

Company registration number 04201623 (England and Wales)

1 ANSWER INSURANCE SERVICES LIMITED
UNAUDITED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2022
PAGES FOR FILING WITH REGISTRAR

1 ANSWER INSURANCE SERVICES LIMITED

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1 ANSWER INSURANCE SERVICES LIMITED

STATEMENT OF FINANCIAL POSITION

AS AT 31 MARCH 2022

		2022		2021	
	Notes	£	£	£	£
Fixed assets					
Intangible assets	3		-		-
Tangible assets	5		93,552		57,332
Investments	6		300		300
			<u>93,852</u>		<u>57,632</u>
Current assets					
Debtors	7	1,283,641		1,393,907	
Cash at bank and in hand		738,579		1,079,886	
		<u>2,022,220</u>		<u>2,473,793</u>	
Creditors: amounts falling due within one year	8	<u>(1,932,548)</u>		<u>(2,222,225)</u>	
Net current assets			<u>89,672</u>		<u>251,568</u>
Total assets less current liabilities			<u>183,524</u>		<u>309,200</u>
Provisions for liabilities			<u>(15,586)</u>		<u>(8,720)</u>
Net assets			<u>167,938</u>		<u>300,480</u>
Capital and reserves					
Called up share capital	9		1,000		1,000
Profit and loss reserves			166,938		299,480
Total equity			<u>167,938</u>		<u>300,480</u>

The directors of the company have elected not to include a copy of the income statement within the financial statements.

For the financial year ended 31 March 2022 the company was entitled to exemption from audit under section 477 of the Companies Act 2006 relating to small companies.

The directors acknowledge their responsibilities for complying with the requirements of the Companies Act 2006 with respect to accounting records and the preparation of financial statements.

The members have not required the company to obtain an audit of its financial statements for the year in question in accordance with section 476.

These financial statements have been prepared and delivered in accordance with the provisions applicable to companies subject to the small companies regime.

1 ANSWER INSURANCE SERVICES LIMITED

STATEMENT OF FINANCIAL POSITION (CONTINUED)

AS AT 31 MARCH 2022

The financial statements were approved by the board of directors and authorised for issue on 5 August 2022 and are signed on its behalf by:

Mr T D Cutts
Director

Mr P E Muir
Director

Company Registration No. 04201623

1 ANSWER INSURANCE SERVICES LIMITED

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

	Share capital	Profit and loss reserves	Total
Notes	£	£	£
Balance at 1 April 2020	1,000	445,597	446,597
Year ended 31 March 2021:			
Profit and total comprehensive income for the year	-	374,575	374,575
Dividends	-	(520,692)	(520,692)
	<u>1,000</u>	<u>299,480</u>	<u>300,480</u>
Balance at 31 March 2021	1,000	299,480	300,480
Year ended 31 March 2022:			
Profit and total comprehensive income for the year	-	38,650	38,650
Dividends	-	(171,192)	(171,192)
	<u>1,000</u>	<u>166,938</u>	<u>167,938</u>
Balance at 31 March 2022	<u>1,000</u>	<u>166,938</u>	<u>167,938</u>

1 ANSWER INSURANCE SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2022

1 Accounting policies

Company information

1 Answer Insurance Services Limited is a private company limited by shares incorporated in England and Wales. The registered office is Unit A1 Chaucer Business Park, Dittons Road, Polegate, BN26 6JF.

1.1 Accounting convention

These financial statements have been prepared in accordance with FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" ("FRS 102") and the requirements of the Companies Act 2006 as applicable to companies subject to the small companies regime. The disclosure requirements of section 1A of FRS 102 have been applied other than where additional disclosure is required to show a true and fair view.

The financial statements are prepared in sterling, which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £.

The financial statements have been prepared under the historical cost convention, modified to include the revaluation of certain financial instruments at fair value. The principal accounting policies adopted are set out below.

1.2 Going concern

The trading position of the company over the last 12 months has been particularly challenging with ongoing Covid issues, mainly affecting headcount volumes which impacted on the company's ability to achieve its forecast figures.

In addition to this, changes in regulations at the end of 2021 have meant that market rates have been driven down as we have seen competitors discount commission significantly to retain policy count. In some areas, direct writers have also been able to take advantage of better than expected Loss Ratio's through Covid to buy in volume business and compete in niche markets that they wouldn't have traded in before.

