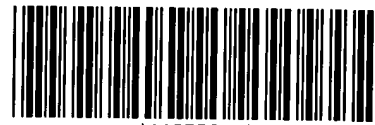


**YUNOJUNO LIMITED**

**ANNUAL REPORT**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

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COMPANIES HOUSE

**YUNOJUNO LIMITED**

**COMPANY INFORMATION**

<b>Directors</b>	Mr Shibu Varghese Mathew Mr Hugo Rodger-Brown Mr Greg Lockwood
<b>Registered number</b>	08117525
<b>Registered office</b>	Waverley House 9 Noel Street London W1F 8GQ
<b>Independent auditors</b>	Cooper Parry Group Limited Chartered Accountants & Statutory Auditor Mindspace 9 Appold Street London EC2A 2AP

**YUNOJUNO LIMITED**

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## YUNOJUNO LIMITED

### GROUP STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2020

The directors present their report and the financial statements for the year ended 31 December 2020.

#### **Business review**

The principal activity of the company in the period under review was that of the provision of the online freelance platform YunoJuno.com.

The directors are satisfied with the financial performance for the year ended 31 December 2020 under the given circumstances.

#### **Going Concern**

The directors have prepared the financial statements on the going concern basis having projected cashflow and operating forecasts and have also considered a reasonable downside model for the business for a period of at least 12 months from the date of signing these financial statements and have concluded that the company is a going concern 12 months ahead. In considering the going concern assumption, the directors have also taken into account the balance sheet position at the date of signature of these financial statements and have reviewed the company's finance facilities. For the past 5 years the company has made use of a 3-month rolling invoice finance facility that is renewed on every 12 months. The directors have confirmed with the facility provider that it is willing to continue the facility and have no reason believe that position will change in the next 12 months.

Revenues increased consistently during Q1 and Q2 of 2021, fully recovering from the COVID-19 led downturn in 2020. The forecasts for the next 12 months continue to be prudent and have been prepared with downside scenarios in mind and the downside scenarios allow for sufficient access to working capital in the next 12 months.

The directors have a reasonable expectation that the group has adequate resources to continue to be able to pay its liabilities as they fall due for a minimum of 12 months from the approval of these accounts. Thus the directors continue to adopt the going concern basis of accounting in preparing the annual financial statements.

#### **Principal risks and uncertainties**

The company's operations expose it to a variety of financial risks that include, credit risk, liquidity risk and general market risks related to COVID-19. The company has in place the relevant controls that seeks to limit the adverse effects of the risks on the financial statements of the group.

#### **Key performance indicators**

The growth in turnover of YunoJuno Limited is determined to be a key financial performance indicator.

On a like for like basis, for the 12 month year ending 31 December 2020 sales of YunoJuno Limited decreased to £80,489,693 (2019: £124,124,697) due to COVID-19 led slowdown in Q2 2020 and subsequent gradual recovery during Q3 and Q4.

#### **Credit risk**

New customers are only accepted onto the platform once all relevant credit checks have been performed or advance payment has been ensured.

#### **Liquidity risk**

The company is financed with appropriate cash levels and long term and short term finance to match the needs of the business.

**YUNOJUNO LIMITED**

**GROUP STRATEGIC REPORT (CONTINUED)  
FOR THE YEAR ENDED 31 DECEMBER 2020**

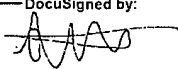
**General market risk related to COVID-19**

The market for highly skilled freelancers has emerged well from the initial downward pressures of COVID-19 and we see clear evidence that COVID-19 has accelerated the demand for highly skilled freelancers in many of our core disciplines. Should the recovery slow or have any setbacks the company has appropriate access to working capital and can adjust costs to match the needs of the business.

**Subsequent events**

The have been no major subsequent events after year end.

This report was approved by the board and signed on its behalf by:

DocuSigned by:  


789DC4FE42C0423...  
**Mr Shibu Varghese Mathew**  
Director

Date: 01 December 2021

## YUNOJUNO LIMITED

### DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2020

The directors present their report and the financial statements for the year ended 31 December 2020.

#### Directors' responsibilities statement

The directors are responsible for preparing the group strategic report, the directors' report and the consolidated 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 applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'. 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 the group and of the profit or loss of the group for that period.

In preparing these financial statements, the directors are required to:

- select suitable accounting policies for the group's financial statements and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- 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 that the group 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 the group and to 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 the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### Results and dividends

The loss for the year, after taxation, amounted to £739,766 (2019: loss £1,684,674).

The directors have not declared or paid a dividend (2019: £Nil) in the year.

#### Directors

The directors who served during the year are detailed on the company information page.

#### Coronavirus

At the date of signing these financial statements, the directors have considered the effect on the company with the information available to it, and do not believe it will affect the company's ability to continue to trade for the foreseeable future. As with most businesses there will be short term practical difficulties which we have addressed and are managing. See note 2.3 for further details.

