

Report of the Directors and
Audited Financial Statements
for the Year Ended 31 March 2024
for
Julian House Trading Limited



Julian House Trading Limited

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for the Year Ended 31 March 2024

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Julian House Trading Limited
Company Information
for the Year Ended 31 March 2024

DIRECTORS:	D A McDonald (Chair) S M Allen H C Bedser M B Cunio J House
SECRETARY:	Mrs L Baxter
REGISTERED OFFICE:	1 Kelso Place Upper Bristol Road Bath BA1 3AU
REGISTERED NUMBER:	03450273 (England and Wales)

Julian House Trading Limited
Report of the Directors
for the Year Ended 31 March 2024

The directors present their report with the financial statements of the company for the year ended 31 March 2024.

MESSAGE FROM OUR CHAIR

The last year has been a particularly challenging one for Julian House Trading Ltd. We have seen rising costs and an increasingly difficult fundraising and retail environment. The entire bike industry has had a terrible year for bike sales and there have been several high-profile bike business closures.

Despite our enduring USP of selling quality refurbished second-hand bikes, we too have suffered from a slump in sales, and, after a decade of impact, we sadly closed the doors on our Trowbridge bike workshop when the lease came to an end in February. For 10 years it had offered refurbished bikes, new bikes, repairs, and servicing alongside helping hundreds of people get their lives back on track and into employment, through training and work experience opportunities.

We are proud of the amazing contribution the Trowbridge bike workshop made in the community over the years and sincerely thank the staff and volunteers for all their hard work and our customers for their loyal support – it is gratifying that so many have decided to stay with us and bring their custom across to our bike workshop in Bath.

Despite the external challenges, our Bath bike workshop returned its highest profit since the pandemic this year and continues to make a big difference to people's lives in the city. Over the past year we have also maintained the delivery of our excellent training and volunteer programmes, providing confidence and skills development opportunities for people experiencing social exclusion to move forward with their lives. I am proud to share the outcomes of this work and other achievements in this report.

ABOUT JULIAN HOUSE TRADING LIMITED

Julian House Trading Limited is a social enterprise, principally operating bike workshops which trade, with embedded skills development opportunities, work experience placements and employability programmes for people experiencing social exclusion, furthering the wider objectives of Julian House.

Julian House Trading Limited operates on behalf of its parent company, Julian House (a company limited by guarantee and registered charity) as a mixed motive investment and to whom Julian House Trading Limited covenants 100% of its profits.

Julian House Trading Limited has a formal Service Level Agreement with Julian House, outlining their respective responsibilities in relation to the provision of and payment for shared services and ensuring effective separation and governance.

OBJECTIVES AND ACTIVITIES

Our Purpose

Operating as a social enterprise, which refurbishes, sells, and maintains bikes, while improving people's lives, through training and work experience opportunities. We put people and planet before profit, and 100% of the profits that we do make, go to the charity Julian House.

Our Strategic Aims

1. To provide quality training, employment support, work experience and volunteering opportunities, for people facing barriers to work.
2. To be a welcoming and inclusive workplace, where our clients, customers, volunteers and employees, can all have a great experience.
3. To be widely known for our great customer service, professional and environmentally sustainable products and services, and positive contribution to the local community.
4. To be as profitable as we can, raising at least £25k pa for our partner charity, Julian House, to invest in their life-saving projects.

Our Activities

Julian House Trading Limited currently operates the Bath bike workshop social enterprise. Their current activities include:

- Build-a-Bike training courses
- Work experience and volunteering opportunities
- One-to-one employment support
- Bike refurbishment
- Bike servicing & repairs
- New & second-hand bikes
- Accessories
- Maintenance courses
- Mobile Dr. Bike
- Cycle scheme
- Smoothie bike

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- E-bike hire

REVIEW OF BUSINESS

Our performance and achievements

In 2023-24 Julian House Trading Limited's turnover from sales was £291k (compared to £373k in 2022-23). This is in part down to the fact that there is now only one bike workshop that remains open, as the Trowbridge workshop was closed during the year.

