

THOMAS GRAHAM & SONS LIMITED

FINANCIAL STATEMENTS

31 MAY 2020

**ArmstrongWatson<sup>®</sup>**  
Accountants, Business & Financial Advisers

**THOMAS GRAHAM & SONS LIMITED**

**COMPANY INFORMATION**

**Directors**

Mr I D Smith  
Mr R D Smith  
Mr M C Davidson  
Mr G M Smith  
Mr P S Barnes  
Mr R M Smith  
Mrs A J Ward  
Mr I W Rae

**Registered number**

00656879

**Registered office**

8 Spellar Way  
Kingmoor Park East  
Carlisle  
Cumbria  
CA6 4SQ

**Independent auditors**

Armstrong Watson Audit Limited  
Chartered Accountants & Statutory Auditors  
Fairview House  
Victoria Place  
Carlisle  
Cumbria  
CA1 1HP

**Bankers**

HSBC Plc  
PO Box 5  
29 English Street  
Carlisle  
Cumbria  
CA3 8JW

THOMAS GRAHAM & SONS LIMITED

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# THOMAS GRAHAM & SONS LIMITED

## STRATEGIC REPORT FOR THE YEAR ENDED 31 MAY 2020

### Introduction

The directors present their Strategic Report for Thomas Graham & Sons Limited for the year ended 31 May 2020.

### Business review

The company continued its principal activity of steel wholesale, and industrial and engineering supplies throughout the current year.

### Development and financial performance during the year

As reported in the Company's profit and loss account, company revenue increased by 3.2% to £35.2m in 2020 from £34.1m in 2019. Gross profit margin has decreased from 31.1% to 29.7%, while gross profit decreased by 3.8% from £10.6m to £10.4m. Profit after tax has increased from £1.341m to £1.50m, profit after tax margin has increased from 3.9% to 4.3%. The performance was expected, driven by increased purchase costs and lower demand due to economic uncertainty.

### Financial position at the reporting date

The balance sheet shows that the company's net assets at the year end have increased by £1.40m from £21.55m to £22.95m.

### Principal risks and uncertainties

The directors continually monitor the key risks facing the company together with assessment of the controls used for managing these risks.

The risks and uncertainties faced by the company continue to be generated by external market factors entirely out of its control, principally the worldwide cost of raw materials to steel producers. This exposes the company to a risk which is managed through closely monitoring costs to ensure that wherever possible adequate returns are achieved. As reported in previous years, the directors continue to utilise their buying strengths and stock management systems to enable the company to source alternative supply routes, benefiting from the lowest market prices without sacrificing product quality.

The company continues to strive to provide an excellent service to its customers. This is achieved through investment in staff training and continuously reviewing working practices to ensure that customer service is at the centre of all its operations.

The principal risks and uncertainties facing the company are as follows:

**Economic downturn** - the company acknowledges the importance of maintaining close relationships with its key customers in order to be able to identify the early signs of potential difficulties. Sales trends in its major markets are constantly reviewed to enable early action to be taken in the event of sales declining.

**The UK's exit from the European Union** - demand has been and could continue to be affected by lower confidence as a result of Brexit causing investment decisions to be delayed or cancelled. There is also an element of currency risk since the steel price as a commodity is priced in dollars, and some of the sales which the company makes are of imported goods.

**Competitor pressure** - the market in which the company operates is considered to be relatively competitive, and therefore competitor pressure could result in losing sales to key competitors. The company manages this risk by providing quality products and maintaining strong relationships with its key customers.

**Loss of key personnel** - this could present significant operational difficulties for the group. The directors seek to ensure that key personnel are appropriately remunerated to ensure that good performance is recognised.

THOMAS GRAHAM & SONS LIMITED

STRATEGIC REPORT (CONTINUED)  
FOR THE YEAR ENDED 31 MAY 2020

**Financial key performance indicators**

The directors use a range of financial performance measures to monitor and manage the business. The key performance indicators are set out below.

	<b>2020</b>	2019
	<b>£000</b>	£000
Turnover	<b>35,194</b>	34,095
Gross profit	<b>10,443</b>	10,615
Profit on ordinary activities before taxation	<b>2,032</b>	1,770
Profit on ordinary activities after taxation	<b>1,500</b>	1,342
Shareholders' funds	<b>22,949</b>	21,550
	<b><u>72,118</u></b>	<u>69,372</u>

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

**Mrs A J Ward**

Director

Date: 2 December 2020

## THOMAS GRAHAM & SONS LIMITED

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

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

#### Directors' responsibilities statement

The directors are responsible for preparing the Strategic Report, the Directors' Report 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 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 of the profit or loss of the company for that period.