The company has since seen changes in these practices in early 2022 and has, therefore, seen a recovery that is bringing the business back to forecasting levels of performance along with a settling of extreme staffing issues due to Covid. The business expects a significant increase in performance in 2022-23 therefore.

At the time of approving the financial statements, the directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. Thus the directors continue to adopt the going concern basis of accounting in preparing the financial statements.

1.3 Turnover

Turnover is recognised at the fair value of the consideration received or receivable for goods and services provided in the normal course of business, and is shown net of VAT and other sales related taxes. The fair value of consideration takes into account trade discounts, settlement discounts and volume rebates.

When cash inflows are deferred and represent a financing arrangement, the fair value of the consideration is the present value of the future receipts. The difference between the fair value of the consideration and the nominal amount received is recognised as interest income.

Revenue from contracts for the provision of professional services is recognised by reference to the stage of completion when the stage of completion, costs incurred and costs to complete can be estimated reliably.

1 ANSWER INSURANCE SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2022

1 Accounting policies

(Continued)

1.4 Intangible fixed assets - goodwill

Goodwill represents the excess of the cost of acquisition of unincorporated businesses over the fair value of net assets acquired. It is initially recognised as an asset at cost and is subsequently measured at cost less accumulated amortisation and accumulated impairment losses. Goodwill is considered to have a finite useful life and is amortised on a systematic basis over its expected life, which is 5 years.

For the purposes of impairment testing, goodwill is allocated to the cash-generating units expected to benefit from the acquisition. Cash-generating units to which goodwill has been allocated are tested for impairment at least annually, or more frequently when there is an indication that the unit may be impaired. If the recoverable amount of the cash-generating unit is less than the carrying amount of the unit, the impairment loss is allocated first to reduce the carrying amount of any goodwill allocated to the unit and then to the other assets of the unit pro-rata on the basis of the carrying amount of each asset in the unit.

1.5 Tangible fixed assets

Tangible fixed assets are initially measured at cost and subsequently measured at cost or valuation, net of depreciation and any impairment losses.

Depreciation is recognised so as to write off the cost or valuation of assets less their residual values over their useful lives on the following bases:

Land and buildings Leasehold	10% straight line
Plant and machinery	25% reducing balance
Fixtures, fittings & equipment	25% reducing balance
Computer equipment	25% reducing balance

The gain or loss arising on the disposal of an asset is determined as the difference between the sale proceeds and the carrying value of the asset, and is credited or charged to profit or loss.

1.6 Fixed asset investments

Interests in subsidiaries, associates and jointly controlled entities are initially measured at cost and subsequently measured at cost less any accumulated impairment losses. The investments are assessed for impairment at each reporting date and any impairment losses or reversals of impairment losses are recognised immediately in profit or loss.

A subsidiary is an entity controlled by the company. Control is the power to govern the financial and operating policies of the entity so as to obtain benefits from its activities.

An associate is an entity, being neither a subsidiary nor a joint venture, in which the company holds a long-term interest and where the company has significant influence. The company considers that it has significant influence where it has the power to participate in the financial and operating decisions of the associate.

Entities in which the company has a long term interest and shares control under a contractual arrangement are classified as jointly controlled entities.

1.7 Impairment of fixed assets

At each reporting period end date, the company reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

1 ANSWER INSURANCE SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2022

1 Accounting policies

(Continued)

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

Recognised impairment losses are reversed if, and only if, the reasons for the impairment loss have ceased to apply. Where an impairment loss subsequently reverses, the carrying amount of the asset (or cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

1.8 Cash and cash equivalents

Cash and cash equivalents are basic financial assets and include cash in hand, deposits held at call with banks, other short-term liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities.

1.9 Financial instruments

The company has elected to apply the provisions of Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instruments Issues' of FRS 102 to all of its financial instruments.

Financial instruments are recognised in the company's statement of financial position when the company becomes party to the contractual provisions of the instrument.

Financial assets and liabilities are offset, with the net amounts presented in the financial statements, when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

Basic financial assets

Basic financial assets, which include debtors and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest rate method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest. Financial assets classified as receivable within one year are not amortised.

Classification of financial liabilities

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

1 ANSWER INSURANCE SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2022

1 Accounting policies

(Continued)

Basic financial liabilities

Basic financial liabilities, including creditors, bank loans, loans from fellow group companies and preference shares that are classified as debt, are initially recognised at transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest. Financial liabilities classified as payable within one year are not amortised.