The overall result for the year was a loss of £37k (compared to a loss of £25k in 2022-23). While this is not quite the result we hoped for, this includes a £25k fully costed contribution to Julian House for shared central services as well as a £45k deficit incurred by the Trowbridge bike workshop which closed with resultant one-off redundancy and dilapidation costs.

The result for the Bath workshop in isolation was a profit of £8k and a fully costed contribution to Julian House for shared services of £14k.

Last year Julian House Trading Limited's bike workshops continued to help Julian House to raise their profile with new audiences and diversify their income streams, as well as created significant social value through training and skills for homeless and socially excluded people, alongside wider environmental benefits through recycling, reduced waste, and the promotion of sustainable travel.

Detailed below are our activities and achievements for the year, in relation to our strategic aims.

1. To provide quality training, employment support, work experience and volunteering opportunities, for people facing barriers to work.
 - We delivered **38** rollouts of our popular Build a Bike course for people experiencing social exclusion.
 - We supported **131** people experiencing social exclusion to access employment support, Build-a-Bike courses and work experience placements at our bike workshops.
 - We provided tailored one-to-one support to **74** people experiencing social exclusion to help them reach their personal and educational goals.
 - We supported **33** people experiencing social exclusion to gain AQA accreditations in Building a Bike, Maintaining a Bike, and Health and Safety at Work.
 - We supported **2** people experiencing social exclusion into paid work.

"I enjoyed the practical side of things and working as a team."

"I'm really grateful to the staff who were all brilliant. It taught me that you're never too old to learn new tricks. I even got a certificate which will help me get some work in the future hopefully."

"I loved the course. The staff were very friendly, and I learnt a lot."

2. To be a welcoming and inclusive workplace, where our clients, customers, volunteers and employees, can all have a great experience.
 - We achieved **100%** staff satisfaction, with all bike workshop staff agreeing/strongly agreeing that 'overall I am satisfied with my job' in our annual staff survey.
 - We provided quality volunteer placements for **34** people who were actively engaged in our workshop activities.
 - We continued to offer Julian House employees a **20%** discount at our bike workshops.
 - We achieved **100%** client satisfaction with all clients rating their experience on the Build a Bike course and the instruction and resources provided in the Bike Workshop as either good or excellent.
 - We maintained and improved our Google review ratings (4.8/5 stars).

"[I enjoyed] the friendliness of all staff, I was treated as part of the team and not an outsider."

"Lovely customer service, a great help with changing the brake pads & brake cable on my bike. Would highly recommend Julian House Workshop."

3. To be widely known for our great customer service, professional and environmentally sustainable products and services, and positive contribution to the local community.
 - We continued to ensure that **100%** of bike workshop staff are qualified to at least Cytech level two.
 - We delivered **10** cycle maintenance courses, including one women-only course.
 - We sold **1090** refurbished second-hand bikes to customers, resulting in c.**349** tonnes of carbon saved.

Julian House Trading Limited

Report of the Directors for the Year Ended 31 March 2024

- We sold **6** bikes through the Cycle to Work scheme, Green Commute Initiative.
- We carried out **7,191** bike services and repairs.
- We sold **£16k** half-day bike hires through our fleet of e-bikes.
- We produced regular newsletters for our **1,200+** subscribers.
- We took in over **1,000** donated bikes avoiding them going to landfill.
- We carried out **9** Dr Bike sessions for Bath Spa, University of Bath and Buro Happold.
- We sent around **100** second-hand bikes to Africa via our friends at Prodigal Bikes.
- We engaged **1,361** Instagram followers and **1,046** Facebook followers.
- We recycled **1250KG** of rubber instead of sending it to landfill – and received a certificate from Velorim to mark the achievement.

“Really happy with the work done on my bike. It feels a lot improved to ride, with its new brakes, tyre & inner tube, and a few tweaks I needed done. The great thing is that they have the option of 2nd parts, which makes it more affordable if that’s a priority.”