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

- select suitable accounting policies for the company's financial statements and then apply them consistently;
- make judgments 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 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 hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### Principal activity

The principle activity of the company is the provision of ironmongery services and wholesale of steel products.

#### Results and dividends

The profit for the year, after taxation, amounted to £1,499,609 (2019 - £1,341,829).

No dividends were proposed by the directors during the year (2019 - £100,080).

#### Directors

The directors who served during the year were:

Mr I D Smith  
Mr R D Smith  
Mr M C Davidson  
Mr G M Smith  
Mr P S Barnes  
Mr R M Smith  
Mrs A J Ward  
Mr I W Rae

#### Future developments

On 4th September 2020 the company acquired an adjacent property in Kendal, Cumbria. This investment will facilitate growth of our Kendal branch.

**THOMAS GRAHAM & SONS LIMITED**

**DIRECTORS' REPORT (CONTINUED)  
FOR THE YEAR ENDED 31 MAY 2020**

**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'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's auditors are aware of that information.

**Impact of the Covid-19 pandemic**

On 11 March 2020, the World Health Organisation declared the COVID-19 Virus a pandemic, following which a series of new measures were implemented by the government in United Kingdom, together with other countries in the World. At the balance sheet date this was an known issue, however currently no financial implication can be measured, due to the daily changes in events.

In light of this, the directors have outlined why they deem the going concern basis appropriate in accounting policy 2.2.

**Auditors**

The auditors, Armstrong Watson Audit Limited, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

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

**Mrs A J Ward**

Director

Date: 2 December 2020

## THOMAS GRAHAM & SONS LIMITED

### INDEPENDENT AUDITORS' REPORT TO THE MEMBERS, AS A BODY, OF THOMAS GRAHAM & SONS LIMITED

#### Opinion

We have audited the financial statements of Thomas Graham & Sons Limited (the 'company') for the year ended 31 May 2020, which comprise the Statement of Comprehensive Income, the Statement of Financial Position, the Statement of Cash Flows, the 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 company's affairs as at 31 May 2020 and of its profit 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 company 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

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

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

**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS, AS A BODY, OF THOMAS GRAHAM & SONS 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 Auditors' 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 that 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 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 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 company and its environment obtained in the course of the audit, we have not identified material misstatements in the 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, 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.

**Responsibilities of directors**

As explained more fully in the Directors' Responsibilities Statement 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 company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

INDEPENDENT AUDITORS' REPORT TO THE MEMBERS, AS A BODY, OF THOMAS GRAHAM & SONS 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 financial statements.

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.

**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.

Joanna Gray (Senior Statutory Auditor)  
for and on behalf of  
**Armstrong Watson Audit Limited**  
Chartered Accountants & Statutory Auditors  
Carlisle

3 December 2020

THOMAS GRAHAM & SONS LIMITED

STATEMENT OF COMPREHENSIVE INCOME  
FOR THE YEAR ENDED 31 MAY 2020

	Note	2020 £	2019 £
Turnover	4	35,194,452	34,095,489
Cost of sales		(24,751,506)	(23,480,294)
<b>Gross profit</b>		<b>10,442,946</b>	10,615,195
Distribution costs		(399,011)	(463,319)
Administrative expenses		(8,599,459)	(8,547,361)
Other operating income	5	532,769	94,751
<b>Operating profit</b>		<b>1,977,245</b>	1,699,266
Interest receivable and similar income	9	79,985	96,083
Interest payable and expenses	10	(25,030)	(25,000)
<b>Profit before tax</b>		<b>2,032,200</b>	1,770,349
Tax on profit	11	(532,591)	(428,520)
<b>Profit for the financial year</b>		<b>1,499,609</b>	1,341,829
<b>Other comprehensive income for the year</b>			
<b>Total comprehensive income for the year</b>		<b>1,499,609</b>	1,341,829

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

The notes on pages 13 to 28 form part of these financial statements.