Debt instruments are subsequently carried at amortised cost, using the effective interest rate method.

Trade creditors are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Amounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Trade creditors are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest rate method.

1.10 Equity instruments

Equity instruments issued by the company are recorded at the proceeds received, net of transaction costs. Dividends payable on equity instruments are recognised as liabilities once they are no longer at the discretion of the company.

1.11 Taxation

The tax expense represents the sum of the tax currently payable and deferred tax.

Current tax

The tax currently payable is based on taxable profit for the year. Taxable profit differs from net profit as reported in the income statement because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the reporting end date.

Deferred tax

Deferred tax liabilities are generally recognised for all timing differences and deferred tax assets are recognised to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits. Such assets and liabilities are not recognised if the timing difference arises from goodwill or from the initial recognition of other assets and liabilities in a transaction that affects neither the tax profit nor the accounting profit.

The carrying amount of deferred tax assets is reviewed at each reporting end date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered. Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised. Deferred tax is charged or credited in the income statement, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity. Deferred tax assets and liabilities are offset when the company has a legally enforceable right to offset current tax assets and liabilities and the deferred tax assets and liabilities relate to taxes levied by the same tax authority.

1 ANSWER INSURANCE SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2022

1 Accounting policies (Continued)

1.12 Employee benefits

The costs of short-term employee benefits are recognised as a liability and an expense, unless those costs are required to be recognised as part of the cost of stock or fixed assets.

The cost of any unused holiday entitlement is recognised in the period in which the employee's services are received.

Termination benefits are recognised immediately as an expense when the company is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

1.13 Retirement benefits

Payments to defined contribution retirement benefit schemes are charged as an expense as they fall due.

1.14 Leases

Rentals payable under operating leases, including any lease incentives received, are charged to profit or loss on a straight line basis over the term of the relevant lease except where another more systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed.

Rental income from operating leases is recognised on a straight line basis over the term of the relevant lease. Initial direct costs incurred in negotiating and arranging an operating lease are added to the carrying amount of the leased asset and recognised on a straight line basis over the lease term.

1.15 Government grants

Government grants are recognised at the fair value of the asset received or receivable when there is reasonable assurance that the grant conditions will be met and the grants will be received.

A grant that specifies performance conditions is recognised in income when the performance conditions are met. Where a grant does not specify performance conditions it is recognised in income when the proceeds are received or receivable. A grant received before the recognition criteria are satisfied is recognised as a liability.

1.16 Foreign exchange

Transactions in currencies other than pounds sterling are recorded at the rates of exchange prevailing at the dates of the transactions. At each reporting end date, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing on the reporting end date. Gains and losses arising on translation in the period are included in profit or loss.

2 Judgements and key sources of estimation uncertainty

In the application of the company's accounting policies, the directors are required to make judgements, estimates and assumptions about the carrying amount of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised where the revision affects only that period, or in the period of the revision and future periods where the revision affects both current and future periods.

1 ANSWER INSURANCE SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2022

3 Employees

The average monthly number of persons (including directors) employed by the company during the year was:

	2022 Number	2021 Number
Total	88	88

4 Intangible fixed assets

	Goodwill £
Cost	
At 1 April 2021 and 31 March 2022	250,000
Amortisation and impairment	
At 1 April 2021 and 31 March 2022	250,000
Carrying amount	
At 31 March 2022	-
At 31 March 2021	-

5 Tangible fixed assets

	Land and buildings	Plant and machinery etc	Total
	£	£	£
Cost			
At 1 April 2021	21,688	260,569	282,257
Additions	3,215	56,073	59,288
At 31 March 2022	24,903	316,642	341,545
Depreciation and impairment			
At 1 April 2021	13,796	211,129	224,925
Depreciation charged in the year	2,490	20,578	23,068
At 31 March 2022	16,286	231,707	247,993
Carrying amount			
At 31 March 2022	8,617	84,935	93,552
At 31 March 2021	7,892	49,440	57,332

1 ANSWER INSURANCE SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2022

6 Fixed asset investments	2022	2021
	£	£
Shares in group undertakings and participating interests	300	300
	<u>300</u>	<u>300</u>

Fixed asset investments are valued at cost.