“Really happy with bike, Great customer service. Friendly and knowledgeable staff who didn’t make me feel stupid when I asked lots of questions”

“Great staff, good advice and fair prices”

4. To be as profitable as we can, raising at least £25k pa for our partner charity, Julian House, to invest in their life-saving projects.

- We took the decision to close our Trowbridge bike workshop to increase profits for the charity next year.
- We generated a profit of **£7,636** from our Bath bike workshop.
- We contributed **£24,906** to Julian House for shared central services.
- We undertook a management review and appointed a new General Manager and new Head of Retail to drive commerciality.
- We received **£9,687** in grants from Trusts and Foundations.
- We supported Julian House with their inaugural bike fundraising event, the Bath Beast.
- We contributed client case studies and content for the Charity’s fundraising appeals.
- We calculated that our bike workshops generated **£278,007** in social value measured using the HACT social value bank.
- We provided to Julian House a more attractive bid proposition to local authorities as a result of the social value generated by the workshops.

“Such a great resource for the community”

“Wonderful charitable endeavour supporting a great cause with wonderful volunteers.”

DIRECTORS

The directors shown below have held office during the whole of the period from 1 April 2023 to the date of this report.

D A McDonald (Chair)
H C Bedser
S Allen
M Cunio
J House

Other changes in directors holding office are as follows:

C P Stockham – resigned on 6 September 2023.

FUTURE PLANS

We refreshed our strategic aims during the year and our future plans will focus on:

- Being as profitable as we can, contributing fully towards Julian House shared services and at least breaking even.
- Providing employment, wellbeing, and environmental benefits, which support Julian House to achieve demonstrable social value.
- Providing great customer service in a welcoming, inclusive environment, where our clients, customers, volunteers and employees, can all have a positive experience.
- Continuing to monitor and review the viability of Julian House Trading Limited, and taking relevant action, as needed, to benefit the charity.

Julian House Trading Limited

**Report of the Directors
for the Year Ended 31 March 2024**

GOING CONCERN

Having reviewed the expected future performance of the company and having obtained confirmation of the ongoing support of the parent charity, the directors are satisfied that it is appropriate to prepare the financial statements on a going concern basis. The directors will continue to monitor and review the viability of Julian House Trading Limited, and taking relevant action, as needed, to benefit the charity.

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

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), 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 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 or she ought to have taken as a director in order to make himself or herself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

AUDITORS

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

ON BEHALF OF THE BOARD:



.....
Mrs L Baxter - Secretary

Date: 17/09/2024.....

**Report of the Independent Auditors to the Members of
Julian House Trading Limited**

Opinion

We have audited the financial statements of Julian House Trading Limited (the 'company') for the year ended 31 March 2024 which comprise the Income Statement, Balance Sheet and Notes to the Financial Statements, 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 March 2024 and of its 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 company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC'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 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.

Other information

The directors are responsible for the other information. The other information comprises the information in the Report of the Directors, but does not include the financial statements and our Report of the Auditors 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 this gives rise to a material misstatement in the financial statements themselves. 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.

Other Matter

The comparative financial statements are unaudited.

Opinions 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 Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Report of the Directors has 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 Report of the Directors.

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; or
- the directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemption from the requirement to prepare a Strategic Report or in preparing the Report of the Directors.

**Report of the Independent Auditors to the Members of
Julian House Trading Limited**

Responsibilities of directors

As explained more fully in the Statement of Directors' Responsibilities set out on page four, 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 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.

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 a Report of the Auditors 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.