**THOMAS GRAHAM & SONS LIMITED**  
**REGISTERED NUMBER: 00656879**

**STATEMENT OF FINANCIAL POSITION**  
**AS AT 31 MAY 2020**

	Note	2020 £	2019 £
<b>Fixed assets</b>			
Tangible assets	12	8,610,326	9,004,529
Investments	13	2,399	2,402
		8,612,725	9,006,931
<b>Current assets</b>			
Stocks	14	5,254,135	5,623,932
Debtors: amounts falling due within one year	15	6,089,142	6,297,028
Cash at bank and in hand	16	7,609,321	5,320,033
		18,952,598	17,240,993
Creditors: amounts falling due within one year	17	(4,027,426)	(4,184,172)
<b>Net current assets</b>		14,925,172	13,056,821
<b>Total assets less current liabilities</b>		23,537,897	22,063,752
Creditors: amounts falling due after more than one year	18	(250,000)	(250,000)
<b>Provisions for liabilities</b>			
Deferred tax	21	(338,616)	(264,000)
		(338,616)	(264,000)
<b>Net assets</b>		22,949,281	21,549,752
<b>Capital and reserves</b>			
Called up share capital	22	3,751	3,751
Capital redemption reserve	23	11,949	11,949
Other reserves	23	14,083	14,083
Profit and loss account	23	22,919,498	21,519,969
		22,949,281	21,549,752

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

**Mrs A J Ward**  
 Director  
 Date: 2 December 2020

**Mr R D Smith**  
 Director

The notes on pages 13 to 28 form part of these financial statements.

THOMAS GRAHAM & SONS LIMITED

STATEMENT OF CHANGES IN EQUITY  
FOR THE YEAR ENDED 31 MAY 2020

	Called up share capital £	Capital redemption reserve £	Other reserves £	Profit and loss account £	Total equity £
At 1 June 2019	3,751	11,949	14,083	21,519,969	21,549,752
<b>Comprehensive income for the year</b>					
Profit for the year	-	-	-	1,499,609	1,499,609
<b>Other comprehensive income for the year</b>					
	-	-	-	-	-
<b>Total comprehensive income for the year</b>	-	-	-	1,499,609	1,499,609
Dividends: Equity capital	-	-	-	(100,080)	(100,080)
<b>Total transactions with owners</b>	-	-	-	(100,080)	(100,080)
<b>At 31 May 2020</b>	<b>3,751</b>	<b>11,949</b>	<b>14,083</b>	<b>22,919,498</b>	<b>22,949,281</b>

STATEMENT OF CHANGES IN EQUITY  
FOR THE YEAR ENDED 31 MAY 2019

	Called up share capital £	Capital redemption reserve £	Other reserves £	Profit and loss account £	Total equity £
At 1 June 2018	3,751	11,949	14,083	20,298,236	20,328,019
<b>Comprehensive income for the year</b>					
Profit for the year	-	-	-	1,341,829	1,341,829
<b>Other comprehensive income for the year</b>					
	-	-	-	-	-
<b>Total comprehensive income for the year</b>	-	-	-	1,341,829	1,341,829
Dividends: Equity capital	-	-	-	(120,096)	(120,096)
<b>Total transactions with owners</b>	-	-	-	(120,096)	(120,096)
<b>At 31 May 2019</b>	<b>3,751</b>	<b>11,949</b>	<b>14,083</b>	<b>21,519,969</b>	<b>21,549,752</b>

The notes on pages 13 to 28 form part of these financial statements.

THOMAS GRAHAM & SONS LIMITED

STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED 31 MAY 2020

	2020 £	2019 £
<b>Cash flows from operating activities</b>		
Profit for the financial year	1,499,609	1,341,829
<b>Adjustments for:</b>		
Depreciation of tangible assets	576,574	604,510
Loss on disposal of tangible assets	(18,692)	(11,138)
Interest paid	25,030	25,000
Interest received	(79,985)	(96,083)
Taxation charge	532,591	428,520
Decrease in stocks	369,797	70,973
Decrease in debtors	125,541	295,889
(Decrease) in creditors	(314,735)	(2,182,850)
Decrease/(increase) in amounts owed by groups	-	(28,000)
Corporation tax (paid)	(217,640)	(605,988)
<b>Net cash generated from operating activities</b>	<u>2,498,090</u>	<u>(157,338)</u>
<b>Cash flows from investing activities</b>		
Purchase of tangible fixed assets	(190,971)	(422,438)
Sale of tangible fixed assets	27,294	14,369
Interest received	79,985	96,083
<b>Net cash from investing activities</b>	<u>(83,692)</u>	<u>(311,986)</u>
<b>Cash flows from financing activities</b>		
Dividends paid	(100,080)	(120,096)
Interest paid	(25,030)	(25,000)
<b>Net cash used in financing activities</b>	<u>(125,110)</u>	<u>(145,096)</u>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<u>2,289,288</u>	<u>(614,420)</u>
Cash and cash equivalents at beginning of year	5,320,033	5,934,453
<b>Cash and cash equivalents at the end of year</b>	<u><u>7,609,321</u></u>	<u><u>5,320,033</u></u>
<b>Cash and cash equivalents at the end of year comprise:</b>		
Cash at bank and in hand	7,609,321	5,320,033
	<u><u>7,609,321</u></u>	<u><u>5,320,033</u></u>

The notes on pages 13 to 28 form part of these financial statements.

