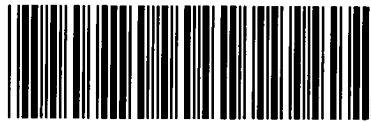


Registration number: 08045123

Bloom Procurement Services Limited

Annual Report 2017

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Bloom Procurement Services Limited

CONTENTS AND COMPANY INFORMATION FOR THE YEAR ENDED 31 MARCH 2017

CONTENTS	PAGE
Strategic Report	2 - 3
Directors' Report	4
Report of the Independent Auditors	5
Statement of Comprehensive Income	6
Statement of Financial Position	7
Statement of Changes in Equity	8
Notes to the Financial Statements	9 - 14

DIRECTORS

R I Levene

A J Jacobs

REGISTERED OFFICE

Rotterdam House

116 Quayside

Newcastle Upon Tyne

England

NE1 3DY

REGISTERED NUMBER:

08045123

INDEPENDENT AUDITOR:

Crowe Clark Whitehill LLP

St. Bride's House

10 Salisbury Square London

EC4Y 8EH

Bloom Procurement Services Limited

STRATEGIC REPORT

The directors present their strategic report for the year ended 31 March 2017.

The principal activity of the company during the year under review was that of providing neutral vendor solutions for consultancy services to the public sector.

Review of the business

The financial year that ended 31 March 2017 was a successful and significant one for Bloom. Over the year, we saw our business transformed in many ways; from the number and type of buyers trusting us to manage their professional services needs, to the volume of suppliers choosing Bloom as a channel to market. Just as importantly, we transformed our identity with a complete name change and re-brand from Nepro Ltd to Bloom Procurement Services Ltd.

Sustained growth

There are many ways to demonstrate the success that Bloom enjoyed over this year, compared to the year before:

- 49 new buying organisations trusted Bloom to manage their professional services needs
- Our supplier community grew significantly to around 2,500 suppliers and now numbers over 4,000 providers across the UK
- The Bloom client profile changed notably, with more buyers in the education, NHS and police sectors

		Projected	
Growth	2015/6	2016/7	2017/8
Buying organisations	51	100	164
Supplier community	1,500	2,500	4,600
Project requests	755	929	1,538
Turnover	£29m	£52m	£90m*

* unaudited accounts

These are impressive figures and we are proud of the growth that Bloom has achieved over this year; but the numbers tell only half the story.

Continued investment

To build the strongest and most sustainable business, Bloom has continued to invest in people, processes and systems. We have continuously devoted human and financial resources to technology that ensures the availability of accurate and granular management information for our company and our clients.

There has also been significant investment in the growth and capability of the Bloom management team; with at the time of publication, the recent recruitment of our first CEO, and Directors of Operations, and Sales and Marketing. Bloom is also now in the process of building a strong advisory board with senior level advisors drawn from public and private sector roles.

Changing how professional services are bought

As we move into the 2018/19 financial year, our focus continues to be on innovation and driving sustainable and profitable growth. Our aim is to deliver a world-class customer experience for our clients, both buying organisations and suppliers of professional services. This will be achieved through continued investment in technology and service development, developing efficient and robust processes that meet or exceed our clients' expectations.

Our ultimate vision for Bloom is to drive change in the way the world buys professional services, and based on our results so far, we are confident that we can achieve this.

Bloom Procurement Services Limited

STRATEGIC REPORT (continued)

Principal Risks and Uncertainties

The business is currently reliant on its Framework Agreement with NEPO (North East Procurement Organisations) which runs until 2019. The directors anticipate that the company will be awarded various framework contracts which will allow it not only to maintain its current market position but will also extend its reach across the entire public sector. Notwithstanding that, the directors are also exploring other routes to market that compliment the arrangements with NEPO and extend the company's ability to act as a neutral vendor in provision of consultancy services to the public sector.

The company continues to invest in its staff and systems, pursuing an aggressive growth strategy, at the expense of short-term profitability. Hence the year to March 2018 is likely to show another increased turnover figure and a return to profitability. Budgets for the subsequent year are for further large turnover increases, with economies of scale projected to further boost profits.

The company's business model is such that, whilst turnover is growing, the cash cycle remains positive. Accordingly the directors can continue to operate the business within its present funding arrangements.

Key Performance Indicators

The KPIs for the business are the number of new clients, turnover growth and retaining a sufficient cash reserve whilst paying suppliers within the agreed terms.

