

**REPORT OF THE DIRECTORS AND
FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2019
FOR
HOPSCOTCH CONSULTING LIMITED**

HOPSCOTCH CONSULTING LIMITED
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for the Year Ended 31 March 2019

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HOPSCOTCH CONSULTING LIMITED

COMPANY INFORMATION
for the Year Ended 31 March 2019

DIRECTORS:

Samantha Mercer
Julie Noble

REGISTERED OFFICE:

Nicholson House
41 Thames Street
Weybridge
Surrey
KT13 8JG

REGISTERED NUMBER:

07427579 (England and Wales)

ACCOUNTANTS:

Paul Furrer & Co Limited
Nicholson House
41 Thames Street
Weybridge
Surrey
KT13 8JG

HOPSCOTCH CONSULTING LIMITED

**REPORT OF THE DIRECTORS
for the Year Ended 31 March 2019**

The directors present their report with the financial statements of the company for the year ended 31 March 2019.

PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of marketing consultancy.

DIRECTORS

The directors shown below have held office during the whole of the period from 1 April 2018 to the date of this report.

Samantha Mercer
Julie Noble

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

ON BEHALF OF THE BOARD:

Julie Noble - Director

17 October 2019

HOPSCOTCH CONSULTING LIMITED**INCOME STATEMENT
for the Year Ended 31 March 2019**

	Notes	2019 £	2018 £
TURNOVER		2,342,364	2,039,709
Cost of sales		<u>850,599</u>	<u>782,061</u>
GROSS PROFIT		1,491,765	1,257,648
Administrative expenses		<u>1,009,034</u>	<u>822,039</u>
OPERATING PROFIT	4	482,731	435,609
Interest receivable and similar income		<u>1,729</u>	<u>333</u>
PROFIT BEFORE TAXATION		484,460	435,942
Tax on profit		<u>93,132</u>	<u>83,681</u>
PROFIT FOR THE FINANCIAL YEAR		<u><u>391,328</u></u>	<u><u>352,261</u></u>

The notes form part of these financial statements

HOPSCOTCH CONSULTING LIMITED (REGISTERED NUMBER: 07427579)

**BALANCE SHEET
31 March 2019**

	Notes	2019 £	£	2018 £	£
FIXED ASSETS					
Tangible assets	6		6,683		7,052
CURRENT ASSETS					
Debtors	7	296,894		231,440	
Cash at bank		1,336,544		983,911	
		<u>1,633,438</u>		<u>1,215,351</u>	
CREDITORS					
Amounts falling due within one year	8	855,500		652,060	
NET CURRENT ASSETS			<u>777,938</u>		<u>563,291</u>
TOTAL ASSETS LESS CURRENT LIABILITIES			<u>784,621</u>		<u>570,343</u>
PROVISIONS FOR LIABILITIES			<u>536</u>		<u>1,315</u>
NET ASSETS			<u><u>784,085</u></u>		<u><u>569,028</u></u>
CAPITAL AND RESERVES					
Called up share capital			2		2
Other reserves	9		3,862		133
Retained earnings	9		780,221		568,893
SHAREHOLDERS' FUNDS			<u><u>784,085</u></u>		<u><u>569,028</u></u>

The company is entitled to exemption from audit under Section 477 of the Companies Act 2006 for the year ended 31 March 2019.

The members have not required the company to obtain an audit of its financial statements for the year ended 31 March 2019 in accordance with Section 476 of the Companies Act 2006.

The directors acknowledge their responsibilities for:

- ensuring that the company keeps accounting records which comply with Sections 386 and 387 of the Companies Act 2006 and
- preparing financial statements which give a true and fair view of the state of affairs of the company as at the end of each financial year and of its profit or loss for each financial year in accordance with the requirements of Sections 394 and 395 and which otherwise comply with the requirements of the Companies Act 2006 relating to financial statements, so far as applicable to the company.

The financial statements have been prepared in accordance with the provisions of Part 15 of the Companies Act 2006 relating to small companies.

The financial statements were approved by the Board of Directors on 17 October 2019 and were signed on its behalf by:

Samantha Mercer - Director

Julie Noble - Director

The notes form part of these financial statements

HOPSCOTCH CONSULTING LIMITED

NOTES TO THE FINANCIAL STATEMENTS for the Year Ended 31 March 2019

1. STATUTORY INFORMATION

Hopscotch Consulting Limited is a private company, limited by shares, registered in England and Wales. The company's registered number and registered office address can be found on the Company Information page.

2. ACCOUNTING POLICIES

Basis of preparing the financial statements

These financial statements have been prepared in accordance with the provisions of Section 1A "Small Entities" of Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

Turnover

Turnover is measured at the fair value of the consideration received or receivable, excluding discounts, rebates, value added tax and other sales taxes.

Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Plant and machinery etc - 33% on cost and 25% on cost

Taxation

Taxation for the year comprises current and deferred tax. Tax is recognised in the Income Statement, except to the extent that it relates to items recognised in other comprehensive income or directly in equity.

Current or deferred taxation assets and liabilities are not discounted.

Current tax is recognised at the amount of tax payable using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

Timing differences arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in financial statements. Deferred tax is measured using tax rates and laws that have been enacted or substantively enacted by the year end and that are expected to apply to the reversal of the timing difference.

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.

Hire purchase and leasing commitments

Rentals paid under operating leases are charged to profit or loss on a straight line basis over the period of the lease.

Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme. Contributions payable to the company's pension scheme are charged to profit or loss in the period to which they relate.