THOMAS GRAHAM & SONS LIMITED

ANALYSIS OF NET DEBT  
FOR THE YEAR ENDED 31 MAY 2020

	At 1 June 2019	Cash flows	At 31 May
	£	£	2020
			£
Cash at bank and in hand	5,320,033	2,289,288	7,609,321
Debt due after 1 year	(250,000)	-	(250,000)
Debt due within 1 year	(555,893)	(110,777)	(666,670)
	<u>4,514,140</u>	<u>2,178,511</u>	<u>6,692,651</u>

The notes on pages 13 to 28 form part of these financial statements.

# THOMAS GRAHAM & SONS LIMITED

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

### 1. General information

Thomas Graham & Sons Limited is a private company limited by shares, incorporated in England. Its registered office is 8 Spellar Way, Kingmoor Park East, Carlisle, Cumbria CA6 4SQ.

These financial statements are presented in Pound Sterling as this is the currency of the primary economic environment in which the company operates.

### 2. Accounting policies

#### 2.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention as modified by the revaluation of investment property 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 management to exercise judgment in applying the company's accounting policies (see note 3).

Group accounts have not been prepared as all of the company's subsidiaries are permitted to be excluded from group accounts by virtue of sections 402 and 405 of the Companies Act 2006. These financial statements therefore present information about the company as an individual undertaking and not about its group.

The following principal accounting policies have been applied:

#### 2.2 Going concern

The company has net current assets of £14.93m, net assets of £22.95m, following a profit in the year of £1.50m. The company also had a strong cash position at the balance sheet date of £7.61m.

The directors have considered the post year end performance together with forecasts over the next 12 months, and expect the business to be profitable and be able to meet its liabilities as they fall due. Based on this information the directors conclude that the going concern basis of preparation for the accounts is appropriate for the company.

#### 2.3 Revenue

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the company and the revenue can be reliably measured. Revenue is measured as the fair value of the consideration received or receivable, excluding discounts, rebates, value added tax and other sales taxes. The following criteria must also be met before revenue is recognised:

##### Sale of goods

Revenue from the sale of goods is recognised when all of the following conditions are satisfied:

- the company has transferred the significant risks and rewards of ownership to the buyer;
- the company retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold;
- the amount of revenue can be measured reliably;
- it is probable that the company will receive the consideration due under the transaction; and
- the costs incurred or to be incurred in respect of the transaction can be measured reliably.

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

**2. Accounting policies (continued)**

**2.4 Operating leases: the company as lessor**

Rentals income from operating leases is credited to the Statement of Comprehensive Income on a straight line basis over the term of the relevant lease.

Amounts paid and payable as an incentive to sign an operating lease are recognised as a reduction to income over the lease term on a straight line basis, unless another systematic basis is representative of the time pattern over which the lessor's benefit from the leased asset is diminished.

**2.5 Operating leases: the company as lessee**

Rentals paid under operating leases are charged to the Statement of Comprehensive Income on a straight line basis over the lease term.

Benefits received and receivable as an incentive to sign an operating lease are recognised on a straight line basis over the lease term, unless another systematic basis is representative of the time pattern of the lessee's benefit from the use of the leased asset.

**2.6 Government grants**

Grants are accounted under the accruals model as permitted by FRS 102. Grants relating to expenditure on tangible fixed assets are credited to the Statement of Comprehensive Income at the same rate as the depreciation on the assets to which the grant relates. The deferred element of grants is included in creditors as deferred income.

Grants of a revenue nature are recognised in the Statement of Comprehensive Income in the same period as the related expenditure.

**2.7 Interest income**

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

**2.8 Finance costs**

Finance costs are charged to the Statement of Comprehensive Income over the term of the debt using the effective interest method so that the amount charged is at a constant rate on the carrying amount. Issue costs are initially recognised as a reduction in the proceeds of the associated capital instrument.

**2.9 Pensions**

**Defined contribution pension plan**

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

The contributions are recognised as an expense in the Statement of Comprehensive Income when they fall due. Amounts not paid are shown in accruals as a liability in the Statement of Financial Position. The assets of the plan are held separately from the company in independently administered funds.

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

2. Accounting policies (continued)

2.10 Current and deferred taxation

The tax expense for the year comprises current and deferred tax. Tax is recognised in the Statement of Comprehensive Income, except that a charge 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.