ON BEHALF OF THE BOARD:

A J Jacobs - Director



Date: 4 May 2018

Bloom Procurement Services Limited

DIRECTORS' REPORT

The directors present their report with the financial statements of the company for the year ended 31 March 2017.

DIVIDENDS

No dividends will be distributed for the year ended 31 March 2017.

DIRECTORS

The directors shown below have, unless otherwise stated, held office during the whole of the year from 1 April 2016 to the date of this report.

R I Levene
A J Jacobs
P D Tonks (resigned 18 October 2016)

STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Report of the Directors and the 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 United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). 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 of the profit or loss of the company for that year. In preparing these financial statements, the directors are required to:

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

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director 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 auditors are aware of that information.

AUDITORS

The auditors, Crowe Clark Whitehill LLP, are deemed to be reappointed in accordance with s485 of the Companies Act 2006 by virtue of an elective resolution passed by the members.

ON BEHALF OF THE BOARD:

A J Jacobs - Director

Date: 4 May 2018



Bloom Procurement Services Limited

REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF BLOOM PROCUREMENT SERVICES

We have audited the financial statements of Bloom Procurement Services Limited for the year ended 31 March 2017 which comprise the Statement of Comprehensive Income, the Statement of Financial Position, the Statement of Changes in Equity and the related notes numbered 1 to 17.

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' (UK Generally Accepted Accounting Practice).

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.

Respective responsibilities of directors and auditors

As explained more fully in the Statement of Directors' Responsibilities set out on page 4, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's website at www.frc.org.uk/auditscopeukprivate.

Opinion on financial statements

In our opinion, the financial statements:

- give a true and fair view of the state of the Company's affairs as at 31 March 2017 and of its profit for the year then ended;
- have been properly prepared in accordance with UK Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Opinion on other matter prescribed by the Companies Act 2006

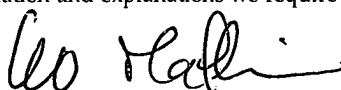
In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where 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 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.

Leo Malkin (Senior Statutory Auditor)
For and on behalf of
Crowe Clark Whitehill LLP
Statutory Auditor
London



Date: 4 May 2018

Bloom Procurement Services Limited

STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 MARCH 2017

	Notes	2017 £	2016 £
TURNOVER	3	52,269,763	28,762,828
Cost of sales		(50,255,720)	(27,796,925)
GROSS PROFIT		<u>2,014,043</u>	<u>965,903</u>
Administration costs		(2,010,946)	(933,314)
		<u>3,097</u>	<u>32,589</u>
Other operating income	7	-	63
OPERATING PROFIT	5	<u>3,097</u>	<u>32,652</u>
Interest receivable and similar income	12	-	2,821
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		<u>3,097</u>	<u>35,473</u>
Taxation on profit on ordinary activities	6	-	(1,981)
PROFIT FOR THE FINANCIAL YEAR		<u>3,097</u>	<u>33,492</u>
Other comprehensive income		-	-
TOTAL COMPREHENSIVE INCOME FOR THE YEAR		<u>3,097</u>	<u>33,492</u>

There was no other income for 2017 or 2016 other than that included in the statement of comprehensive income.

The notes form part of these financial statements

Bloom Procurement Services Limited

STATEMENT OF FINANCIAL POSITION AS AT 31 MARCH 2017

	Notes	2017		2016	
		£	£	£	£
FIXED ASSETS					
Intangible assets	8		156,754		58,518
Tangible assets	9		<u>9,175</u>		<u>3,754</u>
			165,929		62,272
CURRENT ASSETS					
Debtors	10	8,548,698		7,905,570	
Cash at bank and in hand	11	3,861,552		1,207,677	
			<u>12,410,250</u>		<u>9,113,247</u>
CREDITORS: amounts falling due within one year	13		<u>(12,361,282)</u>		<u>(9,263,719)</u>
NET CURRENT ASSETS/(LIABILITIES)			48,968		(150,472)
PROVISION FOR LIABILITIES	14		(12,454)		(12,454)
NET ASSETS/(LIABILITIES)			<u>202,443</u>		<u>(100,654)</u>
CAPITAL AND RESERVES					
Share capital	15		300,094		94
Profit and loss account			(97,651)		(100,748)
SHAREHOLDER'S FUNDS			<u>202,443</u>		<u>(100,654)</u>