The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

Based on our understanding of the Company, we identified that the principal risks of non-compliance with laws and regulations related to health and safety, employment law and company legislation, and we considered the extent to which non-compliance might have a material effect on the financial statements of the Company. We also considered those laws and regulations that have a direct impact on the preparation of the financial statements such as the Companies Act 2006 and taxation legislation. We evaluated management's incentives and opportunities for fraudulent manipulation of the financial statements (including the risk of override of controls), and determined that the principal risks were related to posting inappropriate journal entries to increase revenue or reduce expenditure, and management bias in accounting estimates and judgemental areas of the financial statements. Audit procedures performed by the audit engagement team included:

- Discussions with management, including consideration of known or suspected instances of non-compliance with laws and regulations and fraud;
- Understanding of management's internal controls designed to prevent and detect irregularities, and fraud;
- Reviewing the Company's legal costs to check for non-compliance with laws and regulations and fraud;
- Reviewing Board of Directors minutes;
- Designing audit procedures to incorporate unpredictability around the nature, timing or extent of our testing of expenses;
- Testing any transactions entered into outside of the normal course of the Company's business;
- Identifying and testing journal entries, in particular any journal entries with fraud characteristics such as journals with round numbers.
- Performing analytical procedures to identify any unusual or unexpected relationships that might indicate risks of material misstatement due to fraud;

There are inherent limitations in the audit procedures described above and the further removed non-compliance with laws and regulations is from the events and transactions reflected in the financial statements, the less likely we would become aware of it. Also, the risk of not detecting a material misstatement due to fraud is higher than the risk of not detecting one resulting from error, as fraud may involve deliberate concealment by, for example, forgery or intentional misrepresentations, or through collusion.

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. This description forms part of our Report of the Auditors.

Report of the Independent Auditors to the Members of
Julian House Trading Limited

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 a Report of the Auditors 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.



James Gare
Sumer Auditco Ltd
Statutory Auditor
Chartered Accountants
County Gate
County Way
Trowbridge
Wiltshire
BA14 7FJ

Date: 26 September 2024

Julian House Trading Limited

Income Statement
for the Year Ended 31 March 2024

	Notes	2024 £	2023 £
TURNOVER		345,293	423,826
Cost of sales		<u>67,932</u>	<u>121,165</u>
GROSS PROFIT		277,361	302,661
Administrative expenses		<u>311,110</u>	<u>325,843</u>
OPERATING LOSS	4	(33,749)	(23,182)
Interest payable and similar expenses		<u>3,455</u>	<u>1,827</u>
LOSS BEFORE TAXATION		(37,204)	(25,009)
Tax on loss		<u>-</u>	<u>-</u>
LOSS FOR THE FINANCIAL YEAR		<u>(37,204)</u>	<u>(25,009)</u>

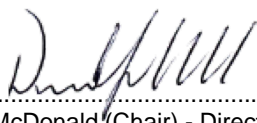
Julian House Trading Limited (Registered number: 03450273)

Balance Sheet
31 March 2024

	Notes	2024 £	£	2023 £	£
FIXED ASSETS					
Tangible assets	5		17,183		25,418
CURRENT ASSETS					
Stocks		37,327		62,237	
Debtors	6	9,194		8,087	
Cash at bank and in hand		<u>18,033</u>		<u>33,093</u>	
		64,554		103,417	
CREDITORS					
Amounts falling due within one year	7	<u>29,138</u>		<u>32,025</u>	
NET CURRENT ASSETS			<u>35,416</u>		<u>71,392</u>
TOTAL ASSETS LESS CURRENT LIABILITIES			52,599		96,810
CREDITORS					
Amounts falling due after more than one year	8		<u>376,512</u>		<u>383,519</u>
NET LIABILITIES			<u>(323,913)</u>		<u>(286,709)</u>
CAPITAL AND RESERVES					
Called up share capital			2		2
Retained earnings			<u>(323,915)</u>		<u>(286,711)</u>
			<u>(323,913)</u>		<u>(286,709)</u>

The financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

The financial statements were approved by the Board of Directors and authorised for issue on ~~....17. September. 2024.....~~ and were signed on its behalf by:



.....
D A McDonald (Chair) - Director

Julian House Trading Limited

Notes to the Financial Statements
for the Year Ended 31 March 2024

1. STATUTORY INFORMATION

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

The presentation currency of the financial statements is the Pound Sterling (£).

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" including the provisions of Section 1A "Small Entities" and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

Related party exemption

The company has taken advantage of exemption, under the terms of Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland', not to disclose related party transactions with its parent company on the basis that it is a wholly owned subsidiary within the group.