2.11 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.

Land is not depreciated. Depreciation on other assets is charged so as to allocate the cost of assets less their residual value over their estimated useful lives, using the straight-line and reducing balance methods.

Depreciation is provided on the following basis:

Freehold property	-	4% straight line
S/term leasehold property	-	4% straight line
Plant and machinery	-	15% reducing balance
Motor vehicles	-	25% straight line
Computers and fittings	-	25% reducing balance

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 in the Statement of Comprehensive Income.

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

2. Accounting policies (continued)

**2.12 Impairment of fixed assets and goodwill**

Assets that are subject to depreciation or amortisation are assessed at each reporting date to determine whether there is any indication that the assets are impaired. Where there is any indication that an asset may be impaired, the carrying value of the asset (or cash-generating unit to which the asset has been allocated) is tested for impairment. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's (or CGU's) fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (CGUs). Non-financial assets that have been previously impaired are reviewed at each reporting date to assess whether there is any indication that the impairment losses recognised in prior periods may no longer exist or may have decreased.

**2.13 Valuation of investments**

Investments in subsidiaries are measured at cost less accumulated impairment.

**2.14 Stocks**

Stocks are stated at the lower of cost and net realisable value, being the estimated selling price less costs to complete and sell. Cost is based on the cost of purchase on a weighted average basis.

At each reporting date, stocks are assessed for impairment. If stock is impaired, the carrying amount is reduced to its selling price less costs to sell. The impairment loss is recognised immediately in profit or loss

**2.15 Debtors**

Short term debtors are measured at transaction price, less any impairment. Loans receivable are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method, less any impairment.

**2.16 Cash and cash equivalents**

Cash is represented by cash in hand and deposits with financial institutions repayable without penalty on notice of not more than 24 hours. Cash equivalents are highly liquid investments that can be withdrawn without penalty although interest would be lost. Cash equivalents mature within 12 months and there is no risk to the capital value.

**2.17 Creditors**

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

**2.18 Deferral of VAT**

Where the payment of VAT liabilities has been deferred, the liability is included within other taxation and social security within creditors due within one year.

**2.19 Holiday pay accrual**

A liability is recognised to the extent of any unused holiday pay entitlement which is accrued at the Statement of Financial Position date and carried forward to future periods. This is measured at the undiscounted salary cost of the future holiday entitlement so accrued at the Statement of Financial Position date.

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

2. Accounting policies (continued)

2.20 Provisions for liabilities

Provisions are made where an event has taken place that gives the company a legal or constructive obligation that probably requires settlement by a transfer of economic benefit, and a reliable estimate can be made of the amount of the obligation.

Provisions are charged as an expense to the Statement of Comprehensive Income in the year that the company becomes aware of the obligation, and are measured at the best estimate at the Statement of Financial Position date of the expenditure required to settle the obligation, taking into account relevant risks and uncertainties.

When payments are eventually made, they are charged to the provision carried in the Statement of Financial Position.

2.21 Financial instruments

The company 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 and other third parties, loans to related parties and investments in ordinary shares.

Debt instruments (other than those wholly repayable or receivable within one year), including loans and other accounts receivable and payable, are initially measured at present value of the future cash flows and subsequently at amortised cost using the effective interest method. Debt instruments that are payable or receivable within one year, typically trade debtors and creditors, are measured, initially and subsequently, at the undiscounted amount of the cash or other consideration expected to be paid or received. However, if the arrangements of a short-term instrument constitute a financing transaction, like the payment of a trade debt deferred beyond normal business terms or in case of an out-right short-term loan that is not at market rate, the financial asset or liability is measured, initially at the present value of future cash flows discounted at a market rate of interest for a similar debt instrument and subsequently at amortised cost, unless it qualifies as a loan from a director in the case of a small company, or a public benefit entity concessionary loan.

Financial assets that are measured at cost and amortised cost are assessed at the end of each reporting period for objective evidence of impairment. If objective evidence of impairment is found, an impairment loss is recognised in the Statement of Comprehensive Income.

2.22 Dividends

Equity dividends are recognised when they become legally payable. Interim equity dividends are recognised when paid. Final equity dividends are recognised when approved by the shareholders at an annual general meeting.

Dividends on shares recognised as liabilities are recognised as expenses and classified within interest payable.

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

**3. Judgments in applying accounting policies and key sources of estimation uncertainty**

The preparation of these financial statements require management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses.