Registration number: 08045123

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

A J Jacobs – Director

Date: 4 May 2018



The notes form part of these financial statements

Bloom Procurement Services Limited

STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 MARCH 2017

	Share capital £	Profit and loss £	Total equity £
Balance at 1 April 2015	94	(134,240)	(134,146)
Changes in equity			
Total comprehensive income	-	33,492	33,492
Balance at 31 March 2016	<u>94</u>	<u>(100,748)</u>	<u>(100,654)</u>
Changes in equity			
Issue of share capital	300,000	-	300,000
Total comprehensive income	-	3,097	3,097
Balance at 31 March 2017	<u>300,094</u>	<u>(97,651)</u>	<u>202,443</u>

The notes form part of these financial statements

Bloom Procurement Services Limited

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2017

1. GENERAL INFORMATION

Bloom Procurement Services Ltd is a private limited company (limited by shares) incorporated in England and Wales on 25 April 2012 (registration number 08045123).

The address of the registered office is Rotterdam House, 116 Quayside, Newcastle Upon Tyne, England, NE1 3DY.

2. ACCOUNTING POLICIES

Basis of preparing the financial statements

These financial statements have been prepared in accordance with 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.

The financial statements are presented in Pounds Sterling, which is the functional currency of the company.

The following principal accounting policies have been applied:

Going concern

The directors consider the going concern basis to be appropriate having paid due regard to the company's projected results during the twelve months from the date the financial statements are approved.

Turnover

Turnover represents the value of fee income and recharged costs and disbursements recoverable during the year, excluding VAT.

Development expenditure

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.

At each reporting date the company assesses whether there is any indication of impairment. If such indication exists, the recoverable amount of the asset is determined which is the higher of its fair value less costs to sell and its value in use. An impairment loss is recognised where the carrying amount exceeds the recoverable amount.

Development expenditure is amortised over its expected useful life of 5 years.

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

Computer equipment - 33% on cost

Bloom Procurement Services Limited

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2017

2. ACCOUNTING POLICIES (continued)

Debtors

Debtors do not carry any interest and are stated at their nominal value. Appropriate allowances for estimated irrecoverable amounts are recognised in Statement of Comprehensive Income account when there is objective evidence that the asset is impaired.

Cash and cash equivalents

These comprise cash at bank and other short term highly liquid bank deposits with an original maturity of three months or less.

Creditors

Short term creditors are measured at the transaction price. Other financial liabilities are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method.

Interest income

Interest income is recognised in the Statement of comprehensive income using the effective interest method.

Taxation

Tax is recognised in the Statement of comprehensive income, except that a change attributable to an item of income and expense recognised as other comprehensive income or to an item recognised directly in equity is also recognised in other comprehensive income or directly in equity respectively.

The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the reporting date in the countries where the Company operates and generates income.

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the Statement of financial position date, except that:

- The recognition of deferred tax assets is limited to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits; and
- Any deferred tax balances are reversed if and when all conditions for retaining associated tax allowances have been met.

Deferred tax balances are not recognised in respect of permanent differences except in respect of business combinations, when deferred tax is recognised on the differences between the fair values of assets acquired and the future tax deductions available for them and the differences between the fair values of liabilities acquired and the amount that will be assessed for tax. Deferred tax is determined using tax rates and laws that have been enacted or substantively enacted by the reporting date.

Judgments in applying accounting policies and key sources of estimation uncertainty

The intangible asset relates to IT systems used currently within the NEPO framework agreement that expires in 2019. As noted in the Strategic Report on page 3, the directors are working towards both renewing that framework agreement and adding others to the company's portfolio. Consequently, the judgement to write-down that development expenditure over five years is considered appropriate.

The directors do not consider there to be any key other sources of estimation and uncertainty when applying the accounting policies.

Bloom Procurement Services Limited

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2017

3. TURNOVER

All turnover arose within the United Kingdom.