## YUNOJUNO LIMITED

### DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2020

#### Interaction with stakeholders

In accordance with section 172 Of the UK Companies Act 2006, in its decision making the Board considers the interests of the Group's employees and other stakeholders. The Board understands the importance of taking into account the views of all stakeholders and considers the impact of the Group's activities on the communities in which the Group operates, the environment and the Group's reputation. In its decision making the board also considers what is most likely to promote the success of the Group its stakeholders in the long term. Information about our stakeholders and on how the Board has discharged its duties under Section 172 are available below.

The board considers the main stakeholders of the business to be clients in commercial relationship with the business, the community freelancers served by the business and its employees and it considers that these have been interacted with in way that ensures that their best interest are kept in mind at all times.

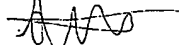
The company has limited impact on the environment as a pure digital services provider but is still committed to limiting its negative impact. In 2022 the company intends to seek a holistic sustainability rating from EcoVadis.

#### Disclosure of information to auditors

Each of the persons who are directors at the time when this directors' report is approved has confirmed that:

- so far as the director is aware, there is no relevant audit information of which the company and the group's auditors are unaware, and
- the director has taken all the steps that ought to have been taken as a director in order to be aware of any relevant audit information and to establish that the company and the group's auditors are aware of that information.

This report was approved by the board and signed on its behalf by:

DocuSigned by:  
  
789DC4FE42C0423...

**Mr Shibu Varghese Mathew**  
Director

Date 01 December 2021

## YUNOJUNO LIMITED

### INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF YUNOJUNO LIMITED

#### Opinion

We have audited the financial statements of YunoJuno Limited (the 'parent company') and its subsidiaries (the 'group') for the year ended 31 December 2020, which comprise the group statement of comprehensive income, the group and company balance sheets, the group statement of cash flows, the group and company statement of changes in equity and the related notes, 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 Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the group's and of the parent company's affairs as at 31 December 2020 and of the group's loss 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.

#### Basis for 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 Auditors' responsibilities for the audit of the financial statements section of our report. We are independent of the group in accordance with the ethical requirements that are relevant to our audit of the financial statements in the United Kingdom, including the Financial Reporting Council's Ethical Standard 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.

#### Conclusions relating to going concern

In auditing the financial statements, we have concluded that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the group's or the parent company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report.

## YUNOJUNO LIMITED

### INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF YUNOJUNO LIMITED (CONTINUED)

#### Other information

The directors are responsible for the other information. The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements 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 financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements 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 financial statements 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 the fact.

We have nothing to report in this regard.

#### Opinion 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 group strategic report and the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the group strategic report and the directors' report have been prepared in accordance with applicable legal requirements.

#### Matters on which we are required to report by exception

In the light of the knowledge and understanding of the group and the parent company and its environment obtained in the course of the audit, we have not identified material misstatements in the group strategic report or 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 by the parent company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent company financial statements 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.

#### Responsibilities of directors

As explained more fully in the directors' responsibilities statement set out on page 3, the directors are responsible for the preparation of the financial statements 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 financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the group's and the parent 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 group or the parent company or to cease operations, or have no realistic alternative but to do so.

## YUNOJUNO LIMITED

### INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF YUNOJUNO LIMITED (CONTINUED)

#### Auditors' responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' 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 Group financial statements.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below.

Our assessment focussed on key laws and regulations the company has to comply with and areas of the financial statements we assessed as being more susceptible to misstatement. These key laws and regulations included but were not limited to compliance with the Companies Act 2006, United Kingdom Generally Accepted Accounting Practice and relevant tax legislation.

We are not responsible for preventing irregularities. Our approach to detecting irregularities included, but was not limited to, the following:

- obtaining an understanding of the legal and regulatory framework applicable to the entity and how the entity is complying with that framework;
- obtaining an understanding of the entity's policies and procedures and how the entity has complied with these, through discussions;
- obtaining an understanding of the entity's risk assessment process, including the risk of fraud;
- designing our audit procedures to respond to our risk assessment; and
- performing audit testing over the risk of management override of controls, including testing of journal entries and other adjustments for appropriateness, evaluating the business rationale of significant transactions outside the normal course of business and reviewing accounting estimates for bias.

Whilst considering how our audit work addressed the detection of irregularities, we also consider the likelihood of detection based on our approach. Irregularities arising from fraud are inherently more difficult to detect than those arising from error.

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the financial statements or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the financial statements, as we will be less likely to become aware of instances of non-compliance.

The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditors' report.

**YUNOJUNO LIMITED**

**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF YUNOJUNO LIMITED (CONTINUED)**

**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 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 and the company's members, as a body, for our audit work, for this report, or for the opinions we have formed.