Turnover

Turnover is measured at the fair value of the consideration received or receivable, net of discounts and value added taxes. Turnover includes revenue earned from the sale of goods and from the rendering of services. Turnover from the sale of goods is recognised when the significant risks and rewards of ownership of the goods have transferred to the buyer. Turnover from the rendering of services is recognised by reference to the stage of completion of the contract. The stage of completion of a contract is measured by comparing the costs incurred for work performed to date to the total estimated contract costs.

Tangible fixed assets

Tangible fixed assets are measured at cost less accumulative depreciation and any accumulative impairment losses. Depreciation is provided on all tangible fixed assets, other than freehold land, at rates calculated to write off the cost, less estimated residual value, of each asset evenly over its expected useful life, as follows:

Short-term leasehold property	over 10 years
Fixtures and fittings	over 5 years
Motor vehicles	over 5 years

Stocks

Stocks are measured at the lower of cost and estimated selling price less costs to complete and sell. Cost is determined using the first in first out method. The carrying amount of stock sold is recognised as an expense in the period in which the related revenue is recognised. The company does not value second hand goods where it is impractical to do so.

Debtors

Short term debtors are measured at transaction price (which is usually the invoice price), less any impairment losses for bad and doubtful debts. Loans and other financial assets are initially recognised at transaction price including any transaction costs and subsequently measured at amortised cost determined using the effective interest method, less any impairment losses for bad and doubtful debts.

Creditors

Short term creditors are measured at transaction price (which is usually the invoice price). Loans and other financial liabilities are initially recognised at transaction price net of any transaction costs and subsequently measured at amortised cost determined using the effective interest method.

Taxation

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

Current or deferred taxation assets and liabilities are not discounted.

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

Julian House Trading Limited

Notes to the Financial Statements - continued
for the Year Ended 31 March 2024

2. **ACCOUNTING POLICIES - continued**

Deferred tax

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

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

Unrelieved tax losses and other deferred tax assets are recognised only to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits.

Hire purchase and leasing commitments

Assets obtained under hire purchase contracts or finance leases are capitalised in the balance sheet. Those held under hire purchase contracts are depreciated over their estimated useful lives. Those held under finance leases are depreciated over their estimated useful lives or the lease term, whichever is the shorter.

The interest element of these obligations is charged to profit or loss over the relevant period. The capital element of the future payments is treated as a liability.

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

Pension costs and other post-retirement benefits

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

Going concern

The directors assess whether the use of going concern is appropriate i.e., whether there are any material uncertainties related to events or conditions that may cast significant doubt on the ability of the company to continue as a going concern. At the year end date, although the company had net liabilities, having reviewed the expected future performance of the company and obtained confirmation of the ongoing support of the parent charity, the directors are satisfied that the company continues to be a going concern and have prepared the accounts on this basis. The directors will continue to monitor and review the viability of Julian House Trading Limited, and taking relevant action, as needed, to benefit the charity.

3. **EMPLOYEES AND DIRECTORS**

The average number of employees during the year was 9 (2023 - 11).

4. **OPERATING LOSS**

The operating loss is stated after charging/(crediting):

	2024	2023
	£	£
Depreciation - owned assets	5,047	6,671
Depreciation – assets on hire purchase contracts	2,190	2,190
Loss/(Profit)/ on disposal of fixed assets	<u>998</u>	<u>(6,696)</u>