3. EMPLOYEES AND DIRECTORS

The average number of employees during the year was 17 (2018 - 14).

4. OPERATING PROFIT

The operating profit is stated after charging:

	2019	2018
	£	£
Depreciation - owned assets	6,252	5,810

HOPSCOTCH CONSULTING LIMITED

NOTES TO THE FINANCIAL STATEMENTS - continued
for the Year Ended 31 March 2019

5.	DIVIDENDS			
			2019	2018
			£	£
	Ordinary shares of £1 each			
	Interim		180,000	174,000
6.	TANGIBLE FIXED ASSETS			Plant and machinery etc
				£
	COST			
	At 1 April 2018			23,847
	Additions			5,883
	At 31 March 2019			29,730
	DEPRECIATION			
	At 1 April 2018			16,795
	Charge for year			6,252
	At 31 March 2019			23,047
	NET BOOK VALUE			
	At 31 March 2019			6,683
	At 31 March 2018			7,052
7.	DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		2019	2018
			£	£
	Trade debtors		272,504	206,331
	Other debtors		24,390	25,109
			296,894	231,440
8.	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		2019	2018
			£	£
	Trade creditors		135,974	107,714
	Taxation and social security		190,130	128,146
	Other creditors		529,396	416,200
			855,500	652,060
9.	RESERVES	Retained earnings	Other reserves	Totals
		£	£	£
	At 1 April 2018	568,893	133	569,026
	Profit for the year	391,328		391,328
	Dividends	(180,000)		(180,000)
	Share-based payment reserve	-	3,729	3,729
	At 31 March 2019	780,221	3,862	784,083

HOPSCOTCH CONSULTING LIMITED

**NOTES TO THE FINANCIAL STATEMENTS - continued
for the Year Ended 31 March 2019**

10. SHARE-BASED PAYMENT TRANSACTIONS

Certain employees of the company have been granted options over the company's shares with a fixed exercise price. The grant is recognised in the accounts as an equity-settled share-based payment expense based on a reasonable allocation of the fair value of the options over the vesting period. The cost, which is measured by reference to the fair value at the grant date, is charged to the profit and loss account as an expense and also credited to the share-based payment reserve. The number of share options granted in the year was none (2018: 21 at an exercise price of £799 per share). There were no options exercised or forfeited in the year. The total charge for the year was £3,729 (2018: £133).

11. RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS

	2019 £	2018 £
Profit for the financial year	391,328	352,261
Dividends	(180,000)	(174,000)
	<hr/>	<hr/>
Share-based payment reserve	211,328 3,729	178,261 133
	<hr/>	<hr/>
Net addition to shareholders' funds	215,057	178,394
Opening shareholders' funds	569,028	390,634
	<hr/>	<hr/>
Closing shareholders' funds	784,085	569,028
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HOPSCOTCH CONSULTING LIMITED
REPORT OF THE ACCOUNTANTS TO THE DIRECTORS OF
HOPSCOTCH CONSULTING LIMITED

As described on the Balance Sheet you are responsible for the preparation of the financial statements for the year ended 31 March 2019 set out on pages three to seven and you consider that the company is exempt from an audit.

In accordance with your instructions, we have compiled these unaudited financial statements in order to assist you to fulfil your statutory responsibilities, from the accounting records and information and explanations supplied to us.

Paul Furrer & Co Limited
Nicholson House
41 Thames Street
Weybridge
Surrey
KT13 8JG

17 October 2019

HOPSCOTCH CONSULTING LIMITED
TRADING AND PROFIT AND LOSS ACCOUNT
for the Year Ended 31 March 2019

	2019		2018	
	£	£	£	£
Sales		2,342,364		2,039,709
Cost of sales				
Contractors	811,237		750,783	
Project costs	39,362		31,278	
		<u>850,599</u>		<u>782,061</u>
GROSS PROFIT		1,491,765		1,257,648
Other income				
Deposit account interest		1,729		333
		<u>1,493,494</u>		<u>1,257,981</u>
Expenditure				
Rent	74,875		65,946	
Rates and water	6,906		8,311	
Light and heat	788		756	
Directors' salaries	16,800		16,320	
Directors' pension contributions	80,000		130,000	
Wages	587,945		386,086	
Social security	60,817		37,497	
Pensions	8,036		2,555	
Recruitment expenses	20,595		19,140	
Telephone	13,699		13,944	
Printing, post and stationery	1,133		1,661	
Advertising and PR	11,113		26,489	
Travel & motor expenses	6,811		6,358	
Office machine maintenance	2,475		660	
Staff training & entertaining	16,095		6,848	
Insurance	2,568		2,530	
IT costs	28,526		16,466	
Office running costs	10,573		5,933	
Entertaining	3,861		3,382	
Subsistence	5,904		2,867	
Subscriptions	2,019		1,476	
Sundry expenses	1,371		1,387	
HMRC penalties	100		-	
Accountancy	4,133		2,793	
Bookkeeping	24,662		16,958	
Consultancy fees	4,000		31,650	
HR support and other costs	1,500		1,500	
Legal & professional fees	4,599		5,964	
Donations	305		200	
Depreciation of tangible fixed assets				
Fixtures and fittings	2,022		1,732	
Computer equipment	4,231		4,078	
		<u>1,008,462</u>		<u>821,487</u>
		485,032		436,494
Finance costs				
Bank charges		572		552
NET PROFIT		<u>484,460</u>		<u>435,942</u>

This page does not form part of the statutory financial statements