Steven Leith (Senior Statutory Auditor)

for and on behalf of  
**Cooper Parry Group Limited**

Chartered Accountants  
Statutory Auditor

Mindspace  
9 Appold Street  
London  
EC2A 2AP

Date: 01 December 2021

## YUNOJUNO LIMITED

**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME  
FOR THE YEAR ENDED 31 DECEMBER 2020**

	Note	2020 £	2019 £
Turnover	4	80,489,693	124,124,697
Cost of sales		(77,391,614)	119,843,671
<b>Gross profit</b>		<u>3,098,079</u>	<u>4,281,026</u>
Administrative expenses		(4,171,229)	(6,093,486)
Other operating income	5	199,497	-
<b>Operating loss</b>	6	<u>(873,653)</u>	<u>(1,812,460)</u>
Interest payable and similar expenses		(20,103)	(25,026)
<b>Loss before taxation</b>		<u>(893,756)</u>	<u>(1,837,486)</u>
Tax on loss	10	153,990	152,812
<b>Loss for the financial year</b>		<u>(739,766)</u>	<u>(1,684,674)</u>
Currency translation differences		(385)	(7,550)
<b>Total comprehensive income for the year</b>		<u>(740,151)</u>	<u>(1,692,224)</u>

There were no recognised gains and losses for 2020 or 2019 other than those included in the consolidated statement of comprehensive income.

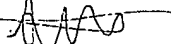
The notes on pages 16 to 29 form part of these financial statements.

**YUNOJUNO LIMITED**  
**REGISTERED NUMBER: 08117525**

**CONSOLIDATED BALANCE SHEET**  
**AS AT 31 DECEMBER 2020**

	Note	2020 £	2019 £
<b>Fixed assets</b>			
Intangible assets	11	884,603	1,301,458
Tangible assets	12	46,401	57,836
		<u>931,004</u>	<u>1,359,294</u>
<b>Current assets</b>			
Debtors: amounts falling due within one year	14	17,827,567	23,599,627
Cash at bank and in hand		508,238	285,222
		<u>18,335,805</u>	<u>23,884,849</u>
<b>Creditors: amounts falling due within one year</b>	15	<u>(17,601,700)</u>	<u>(23,130,550)</u>
<b>Net current assets</b>		<u>734,105</u>	<u>754,299</u>
<b>Net assets</b>		<u><u>1,665,109</u></u>	<u><u>2,113,593</u></u>
<b>Capital and reserves</b>			
Called up share capital	16	39,859	22,394
Share premium account	17	11,444,244	11,170,042
Foreign exchange reserve	17	(1,541)	(1,156)
Profit and loss account	17	(9,817,453)	(9,077,687)
<b>Shareholders' funds</b>		<u><u>1,665,109</u></u>	<u><u>2,113,593</u></u>

The financial statements were approved and authorised for issue by the board and were signed on its behalf by:

DocuSigned by:  
  
789DC4FE42C0423...

**Mr Shibu Varghese Mathew**  
Director

Date: 01 December 2021

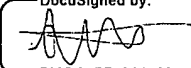
The notes on pages 16 to 29 form part of these financial statements.

**YUNOJUNO LIMITED**  
**REGISTERED NUMBER: 08117525**

**COMPANY BALANCE SHEET**  
**AS AT 31 DECEMBER 2020**

	Note	2020 £	2019 £
<b>Fixed assets</b>			
Intangible assets	11	884,603	1,301,458
Tangible assets	12	46,401	57,836
Investments	13	8	8
		931,012	1,359,302
<b>Current assets</b>			
Debtors: amounts falling due within one year	14	17,837,567	23,599,629
Cash at bank and in hand		499,247	276,489
		18,336,814	23,876,118
<b>Creditors: amounts falling due within one year</b>	15	(17,601,700)	(23,130,551)
<b>Net current assets</b>		735,114	745,567
<b>Net assets</b>		1,666,126	2,104,869
<b>Capital and reserves</b>			
Called up share capital	16	39,859	22,394
Share premium account	17	11,444,244	11,170,042
Profit and loss account		(9,817,977)	(9,087,567)
<b>Shareholders' funds</b>		1,666,126	2,104,869

The financial statements were approved and authorised for issue by the board and were signed on its behalf by:

DocuSigned by:  
  
 789DC4FE42C0423...  
**Mithu Mathew**  
 Director

Date: 01 December 2021

The notes on pages 16 to 29 form part of these financial statements.

## YUNOJUNO LIMITED

**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY  
FOR THE YEAR ENDED 31 DECEMBER 2020**

	Called up share capital	Share premium account	Foreign exchange reserve	Profit and loss account	Total equity
	£	£	£	£	£
At 1 January 2020	22,394	11,170,042	(1,156)	(9,077,687)	2,113,593
Loss for the year	-	-	-	(739,766)	(739,766)
Currency translation differences	-	-	(385)	-	(385)
Shares issued during the year	17,465	274,202	-	-	291,667
<b>At 31 December 2020</b>	<b>39,859</b>	<b>11,444,244</b>	<b>(1,541)</b>	<b>(9,817,453)</b>	<b>1,665,109</b>

The notes on pages 16 to 29 form part of these financial statements.