Judgements and estimates are continually evaluated and are based on historical experiences and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

The company makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below:

(a) Establishing useful economic lives for depreciation purposes of tangible fixed assets

Long-lived assets, consisting primarily of tangible fixed assets, comprise a significant portion of the total fixed assets. The annual depreciation charge depends primarily on the estimated useful economic lives of each type of asset and estimates of residual values. The directors regularly review these assets' useful economic lives and change them as necessary to reflect current thinking on remaining lives in light of prospective economic utilisation and physical condition of the assets concerned. Changes in asset useful lives can have a significant impact on depreciation charges for the period. Details of the depreciation policies based on estimated useful economic lives are included in accounting policies note 2.10.

(b) Providing for doubtful debts

The company makes an estimate of the recoverable value of trade and other debtors. The company uses estimates based on historical experience in determining the level of debts, which the company believes, will not be collected. These estimates include such factors as the credit rating of the debtor, the ageing profile of debtors and historical experience. Any significant change in the level of customers that default on payments or other significant improvements that resulted in a change in the level of bad debt provision would have an impact on the operating results. The level of provision required is reviewed on an on-going basis.

(c) Stock provision

The company holds finished goods for sale. Stocks are held at the lower of cost and net realisable value. The assessment of net realisable value requires estimation regarding the future sale proceeds less the costs incurred to sell. The company uses estimations based on historical experience and expectation of market conditions in determining net realisable value. The company recognises the risk of stock obsolescence and the related potential impact on stock carrying values. Stocks are assessed at each reporting date for impairment and estimates based on a review of sale activity in the period are used in determining the level of stock provision provided.

**4. Turnover**

The whole of the turnover is attributable to steel stockholding and industrial supplies.

All turnover arose within the United Kingdom.

THOMAS GRAHAM & SONS LIMITED

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

5. Other operating income

	2020 £	2019 £
Rent receivable	53,100	38,600
Sundry income	60,349	56,151
Grants received	419,320	-
	<u>532,769</u>	<u>94,751</u>

6. Auditors' remuneration

	2020 £	2019 £
Fees payable to the company's auditor and its associates for the audit of the company's annual financial statements	<u>13,150</u>	<u>11,450</u>

7. Employees

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

	2020 £	2019 £
Wages and salaries	5,527,606	5,398,696
Social security costs	532,121	504,473
Cost of defined contribution scheme	307,899	295,791
	<u>6,367,626</u>	<u>6,198,960</u>

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

	2020 No.	2019 No.
Office and management	96	96
Warehouse and distribution	103	102
	<u>199</u>	<u>198</u>

THOMAS GRAHAM & SONS LIMITED

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

8. Directors' remuneration

	2020 £	2019 £
Directors' emoluments	677,499	533,292
Company contributions to defined contribution pension schemes	79,624	36,002
	<u>757,123</u>	<u>569,294</u>

During the year retirement benefits were accruing to 6 directors (2019 - 7) in respect of defined contribution pension schemes.

The highest paid director received remuneration of £155,678 (2019 - £171,226).

The value of the company's contributions paid to a defined contribution pension scheme in respect of the highest paid director amounted to £NIL (2019 - £NIL).

9. Interest receivable

	2020 £	2019 £
Other interest receivable	79,985	96,083
	<u>79,985</u>	<u>96,083</u>

10. Interest payable and similar expenses

	2020 £	2019 £
Bank interest payable	30	-
Preference share dividends	25,000	25,000
	<u>25,030</u>	<u>25,000</u>

THOMAS GRAHAM & SONS LIMITED

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

11. Taxation

	2020 £	2019 £
<b>Corporation tax</b>		
Current tax on profits for the year	457,975	391,520
	<u>457,975</u>	<u>391,520</u>
<b>Total current tax</b>	<u>457,975</u>	<u>391,520</u>
<b>Deferred tax</b>		
Origination and reversal of timing differences	74,616	37,000
	<u>74,616</u>	<u>37,000</u>
<b>Total deferred tax</b>	<u>74,616</u>	<u>37,000</u>
<b>Taxation on profit on ordinary activities</b>	<u>532,591</u>	<u>428,520</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%). The differences are explained below:

	2020 £	2019 £
Profit on ordinary activities before tax	<u>2,032,201</u>	<u>1,770,349</u>
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2019 - 19%)	386,118	336,366
<b>Effects of:</b>		
Expenses not deductible for tax purposes, other than goodwill amortisation and impairment	5,646	12,093
Capital allowances for year in excess of depreciation	63,114	40,846
Changes in provisions leading to an increase (decrease) in the tax charge	3,097	2,215
Deferred tax movement	74,616	37,000
<b>Total tax charge for the year</b>	<u>532,591</u>	<u>428,520</u>

**Factors that may affect future tax charges**

There were no factors that may affect future tax charges.