4. AVERAGE NUMBER OF EMPLOYEES

2017

2016

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

Full time employees	21	15
---------------------	----	----

5. OPERATING PROFIT

2017

2016

£

£

The operating profit is stated after charging:

Depreciation - owned assets	4,103	892
Development cost amortisation	31,837	13,732
Directors' remuneration	56,729	111,217
Auditors' remuneration	22,000	18,000

6. TAXATION

Analysis of the tax charge

The tax charge on the profit on ordinary activities for the year was as follows

	2017	2016
	£	£
Current tax:		
UK Corporation	-	5,110
Adjustment in respect of prior years	-	(2,631)
Total current tax	-	2,479
Deferred tax:		
Deferred tax	-	(498)
Adjustment in respect of prior years	-	-
Total deferred tax	-	(498)
Tax on profit on ordinary activities	-	1,981

7. OTHER OPERATING INCOME

2017

2016

£

£

Other operating income	-	63
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Bloom Procurement Services Limited

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2017

8. INTANGIBLE FIXED ASSETS		Development Expenditure
		£
COST		
At 1 April 2016		75,425
Additions		130,073
At 31 March 2017		<u>205,498</u>
DEPRECIATION		
At 1 April 2016		16,907
Amortisation		31,837
At 31 March 2017		<u>48,744</u>
NET BOOK VALUE		
At 31 March 2017		<u>156,754</u>
At 31 March 2016		<u>58,518</u>
 9. TANGIBLE FIXED ASSETS		 Computer equipment
		£
COST		
At 1 April 2016		5,321
Additions		9,524
At 31 March 2017		<u>14,845</u>
DEPRECIATION		
At 1 April 2016		1,567
Provided		4,103
At 31 March 2017		<u>5,670</u>
NET BOOK VALUE		
At 31 March 2017		<u>9,175</u>
At 31 March 2016		<u>3,754</u>
 10. DEBTORS	2017	2016
	£	£
Uncalled share capital	297,000	-
Trade debtors	5,059,815	6,881,091
Amounts owed by group undertakings	14,690	-
Other debtors	2,718	6,928
Directors current accounts	295,848	35,602
Tax recoverable	93,284	10,753
Prepayments and accrued income	2,785,343	971,196
	<u>8,548,698</u>	<u>7,905,570</u>

Bloom Procurement Services Limited

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2017

11. CASH AND CASH EQUIVALENTS	2017 £	2016 £
Cash at bank and in hand	3,861,552	1,207,677
12. INTEREST RECEIVABLE	2017 £	2016 £
Other loan balance and overpaid corporation tax	-	2,821
13. CREDITORS: amounts falling due in more than one year	2017 £	2016 £
Trade creditors	12,168,795	8,550,837
Amounts owed to group undertakings	-	120,000
Corporation tax	85,165	5,110
Social security and other taxes	21,497	17,007
VAT	-	327,071
Accruals and deferred income	85,825	243,694
	12,361,282	9,263,719
14. PROVISIONS FOR LIABILITIES	2017 £	2016 £
Deferred tax		
Accelerated capital allowances	28,208	751
Other timing differences	-	11,703
Recoverable tax losses	(15,754)	-
	12,454	12,454
Balance at 31 March 2016 and 2017		12,454

Bloom Procurement Services Limited

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2017

15. SHARE CAPITAL				2017	2016
				£	£
Allotted and issued					
Number	Class	Paid status	Nominal value		
750	A Ordinary	Fully paid	£0.10	75	75
190	B Ordinary	Fully paid	£0.10	19	19
300,000	C Ordinary	1% paid	£0.10	300,000	-
				<u>300,094</u>	<u>94</u>

16. CONTROLLING PARTY

The ultimate parent undertaking is V4 UK Holdings Limited, a company incorporated in England and Wales.

In the directors' opinion the ultimate controlling party is A J Jacobs.

DIRECTORS' ADVANCES, CREDITS AND GUARANTEES		2017	2016
		£	£
R I Levene			
Balance outstanding at start of year		35,602	56,019
Amounts advanced		91,246	10,000
Amounts repaid		-	(30,417)
Balance outstanding at end of year		<u>126,848</u>	<u>35,602</u>
A Jacobs			
Balance outstanding at start of year		-	-
Amounts advanced		169,000	-
Amounts repaid		-	-
Balance outstanding at end of year		<u>169,000</u>	<u>-</u>

17. RELATED PARTY DISCLOSURES

The company was supplied consultancy services by V4 Services Limited. V4 Services Limited also charged the company £184,593 (2016 - £115,715) for operational services supplied.

	2017	2016
	£	£
Amount due from/(to) related party at the balance sheet date	<u>14,690</u>	<u>(120,000)</u>