Movements in fixed asset investments

	Shares in group undertakings and participating interests
	£
Cost or valuation	
At 1 April 2021 & 31 March 2022	300
	<u>300</u>
Carrying amount	
At 31 March 2022	300
	<u>300</u>
At 31 March 2021	300
	<u>300</u>

7 Debtors	2022	2021
	£	£
Amounts falling due within one year:		
Trade debtors	5,772	12,052
Corporation tax recoverable	55,844	47,804
Other debtors	1,222,025	1,334,051
	<u>1,283,641</u>	<u>1,393,907</u>

8 Creditors: amounts falling due within one year	2022	2021
	£	£
Trade creditors	117,237	89,740
Corporation tax	-	142,339
Other taxation and social security	205,719	210,832
Other creditors	1,609,592	1,779,314
	<u>1,932,548</u>	<u>2,222,225</u>

1 ANSWER INSURANCE SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2022

9 Called up share capital

	2022	2021	2022	2021
	Number	Number	£	£
Ordinary share capital				
Issued and fully paid				
Ordinary A shares of 1p each	49,000	49,000	490	490
Ordinary B shares of 1p each	26,000	26,000	260	260
Ordinary C shares of 1p each	11,000	11,000	110	110
Ordinary D shares of 1p each	10,000	10,000	100	100
Ordinary E shares of 1p each	4,000	4,000	40	40
	<u>100,000</u>	<u>100,000</u>	<u>1,000</u>	<u>1,000</u>

10 Financial commitments, guarantees and contingent liabilities

On 25 April 2012 a fixed and floating charge over the undertaking and the company's assets was created in favour of Barclays Bank PLC.

On 9 September 2019 a fixed charge over the company's assets was created in favour of Barclays Security Trustee Limited.

11 Operating lease commitments

Lessee

At the reporting end date the company had outstanding commitments for future minimum lease payments under non-cancellable operating leases, as follows:

	2022	2021
	£	£
	<u>255,625</u>	<u>309,125</u>

1 ANSWER INSURANCE SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2022

12 Related party transactions

During the year the company received amounts of £24,000 (2021 - £24,000) in respect of rent, £37,063 (2021 - £49,744) in respect of cost recharges and £48,000 (2021 - £48,000) in respect of consultancy charges from 1 Answer Network Limited, a company in which Mr P E Muir and Mr T D Cutts are both directors and shareholders. The company also paid amounts of £441,504 (2021 - £418,806) in respect of services provided and £16,784 (2021 - £18,451) in respect of recharged costs to 1 Answer Network Limited. At the financial reporting date an amount of £73,283 (2021 - £34,247) was owed to 1 Answer Network Limited.

During the year the company paid amounts of £29,273 (2021 - £29,601) in respect of cost recharges and £39,641 (2021 - £36,000) in respect of rent to The Introducer Limited, a company in which Mr P E Muir and Mr T D Cutts are both directors and shareholders. The company also received nil (2021 - £100) in respect of cost recharges from The Introducer Limited. At the financial reporting date an amount of £9,900 (2021 - nil) was owed to The Introducer Limited.

An amount of £50,416 (2021 - £50,416) was owed from Paul Muir Limited, a company controlled by Mr P E Muir, at the financial reporting date.

During the year the company received £18,500 (2021 - £18,000) in respect of consultancy charges and £11,841 (2021 - £33,203) in respect of cost recharges from All Broker Services Limited, a company in which Mr P E Muir and Mr T D Cutts are directors and shareholders. The company also paid an amount of £125 (2021 - nil) in respect of cost recharges to All Broker Services Ltd. At the financial reporting date an amount of £3,000 (2021 - £181) was owed to All Broker Services Limited.

1 ANSWER INSURANCE SERVICES LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2022

13 Directors' transactions

Dividends totalling £171,192 (2021 - £520,692) were paid in the year in respect of shares held by the company's directors.

The directors received interest bearing loans during the year. The movement on these loans are as follows:

Description	% Rate	Opening balance £	Amounts advanced £	Interes charged £	Amounts repaid £	Closing balance £
Director 1	2.00	73,999	11,187	1,704	-	86,890
Director 2	2.00	125,270	2,190	-	(127,460)	-
		<u>199,269</u>	<u>13,377</u>	<u>1,704</u>	<u>(127,460)</u>	<u>86,890</u>

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