparation of the accounts.

Conclusions relating to going concern

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

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

Other information

The other information comprises the information included in the report and accounts, other than the accounts and our auditor's report thereon. The directors are responsible for the other information. Our opinion on the accounts does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon. In connection with our audit of the accounts, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the accounts or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the accounts or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Opinions 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 directors' report for the financial year for which the accounts are prepared is consistent with the accounts; and
- the directors' report has been prepared in accordance with applicable legal requirements.

CLS Finance Limited
Independent auditor's report
to the members of CLS Finance Limited

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in 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, or returns adequate for our audit have not been received from branches not visited by us; or
- the accounts 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; or
- the directors were not entitled to prepare the accounts in accordance with the small companies regime and take advantage of the small companies' exemptions in preparing the directors' report and from the requirement to prepare a strategic report.

Responsibilities of directors

As explained more fully in the directors' responsibilities statement, the directors are responsible for the preparation of the accounts 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 accounts that are free from material misstatement, whether due to fraud or error.

In preparing the accounts, the directors are responsible for assessing the 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 company or to cease operations, or have no realistic alternative but to do so.

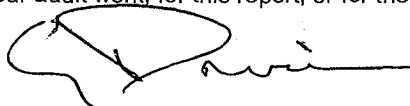
Auditor's responsibilities for the audit of the accounts

Our objectives are to obtain reasonable assurance about whether the accounts as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's 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 accounts.

A further description of our responsibilities for the audit of the accounts is located on the Financial Reporting Council's website at www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

Use of our report

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's 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.



Graham Davies BA FCA
(Senior Statutory Auditor)
for and on behalf of
Davies McLennon Limited, trading as Davies McLennon
Accountants and Statutory Auditors

93 Wellington Road North
Stockport
Cheshire
SK4 2LR

3rd July 2019

CLS Finance Limited
Profit and Loss Account
for the year ended 31 December 2018

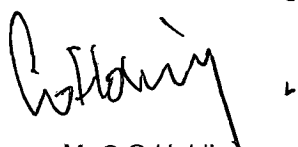
	2018	2017
	£	£
Turnover	5,408,392	4,598,494
Cost of sales	(2,258,692)	(2,155,728)
Gross profit	<u>3,149,700</u>	<u>2,442,766</u>
Administrative expenses	(1,639,278)	(1,263,442)
Operating profit	<u>1,510,422</u>	<u>1,179,324</u>
Interest receivable	-	20
Interest payable	(1,121,057)	(978,045)
Profit before taxation	<u>389,365</u>	<u>201,299</u>
Tax on profit	(73,895)	(38,534)
Profit for the financial year	<u>315,470</u>	<u>162,765</u>

CLS Finance Limited
Registered number:
Balance Sheet
as at 31 December 2018

05032892

	Notes	2018 £	2017 £
Current assets			
Debtors	4	15,396,826	13,133,650
Cash at bank and in hand		<u>172,580</u>	<u>301,215</u>
		15,569,406	13,434,865
Creditors: amounts falling due within one year			
	5	(6,092,806)	(5,820,361)
Net current assets		<u>9,476,600</u>	<u>7,614,504</u>
Total assets less current liabilities		9,476,600	7,614,504
Creditors: amounts falling due after more than one year			
	6	(7,701,307)	(5,978,935)
Net assets		<u>1,775,293</u>	<u>1,635,569</u>
Capital and reserves			
Called up share capital		100,000	100,000
Profit and loss account		1,675,293	1,535,569
Shareholders' funds		<u>1,775,293</u>	<u>1,635,569</u>

The accounts have been prepared and delivered in accordance with the special provisions applicable to companies subject to the small companies regime. The profit and loss account has not been delivered to the Registrar of Companies.



Mr C O Holding
 Director

Approved by the board on 3rd July 2019.