**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY  
FOR THE YEAR ENDED 31 DECEMBER 2019**

	Called up share capital	Share premium account	Foreign exchange reserve	Profit and loss account	Total equity
	£	£	£	£	£
At 1 January 2019	22,394	11,170,042	(8,706)	(7,393,013)	3,790,717
Loss for the year	-	-	-	(1,684,674)	(1,684,674)
Currency translation differences	-	-	7,550	-	7,550
<b>At 31 December 2019</b>	<b>22,394</b>	<b>11,170,042</b>	<b>(1,156)</b>	<b>(9,077,687)</b>	<b>2,113,593</b>

The notes on pages 16 to 29 form part of these financial statements.

## YUNOJUNO LIMITED

COMPANY STATEMENT OF CHANGES IN EQUITY  
FOR THE YEAR ENDED 31 DECEMBER 2020

	Called up share capital	Share premium account	Profit and loss account	Total equity
	£	£	£	£
At 1 January 2020	22,394	11,170,042	(9,087,567)	2,104,869
Loss for the year	-	-	(730,410)	(730,410)
Shares issued during the year	17,465	274,202	-	291,667
<b>At 31 December 2020</b>	<b>39,859</b>	<b>11,444,244</b>	<b>(9,817,977)</b>	<b>1,666,126</b>

The notes on pages 16 to 29 form part of these financial statements.

COMPANY STATEMENT OF CHANGES IN EQUITY  
FOR THE YEAR ENDED 31 DECEMBER 2019

	Called up share capital	Share premium account	Profit and loss account	Total equity
	£	£	£	£
At 1 January 2019	22,394	11,170,042	(7,377,620)	3,814,816
Loss for the year	-	-	(1,709,947)	(1,709,947)
<b>At 31 December 2019</b>	<b>22,394</b>	<b>11,170,042</b>	<b>(9,087,567)</b>	<b>2,104,869</b>

The notes on pages 16 to 29 form part of these financial statements.

## YUNOJUNO LIMITED

CONSOLIDATED STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED 31 DECEMBER 2020

	2020 £	2019 £
<b>Cash flows from operating activities</b>		
Loss for the financial year	(739,766)	(1,684,674)
<b>Adjustments for:</b>		
Amortisation of intangible assets	481,378	496,743
Depreciation of tangible assets	31,043	22,882
Interest paid	20,103	25,026
Taxation charge	(153,990)	(152,812)
Decrease in debtors	5,652,060	5,086,749
Increase/(decrease) in creditors	1,421,655	(3,563,637)
Corporation tax received	273,990	-
Foreign exchange	(385)	7,550
<b>Net cash generated from operating activities</b>	<u>6,986,088</u>	<u>237,827</u>
<b>Cash flows from investing activities</b>		
Purchase of intangible fixed assets	(64,523)	(469,226)
Purchase of tangible fixed assets	(19,608)	(58,434)
<b>Net cash from investing activities</b>	<u>(84,131)</u>	<u>(527,660)</u>
<b>Cash flows from financing activities</b>		
Issue of shares	291,667	-
Interest paid	(20,103)	(25,026)
<b>Net cash used in financing activities</b>	<u>271,564</u>	<u>(25,026)</u>
<b>Net increase/(decrease) in cash and cash equivalents</b>	7,173,521	(314,859)
Cash and cash equivalents at beginning of year	<u>(14,766,626)</u>	<u>(14,451,767)</u>
<b>Cash and cash equivalents at the end of year</b>	<u><u>(7,593,105)</u></u>	<u><u>(14,766,626)</u></u>
<b>Cash and cash equivalents at the end of year comprise:</b>		
Cash at bank and in hand	508,238	285,222
Invoice discounting facility	(8,101,343)	(15,051,848)
	<u><u>(7,593,105)</u></u>	<u><u>(14,766,626)</u></u>

The notes on pages 16 to 29 form part of these financial statements.

## YUNOJUNO LIMITED

CONSOLIDATED ANALYSIS OF NET DEBT  
FOR THE YEAR ENDED 31 DECEMBER 2020

	At 1 January 2020 £	Cash flows £	At 31 December 2020 £
Cash at bank and in hand	285,222	223,016	508,238
Invoice discounting facility	(15,051,848)	6,950,505	(8,101,343)
	<u>(14,766,626)</u>	<u>7,173,521</u>	<u>(7,593,105)</u>

The notes on pages 16 to 29 form part of these financial statements.