THOMAS GRAHAM & SONS LIMITED

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

12. Tangible fixed assets

	Freehold property £	Leasehold property £	Plant and machinery £	Motor vehicles £	Computers and fittings £	Total £
<b>Cost or valuation</b>						
At 1 June 2019	9,547,344	170,348	1,601,748	1,535,457	69,731	12,924,628
Additions	77,722	-	51,174	62,074	-	190,970
Disposals	-	-	(50,557)	(209,364)	-	(259,921)
At 31 May 2020	<u>9,625,066</u>	<u>170,348</u>	<u>1,602,365</u>	<u>1,388,167</u>	<u>69,731</u>	<u>12,855,677</u>
<b>Depreciation</b>						
At 1 June 2019	1,578,738	54,512	1,020,904	1,208,961	56,984	3,920,099
Charge for the year on owned assets	290,316	6,814	94,787	181,467	3,187	576,571
Disposals	-	-	(50,455)	(200,864)	-	(251,319)
At 31 May 2020	<u>1,869,054</u>	<u>61,326</u>	<u>1,065,236</u>	<u>1,189,564</u>	<u>60,171</u>	<u>4,245,351</u>
<b>Net book value</b>						
At 31 May 2020	<u>7,756,012</u>	<u>109,022</u>	<u>537,129</u>	<u>198,603</u>	<u>9,560</u>	<u>8,610,326</u>
At 31 May 2019	<u>7,968,606</u>	<u>115,836</u>	<u>580,844</u>	<u>326,496</u>	<u>12,747</u>	<u>9,004,529</u>

The carrying value of land not depreciated within freehold property is £2,121,857 (2019: £2,121,857).

THOMAS GRAHAM & SONS LIMITED

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

13. Fixed asset investments

	Investments in subsidiary companies £
<b>Cost or valuation</b>	
At 1 June 2019	2,402
Amounts written off	(3)
At 31 May 2020	<u>2,399</u>

**Subsidiary undertaking**

The following was a subsidiary undertaking of the company:

Name	Principal activity	Class of shares	Holding
Hygiene Cleaning Supplies Limited	Dormant company	Ordinary	100 %

The following companies, which were subsidiaries during the year, were dissolved during the year on 27 August 2019:

- Thomas Graham & Whittle Limited
- Cumbria Fasteners (Morecambe) Limited
- Hunter Engineering and Welding Distributor Limited

The subsidiary undertaking shares a registered office address with the company.

The aggregate of the share capital and reserves as at 31 May 2020 and the profit or loss for the year ended on that date for the subsidiary undertaking were as follows:

Name	Aggregate of share capital and reserves	Profit/(Loss)
Hygiene Cleaning Supplies Ltd	1,099	-

14. Stocks

	2020 £	2019 £
Goods for resale	5,254,135	5,623,932
	<u>5,254,135</u>	<u>5,623,932</u>

The carrying value of stocks are stated net of impairment losses totalling £1,629,594 (2019 - £1,176,490) .

THOMAS GRAHAM & SONS LIMITED

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

15. Debtors

	2020 £	2019 £
Trade debtors	5,281,669	6,045,104
Other debtors	662,869	128,495
Prepayments and accrued income	144,604	123,429
	<u>6,089,142</u>	<u>6,297,028</u>

16. Cash and cash equivalents

	2020 £	2019 £
Cash at bank and in hand	7,609,321	5,320,033
	<u>7,609,321</u>	<u>5,320,033</u>

17. Creditors: Amounts falling due within one year

	2020 £	2019 £
Trade creditors	1,600,033	2,624,611
Amounts owed to group undertakings	3,265	3,265
Corporation tax	157,985	-
Other taxation and social security	935,690	527,076
Other creditors	666,670	555,893
Accruals and deferred income	663,783	473,327
	<u>4,027,426</u>	<u>4,184,172</u>

18. Creditors: Amounts falling due after more than one year

	2020 £	2019 £
Share capital treated as debt	250,000	250,000
	<u>250,000</u>	<u>250,000</u>

THOMAS GRAHAM & SONS LIMITED

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

19. Financial instruments

	2020 £	2019 £
<b>Financial assets</b>		
Financial assets measured at fair value through profit or loss	7,609,321	5,320,033
Financial assets that are debt instruments measured at amortised cost	5,944,538	6,091,255
	<u>13,553,859</u>	<u>11,411,288</u>
<b>Financial liabilities</b>		
Financial liabilities measured at amortised cost	<u>(3,165,436)</u>	<u>(3,351,205)</u>

Financial assets measured at fair value through profit or loss comprise bank balances and unlisted investments.