CLS Finance Limited
Statement of Changes in Equity
for the year ended 31 December 2018

	Share capital	Profit and loss account	Total
	£	£	£
At 1 January 2017	100,000	1,489,708	1,589,708
Profit for the financial year		162,765	162,765
Dividends		(116,904)	(116,904)
At 31 December 2017	<u>100,000</u>	<u>1,535,569</u>	<u>1,635,569</u>
At 1 January 2018	100,000	1,535,569	1,635,569
Profit for the financial year		315,470	315,470
Dividends		(175,746)	(175,746)
At 31 December 2018	<u>100,000</u>	<u>1,675,293</u>	<u>1,775,293</u>

CLS Finance Limited
Notes to the Accounts
for the year ended 31 December 2018

1 Accounting policies

Basis of preparation

The accounts have been prepared under the historical cost convention and in accordance with FRS 102, The Financial Reporting Standard applicable in the UK and Republic of Ireland (as applied to small entities by section 1A of the standard).

Turnover

Turnover is measured at the fair value of the consideration received or receivable, net of discounts and value added taxes. Turnover includes revenue earned from the sale of goods and from the rendering of services. Turnover from the sale of goods is recognised when the significant risks and rewards of ownership of the goods have transferred to the buyer. Turnover from the rendering of services is recognised by reference to the stage of completion of the contract. The stage of completion of a contract is measured by comparing the costs incurred for work performed to date to the total estimated contract costs.

Stocks

Stocks are measured at the lower of cost and estimated selling price less costs to complete and sell. Cost is determined using the first in first out method. The carrying amount of stock sold is recognised as an expense in the period in which the related revenue is recognised.

Debtors

Short term debtors are measured at transaction price (which is usually the invoice price), less any impairment losses for bad and doubtful debts. Loans and other financial assets are initially recognised at transaction price including any transaction costs and subsequently measured at amortised cost determined using the effective interest method, less any impairment losses for bad and doubtful debts.

Creditors

Short term creditors are measured at transaction price (which is usually the invoice price). Loans and other financial liabilities are initially recognised at transaction price net of any transaction costs and subsequently measured at amortised cost determined using the effective interest method.

Taxation

A current tax liability is recognised for the tax payable on the taxable profit of the current and past periods. A current tax asset is recognised in respect of a tax loss that can be carried back to recover tax paid in a previous period. Deferred tax is recognised in respect of all timing differences between the recognition of income and expenses in the financial statements and their inclusion in tax assessments. Unrelieved tax losses and other deferred tax assets are recognised only to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits. Deferred tax is measured using the tax rates and laws that have been enacted or substantively enacted by the reporting date and that are expected to apply to the reversal of the timing difference, except for revalued land and investment property where the tax rate that applies to the sale of the asset is used. Current and deferred tax assets and liabilities are not discounted.

CLS Finance Limited
Notes to the Accounts
for the year ended 31 December 2018

Provisions

Provisions (ie liabilities of uncertain timing or amount) are recognised when there is an obligation at the reporting date as a result of a past event, it is probable that economic benefit will be transferred to settle the obligation and the amount of the obligation can be estimated reliably.

Leased assets

A lease is classified as a finance lease if it transfers substantially all the risks and rewards incidental to ownership. All other leases are classified as operating leases. The rights of use and obligations under finance leases are initially recognised as assets and liabilities at amounts equal to the fair value of the leased assets or, if lower, the present value of the minimum lease payments. Minimum lease payments are apportioned between the finance charge and the reduction in the outstanding liability using the effective interest rate method. The finance charge is allocated to each period during the lease so as to produce a constant periodic rate of interest on the remaining balance of the liability. Leased assets are depreciated in accordance with the company's policy for tangible fixed assets. If there is no reasonable certainty that ownership will be obtained at the end of the lease term, the asset is depreciated over the lower of the lease term and its useful life. Operating lease payments are recognised as an expense on a straight line basis over the lease term.

Pensions

Contributions to defined contribution plans are expensed in the period to which they relate.

2 Audit information

The audit report is unqualified.