## YUNOJUNO LIMITED

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

#### 1. General information

YunoJuno Limited (the 'company') is a limited liability company incorporated and domiciled in the United Kingdom. The address of its registered office is disclosed on the company information page.

These financial statements are prepared in Sterling (£), which is the functional currency of the group. The financial statements are for the year ended 31 December 2020 (2019: year ended 31 December 2019).

#### 2. Accounting policies

##### 2.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention unless otherwise specified within these accounting policies and in accordance with Financial Reporting Standard 102, the Financial Reporting Standard applicable in the UK and the Republic of Ireland and the Companies Act 2006.

The preparation of financial statements in compliance with FRS 102 requires the use of certain critical accounting estimates. It also requires group management to exercise judgement in applying the group's accounting policies (see note 3).

The company has taken advantage of the exemption allowed under section 408 of the Companies Act 2006 and has not presented its own statement of comprehensive income in these financial statements.

The following principal accounting policies have been applied:

##### 2.2 Basis of consolidation

The consolidated financial statements present the results of the company and its own subsidiaries (the 'group') as if they form a single entity. Intercompany transactions and balances between group companies are therefore eliminated in full.

##### 2.3 Coronavirus and going concern

The directors have prepared the financial statements on the going concern basis having projected cash flow and operating forecasts and have also considered a reasonable downside model for the business for a period of at least 12 months from the date of signing of these financial statements and have concluded that the company and the group are a going concern 12 months ahead. In considering the going concern assumption, the directors have also taken into account the balance sheet position at the date of signature of these financial statements and have reviewed the company's finance facilities. For the past six years the company has made use of a three month rolling invoice finance facility that is reviewed every 12 months with the next annual review due to be held Nov 2022. The contractual terms of the arrangement remain as a rolling three month notice period. In preparing the company and the group's assessment the directors have discussed the current arrangements in place with the facility provider to seek greater comfort and are satisfied that the provider is willing to continue the facility and have no reason to believe that position will change over the next 12 months.

## YUNOJUNO LIMITED

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

#### 2. Accounting policies (continued)

##### 2.4 Foreign currency translation

Foreign currency transactions are translated into the functional currency using the spot exchange rates at the dates of the transactions.

At each period end foreign currency monetary items are translated using the closing rate. Non-monetary items measured at historical cost are translated using the exchange rate at the date of the transaction and non-monetary items measured at fair value are measured using the exchange rate when fair value was determined.

Foreign exchange gains and losses resulting from the settlement of transactions and from the translation at period-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the statement of comprehensive income.

##### 2.5 Turnover

Turnover comprises revenue recognised by the company in respect of goods and services supplied during the year, exclusive of Value Added Tax and trade discounts.

Revenue is measured with reference to contract rates and contract periods and is recognised over the life of the contract as services are delivered. Revenue is deferred or accrued as appropriate at the period end to the extent the service is delivered.

Revenue is recognised gross taking into account factors in respect of credit risk, control over commission structure and ultimate selling price, and risk of quality and delivery of services. Further, the company contracts directly with customers and separately with freelancers.

##### 2.6 Operating leases

Rentals paid under operating leases are charged to the consolidated statement of comprehensive income on a straight line basis over the lease term.

##### 2.7 Government grants

Grants of a revenue nature are recognised in the consolidated statement of comprehensive income in the same period as the related expenditure.

Grants related to the Job Retention Scheme are recognised when the requirements are met and recognised in the consolidated statement of comprehensive income in the period to which it relates.

## YUNOJUNO LIMITED

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

#### 2. Accounting policies (continued)

##### 2.8 Share based payments

Where share options are awarded to employees, the fair value of the options at the date of grant is charged to profit or loss over the vesting period. Non-market vesting conditions are taken into account by adjusting the number of equity instruments expected to vest at each balance sheet date so that, ultimately, the cumulative amount recognised over the vesting period is based on the number of options that eventually vest. Market vesting conditions are factored into the fair value of the options granted. The cumulative expense is not adjusted for failure to achieve a market vesting condition.

The fair value of the award also takes into account non-vesting conditions. These are either factors beyond the control of either party (such as a target based on an index) or factors which are within the control of one or other of the parties (such as the group keeping the scheme open or the employee maintaining any contributions required by the scheme).

Where the terms and conditions of options are modified before they vest, the increase in the fair value of the options, measured immediately before and after the modification, is also charged to profit or loss over the remaining vesting period.

Where equity instruments are granted to persons other than employees, profit or loss is charged with fair value of goods and services received.

##### 2.9 Pensions

The group operates a defined contribution plan for its employees. A defined contribution plan is a pension plan under which the group pays fixed contributions into a separate entity. Once the contributions have been paid the group has no further payment obligations.

The contributions are recognised as an expense in the consolidated statement of comprehensive income when they fall due. Amounts not paid are shown in accruals as a liability in the balance sheet. The assets of the plan are held separately from the group in independently administered funds.