Financial assets measured at amortised cost comprise trade and other debtors.

Financial liabilities measured at amortised cost comprise trade creditors, preference shares treated as debt and accruals and deferred income.

20. Dividends

	2020 £	2019 £
A Ordinary shares	100,080	120,096
Preference shares	25,000	25,000
	<u>125,080</u>	<u>145,096</u>

No dividends were proposed by the directors during the year.

THOMAS GRAHAM & SONS LIMITED

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

21. Deferred taxation

	2020 £
At beginning of year	(264,000)
Charged to profit or loss	(74,616)
<b>At end of year</b>	<b><u>(338,616)</u></b>

The provision for deferred taxation is made up as follows:

	2020 £	2019 £
Accelerated capital allowances	(331,206)	(270,000)
Short term timing differences	(7,410)	6,000
	<b><u>(338,616)</u></b>	<b><u>(264,000)</u></b>

THOMAS GRAHAM & SONS LIMITED

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

22. Share capital

	2020 £	2019 £
<b>Shares classified as equity</b>		
<b>Allotted, called up and fully paid</b>		
2,500 (2019 - 2,500) Ordinary shares of £1 each	2,500	2,500
1,251 (2019 - 1,251) A Ordinary shares of £1 each	1,251	1,251
	<u>3,751</u>	<u>3,751</u>
Ordinary shares and A Ordinary shares carry equal voting rights.		
	2020 £	2019 £
<b>Shares classified as debt</b>		
<b>Allotted, called up and fully paid</b>		
250,000 (2019 - 250,000) Preference shares of £1 each	<u>250,000</u>	<u>250,000</u>

The preference shares in issue are 10% cumulative non-redeemable preference shares of £1 each. These shares have no entitlement to participate in surplus assets on winding up beyond their par value of £1. The 10% coupon attached to these non-redeemable shares is non-discretionary.

23. Reserves

**Capital redemption reserve**

This reserve relates to capital value of own shares purchased by the company.

**Other reserves**

This reserve arose on the sale of property.

**Profit and loss account**

This reserve represents cumulative profits and losses.

24. Pension commitments

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension cost charge represents contributions payable by the company to the funds and amounted to £267,491 (2019 - £254,624) on behalf of the staff and £40,407 (2019 - £41,168) for the directors.

There are accrued contributions outstanding at the balance sheet date of £39,000 (2019 - £61,520).

THOMAS GRAHAM & SONS LIMITED

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

**25. Commitments under operating leases**

At 31 May 2020 the company had future minimum lease payments under non-cancellable operating leases as follows:

	2020 £	2019 £
Not later than 1 year	117,250	104,884
Later than 1 year and not later than 5 years	150,930	125,740
	<u>268,180</u>	<u>230,624</u>

The amount charged to the profit and loss account in respect of commitments under land and buildings operating leases in the year amounted to £138,502 (2019 - £84,890).

**26. Related party transactions**

Three directors have current accounts with the company totalling £666,669 (2019 - £555,893). These are included within other creditors.

During the year preference share dividends were paid to a director amounting to £18,737 (2019 - £18,737). The director who received the dividends was Mr I D Smith.

During the year preference share dividends amounting to £6,263 (2019 - £6,263) were paid to Thomas Graham & Sons (Iron & Steel) Ltd Directors Retirement Benefit Scheme. Mr I D Smith, Mr R D Smith and Mrs A J Ward, directors, are also trustees and beneficiaries of the scheme.

During the year dividends on A Ordinary shares of £100,080 (2019 - £120,096) were paid to The Ian Davidson Smith 2018 Discretionary Settlement Trust, of which Mr I D Smith, Mr R D Smith and Mrs A J Ward, directors, are also trustees.

**Key management personnel**

During the year key management personnel received remuneration of £671,422 (2019 - £557,164).

**27. Business Rates**

The company has benefited from a business rates holiday.

**28. Post balance sheet events**

On 27 July 2020 the company drew down £3m on a new loan acquired under the UK Government's Coronavirus Business Interruption Loan Scheme. This loan is repayable over 59 months with the first repayment due 13 months after the date on which the loan was drawn down. The loan is interest free for 12 months, after which time interest will be charged at a floating rate of 3.99% plus the Bank of England Base rate.

On 4th September 2020 the company acquired a new site in Kendal, Cumbria.



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