Senior statutory auditor: Graham Davies BA FCA
 Firm: Davies McLennon Limited, trading as Davies McLennon
 Date of audit report:

3 Employees

	2018	2017
	Number	Number
Average number of persons employed by the company	31	33

4 Debtors

	2018	2017
	£	£
Trade debtors	14,506,071	12,207,708
Taxation and social security costs	1,839	2,059
Other debtors	888,916	923,883
	15,396,826	13,133,650
Amounts due after more than one year included above	5,835,284	6,136,815

CLS Finance Limited
Notes to the Accounts
for the year ended 31 December 2018

5 Creditors: amounts falling due within one year	2018	2017
	£	£
Bank loans and overdrafts	5,214,703	4,867,055
Trade creditors	43,963	4,087
Taxation and social security costs	89,423	51,032
Other creditors	744,717	898,187
	<u>6,092,806</u>	<u>5,820,361</u>

6 Creditors: amounts falling due after one year	2018	2017
	£	£
Bank loans	6,751,516	5,058,617
Other creditors	949,791	920,318
	<u>7,701,307</u>	<u>5,978,935</u>

7 Loans	2018	2017
	£	£
Creditors include:		
Secured bank loans	<u>11,963,628</u>	<u>9,925,672</u>

Loans are secured by fixed and floating charges over the assets of the company.

8 Related party transactions	2018	2017
	£	£
CR Services Limited		
Related company under common ownership		
Amounts included in other debtors	838,403	918,645
Commissions paid to CR Services Limited	2,254,696	2,153,566
Received from CR Services Limited in respect of vehicle buy backs	3,923,982	3,080,266
CLSF SSAS Pension scheme		
Company pension scheme for benefit of directors		
Loan from pension scheme included in other creditors	867,128	772,862
Loan has no fixed repayment date		
Interest payable to Pension Scheme	102,534	113,586
Rent paid to Pension Scheme	24,000	-

CLS Finance Limited
Notes to the Accounts
for the year ended 31 December 2018

9 Other information

CLS Finance Limited is a private company limited by shares and incorporated in England. Its registered office is:
Unit 2 Alexandra Street
Hyde
Cheshire
SK14 1DX

CLS Finance Limited
Detailed profit and loss account
for the year ended 31 December 2018

This schedule does not form part of the statutory accounts

	2018	2017
	£	£
Sales	5,408,392	4,598,494
Cost of sales	(2,258,692)	(2,155,728)
Gross profit	<u>3,149,700</u>	<u>2,442,766</u>
Administrative expenses	(1,639,278)	(1,263,442)
Operating profit	<u>1,510,422</u>	<u>1,179,324</u>
Interest receivable	-	20
Interest payable	(1,121,057)	(978,045)
Profit before tax	<u>389,365</u>	<u>201,299</u>

CLS Finance Limited
Detailed profit and loss account
for the year ended 31 December 2018

This schedule does not form part of the statutory accounts

	2018	2017
	£	£
Sales		
Sales	<u>5,408,392</u>	<u>4,598,494</u>
Cost of sales		
Commissions payable	<u>2,258,692</u>	<u>2,155,728</u>
Administrative expenses		
Employee costs:		
Wages and salaries	481,877	525,618
Directors' salaries	74,696	23,701
Pensions	67,614	83,991
Employer's NI	35,461	31,719
Recruitment expenses	-	1,280
Staff training and welfare	1,295	722
Travel and subsistence	824	6
Motor expenses	<u>3,219</u>	<u>4,179</u>
	<u>664,986</u>	<u>671,216</u>
Premises costs:		
Rent	<u>24,000</u>	-
	<u>24,000</u>	-
General administrative expenses:		
Telephone and fax	4,286	5,088
Postage	22,954	14,826
Bank charges	74,732	44,790
Insurance	1,311	-
Software and IT expenses	109,767	58,695
Repairs and maintenance	1,708	900
Bad debts	486,347	289,579
Irrecoverable VAT	13,503	8,692
Sundry expenses	-	194
	<u>714,608</u>	<u>422,764</u>
Legal and professional costs:		
Audit fees	8,850	8,640
Accountancy fees	238	208
Other legal and professional	<u>226,596</u>	<u>160,614</u>
	<u>235,684</u>	<u>169,462</u>
	<u>1,639,278</u>	<u>1,263,442</u>