##### 2.10 Current and deferred taxation

The tax charge for the year comprises of current and deferred tax.

Current tax is recognised for the amount of corporation tax payable in respect of the taxable profit for the current or past reporting periods using the tax rates and laws that have been enacted or substantively enacted by the reporting date.

Deferred tax is recognised in respect of all timing differences at the reporting date, except as otherwise indicated.

Deferred tax assets are only 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. Deferred tax is calculated using the tax rates and laws that have been enacted or substantively enacted by the reporting date that are expected to apply to the reversal of the timing difference.

##### 2.11 Debt factoring

Where the entity has not transferred to the factor all significant benefits (i.e. the future cash flows from payment by the debtors) and all significant risks (i.e. slow payment risk and the risk of bad debts) relating to the debts and has an obligation to repay the factor, the debtor remains on the company's balance sheet and a corresponding liability is shown in respect of the proceeds received from the factor.

## YUNOJUNO LIMITED

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2020

## 2. Accounting policies (continued)

## 2.12 Intangible assets

Intangible assets are initially recognised at cost. After recognition, under the cost model, intangible assets are measured at cost less any accumulated amortisation and any accumulated impairment losses.

All intangible assets are considered to have a finite useful life. If a reliable estimate of the useful life cannot be made, the useful life shall not exceed ten years.

The estimated useful lives range as follows:

Development costs	-	5	years
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## 2.13 Tangible fixed assets

Tangible fixed assets under the cost model are stated at historical cost less accumulated depreciation and any accumulated impairment losses. Historical cost includes expenditure that is directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management.

Depreciation is charged so as to allocate the cost of assets less their residual value over their estimated useful lives.

Depreciation is provided on the following basis:

IT equipment	-	33%	straight line
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The assets' residual values, useful lives and depreciation methods are reviewed, and adjusted prospectively if appropriate, or if there is an indication of a significant change since the last reporting date.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised the consolidated statement of comprehensive income.

At each balance sheet date, the group reviews the carrying amounts of its tangible fixed assets to determine whether there is any indication that any items have suffered an impairment loss. If any such indication exists, the recoverable amount of an 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 the asset, the company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

If the recoverable amount of an asset is estimated to be less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount. Any impairment loss is recognised as an expense immediately.

## 2.14 Valuation of investments

Investments in subsidiaries are measured at cost less accumulated impairment.

## 2.15 Financial instruments

The group only enters into basic financial instrument transactions that result in the recognition of financial assets and liabilities like trade and other debtors and creditors, loans from banks, loans to related parties and investments in ordinary shares.

## YUNOJUNO LIMITED

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2020**3. Judgements in applying accounting policies and key sources of estimation uncertainty**

YunoJuno's revenue is generated through its interactive platform, facilitating employers booking freelancers. YunoJuno's site is in consistent development, improvement and growth, therefore all expenses incurred for this sole purpose are capitalised.

Independent freelancers are hired for the site development and the relevant expenses are capitalised in full for 5 years using straight line depreciation. The carrying value represented in the account are for intangible assets capitalised since 2014.

The estimation uncertainty arises as a result of the use of 5 years as the useful economic life, which is based on management's judgement. Given the pace of change in technology and the need to constantly develop, management have deemed a 5 year useful economic life as reasonable.

There were no other significant judgements made in the preparation of these accounts.

**4. Turnover**

Analysis of turnover by country of destination:

	2020 £	2019 £
United Kingdom	80,275,398	124,124,697
Rest of Europe	214,295	-
	<u>80,489,693</u>	<u>124,124,697</u>

The total turnover of the company for the year has been derived wholly from its principal activity.

**5. Other operating income**

	2020 £	2019 £
Government grants receivable	199,497	-
	<u>199,497</u>	<u>-</u>

**6. Operating loss**

The operating loss is stated after charging:

	2020 £	2019 £
Depreciation of tangible fixed assets	31,043	22,882
Amortisation of intangible assets	481,379	496,743
Operating lease payments	329,095	343,175
	<u>841,517</u>	<u>862,799</u>

## YUNOJUNO LIMITED

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2020

## 7. Auditors' remuneration

	2020 £	2019 £
Fees payable to the group's auditor for the audit of the group's annual financial statements	26,500	31,000
<b>Fees payable to the group's auditor and its associates in respect of:</b>		
Taxation compliance services	4,000	4,500
Other services relating to taxation	-	50,500
All other services	-	2,400
	<u>4,000</u>	<u>57,400</u>

## 8. Employees

Staff costs, including directors' remuneration, were as follows:

	Group 2020 £	Group 2019 £	Company 2020 £	Company 2019 £
Wages and salaries	1,780,532	2,854,677	1,780,532	2,854,677
Social security costs	198,138	306,230	198,138	306,230
Cost of defined contribution scheme	63,816	67,541	63,816	67,541
	<u>2,042,486</u>	<u>3,228,448</u>	<u>2,042,486</u>	<u>3,228,448</u>

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

	2020 No.	2019 No.
Account Management	11	12
Community	3	6
General	6	1
Product	7	9
Sales	-	6
Support	6	10
	<u>33</u>	<u>44</u>

## YUNOJUNO LIMITED

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2020

## 9. Directors' remuneration

	2020 £	2019 £
Directors' emoluments	128,796	305,057
Company contributions to defined contribution pension schemes	3,063	-
	<u>131,859</u>	<u>305,057</u>

During the year retirement benefits were accruing to no directors (2019: Nil) in respect of defined contribution pension schemes.

The highest paid director received remuneration of £67,358 (2019: £120,958).

The value of the company's contributions paid to a defined contribution pension scheme in respect of the highest paid director amounted to £2,813 (2019: £Nil).

## 10. Taxation

	2020 £	2019 £
<b>Corporation tax</b>		
Prior year tax credit	(153,990)	(152,812)
<b>Taxation credit on loss on ordinary activities</b>	<u>(153,990)</u>	<u>(152,812)</u>

**Factors affecting tax charge for the year**

The tax assessed for the year is higher than (2019: higher than) the standard rate of corporation tax in the UK of 19% (2019: 19.25%). The differences are explained below:

	2020 £	2019 £
Loss on ordinary activities before tax	<u>(893,756)</u>	<u>(1,851,630)</u>
Loss on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2019: 19.25%)	(169,814)	(351,810)
<b>Effects of:</b>		
Expenses not deductible for tax purposes	4,925	57,625
Adjustments to tax charge in respect of prior periods	(153,990)	(152,812)
Deferred tax not recognised	170,107	293,997
Fixed asset differences	(5,218)	188
<b>Total tax credit for the year</b>	<u>(153,990)</u>	<u>(152,812)</u>

## YUNOJUNO LIMITED

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2020

## 10. Taxation (continued)

## Factors that may affect future tax charges

On 3 March 2021, the Chancellor of the Exchequer announced that the corporation tax rate would increase to a maximum of 25% from 1 April 2023. It was substantively enacted on 24 May 2021 and so the deferred tax rate applicable at 31 December 2020 was still 19%.

## 11. Intangible assets

## Group and Company

	Development costs £
<b>Cost</b>	
At 1 January 2020	2,836,469
Additions	64,523
At 31 December 2020	<u>2,900,992</u>
<b>Amortisation</b>	
At 1 January 2020	1,535,011
Charge for the year	481,378
At 31 December 2020	<u>2,016,389</u>
<b>Net book value</b>	
At 31 December 2020	<u>884,603</u>
At 31 December 2019	<u>1,301,458</u>

## YUNOJUNO LIMITED

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2020

## 12. Tangible fixed assets

## Group and Company

	Computer equipment £
<b>Cost</b>	
At 1 January 2020	128,113
Additions	19,608
At 31 December 2020	<u>147,721</u>
<b>Depreciation</b>	
At 1 January 2020	70,277
Charge for the year	31,043
At 31 December 2020	<u>101,320</u>
<b>Net book value</b>	
At 31 December 2020	<u>46,401</u>
At 31 December 2019	<u>57,836</u>

## YUNOJUNO LIMITED

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2020

## 13. Fixed asset investments

## Company

	Investments in subsidiary companies £
<b>Cost</b>	
At 1 January 2020 and at 31 December 2020	8

## Subsidiary undertakings

The following were subsidiary undertakings of the company:

Name	Registered office	Class of shares	Holding
YunoJuno Inc.	Floor 3, 116 West Houston St	Ordinary	100%
YunoJuno LLC	Floor 3, 116 West Houston St	Ordinary	100%

## 14. Debtors

	Group 2020 £	Group 2019 £	Company 2020 £	Company 2019 £
Trade debtors	15,417,354	20,399,428	15,417,354	20,399,428
Amounts owed by group undertakings	-	-	10,000	-
Other debtors	31,062	67,798	31,062	67,798
Prepayments and accrued income	2,346,339	2,979,589	2,346,339	2,979,591
Tax recoverable	32,812	152,812	32,812	152,812
	<u>17,827,567</u>	<u>23,599,627</u>	<u>17,837,567</u>	<u>23,599,629</u>

The impairment loss recognised in the consolidated statement of comprehensive income in respect of bad and doubtful debts was £77,387 (2019: £280,190).

## YUNOJUNO LIMITED

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2020

## 15. Creditors: Amounts falling due within one year

	Group 2020 £	Group 2019 £	Company 2020 £	Company 2019 £
Invoice discounting facility	8,101,343	15,051,848	8,101,343	15,051,848
Trade creditors	738,779	2,017,230	738,779	2,017,230
Other taxation and social security	4,297,584	2,222,974	4,297,584	2,222,974
Other creditors	130,754	143,754	130,754	143,754
Accruals and deferred income	4,333,240	3,694,744	4,333,240	3,694,745
	<u>17,601,700</u>	<u>23,130,550</u>	<u>17,601,700</u>	<u>23,130,551</u>

The invoice discounting facility is secured by fixed charge over all present freehold and leasehold property, first fixed charge over book and other debts, chattels, goodwill and uncalled capital, both present and future and first floating charge over all assets and undertaking both present and future.

## 16. Share capital

	2020 £	2019 £
<b>Allotted, called up and fully paid</b>		
2,021,891 (2019: 1,024,374) Ordinary shares of £0.01 each	20,219	10,244
Nil (2019: 275,642) Series A preferred shares of £0.01 each	-	2,756
Nil (2019: 215,402) Series B preferred shares of £0.01 each	-	2,154
81,162 (2019: 405,811) Series C preferred shares of £0.01 each	811	4,058
136,358 (2019: 318,182) Series D preferred shares of £0.01 each	1,364	3,182
1,746,509 (2019: Nil) Series E preferred shares of £0.01 each	17,465	-
	<u>39,859</u>	<u>22,394</u>

**YUNOJUNO LIMITED**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2020**

**16. Share capital (continued)**

On 25 June 2020, the company issued 1,746,509 £0.01 Series E preferred shares at a premium of £0.167 each.

On 25 June 2020, the company reclassified 275,642 Series A preferred shares, 215,402 Series B preferred shares, 324,649 Series C preferred shares and 181,824 Series D preferred shares to 997,517 Ordinary shares, all have a nominal value of £0.01.

**All classes of shares have the following rights:**

Voting - Each share has one vote

Dividends - Each share is entitled to pari passu dividend payments

Redemption - The shares are not redeemable.

**Capital return by class:**

Ordinary shares - Each share is entitled to participate in a distribution (including on a winding up) ranking below all other share classes.

Series A preferred shares - Each share is entitled to participate in distribution (including on a winding up) ranking in priority to ordinary shares but below B preferred shares, C preferred shares, D preferred shares and E preferred shares.

Series B preferred shares - Each share is entitled to participate in a distribution (including on a winding up) ranking in priority to A preferred shares and ordinary shares but below C preferred shares, D preferred shares and E preferred shares.

Series C preferred shares - Each share is entitled to participate in a distribution (including on a winding up) ranking in priority to A preferred shares, B preferred shares and ordinary shares, but below D preferred shares and E preferred shares.

Series D preferred shares - Each share is entitled to participate in a distribution (including on a winding up) ranking in priority to A preferred shares, B preferred shares, C preferred shares and ordinary shares, but below E preferred shares.

Series E preferred shares - Each share is entitled to participate in a distribution (including on a winding up) ranking in priority to all other share classes.

## YUNOJUNO LIMITED

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2020

## 17. Reserves

**Share Capital**

Share capital represents the nominal value of shares issued.

**Share premium account**

Includes any premiums received on issue of share capital. Any transaction costs associated with the issuing of shares is deducted from share premium.

**Foreign exchange reserve**

The translation reserve has arisen as a result of translation of a foreign subsidiary.

**Profit and loss account**

Includes all current and prior period retained profits and losses.

## 18. Share based payments

	Weighted average exercise price (pence) 2020	Number 2020	Weighted average exercise price (pence) 2019	Number 2019
Outstanding at the beginning of the year	2.86	10,946	2.86	39,050
Granted during the year	0.03	1,188,703		-
Forfeited during the year	2.86	(500)	2.86	(28,104)
<b>Outstanding at the end of the year</b>	<b>0.05</b>	<b>1,199,149</b>	<b>2.86</b>	<b>10,946</b>

The YunoJuno Share Option scheme was introduced on 7 June 2016. Under the scheme, the Board can grant options over ordinary shares in the company to employees of the company.

No share based payment charge has been recognised in the year as the directors do not consider it is material to results of the company.

## 19. Pension commitments

The group operates a defined contributions pension scheme. The assets of the scheme are held separately from those of the group in an independently administered fund. The pension cost charge represents contributions payable by the group to the fund and amounted to £63,816 (2019: £67,541). Contributions totalling £Nil (2019: £Nil) were payable to the fund at the balance sheet date and are included in creditors.

**YUNOJUNO LIMITED**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2020**

**20. Commitments under operating leases**

At 31 December 2020 the group and the company had future minimum lease payments due under non-cancellable operating leases for each of the following periods:

	<b>Group 2020 £</b>	<b>Group 2019 £</b>
Not later than 1 year	57,750	91,713

**21. Controlling party**

The company is ultimately controlled by Piton Capital LLP by virtue of its majority shareholding.