Julian House Trading Limited

**Notes to the Financial Statements - continued
for the Year Ended 31 March 2024**

5. TANGIBLE FIXED ASSETS

	Short-term leasehold property £	Fixtures and fittings £	Motor vehicles £	Totals £
COST				
At 1 April 2023	34,944	19,506	10,950	65,400
Additions	-	-	-	-
Disposals	<u>(8,158)</u>	<u>-</u>	<u>-</u>	<u>(8,158)</u>
At 31 March 2024	<u>26,786</u>	<u>19,506</u>	<u>10,950</u>	<u>57,242</u>
DEPRECIATION				
At 1 April 2023	18,957	16,882	4,143	39,982
Charge for year	3,426	1,621	2,190	7,237
Eliminated on disposal	<u>(7,160)</u>	<u>-</u>	<u>-</u>	<u>(7,160)</u>
At 31 March 2024	<u>15,223</u>	<u>18,503</u>	<u>6,333</u>	<u>40,059</u>
NET BOOK VALUE				
At 31 March 2024	<u>11,563</u>	<u>1,003</u>	<u>4,617</u>	<u>17,183</u>
At 31 March 2023	<u>15,987</u>	<u>2,624</u>	<u>6,807</u>	<u>25,418</u>

Fixed assets, included in the above, which are held under hire purchase contracts are as follows:

	Motor vehicles £
COST	
At 1 April 2023	<u>10,950</u>
At 31 March 2024	<u>10,950</u>
DEPRECIATION	
At 1 April 2023	4,143
Charge for year	<u>2,190</u>
At 31 March 2024	<u>6,333</u>
NET BOOK VALUE	
At 31 March 2024	<u>4,617</u>
At 31 March 2023	<u>6,807</u>

6. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2024 £	2023 £
Other debtors	876	-
VAT	-	299
Prepayments and accrued income	<u>8,318</u>	<u>7,788</u>
	<u>9,194</u>	<u>8,087</u>

7. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2024 £	2023 £
Hire purchase contracts	423	2,536
Trade creditors	2,708	4,514
Amounts owed to group undertakings	12,000	12,000
Other creditors	459	9
Accruals and deferred income	<u>13,548</u>	<u>12,966</u>
	<u>29,138</u>	<u>32,025</u>

Julian House Trading Limited

Notes to the Financial Statements - continued
for the Year Ended 31 March 2024

8. **CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR**

	2024	2023
	£	£
Hire purchase contracts	-	422
Amounts owed to group undertakings	<u>376,512</u>	<u>383,097</u>
	<u>376,512</u>	<u>383,519</u>

9. **OTHER FINANCIAL COMMITMENTS**

	2024	2023
	£	£
Total future minimum payments under non-cancellable operating leases	<u>39,500</u>	<u>68,500</u>

10. **ULTIMATE CONTROLLING PARTY**

Julian House Trading Limited is a wholly owned subsidiary of Julian House, a charity registered with the Charity Commission (1183751) and a registered company limited by guarantee in England and Wales (11791952). The registered office and place of business of Julian House is 1 Kelso Place, Upper Bristol Road, Bath, BA1 3AU.

Julian House Trading Limited

Trading and Profit and Loss Account
for the Year Ended 31 March 2024

	2024		2023	
	£	£	£	£
Turnover				
Grants and donations	12,430		11,990	
HACT income	41,701		38,827	
Bicycle sale	273,172		341,931	
Government business support grant	-		-	
Other sales	<u>17,990</u>		<u>31,078</u>	
		345,293		423,826
Cost of sales				
Purchases		<u>67,932</u>		<u>121,165</u>
GROSS PROFIT		277,361		302,661
Expenditure				
Rent	30,000		30,000	
Rates	1,783		3,138	
Insurance	3,595		2,915	
Light and heat	11,064		9,309	
Water	718		708	
Wages	206,097		224,649	
Staff private health insurance	576		643	
Telephone and fax	3,557		2,862	
Printing and stationery	265		1,139	
Advertising and promotion	3,535		2,764	
Hotels, travel and subsistence	448		433	
Motor expenses	2,196		3,320	
Staff training and recruitment	460		1,982	
Repairs and maintenance	1,904		2,770	
Computer costs	2,071		1,940	
General office expenses	3,747		4,143	
Accountancy and external audit fees	5,143		5,000	
Internal audit	-		-	
Subscriptions	475		235	
Management charge	<u>24,907</u>		<u>25,175</u>	
		<u>302,541</u>		<u>323,120</u>
		(25,180)		(20,459)
Finance costs				
Bank charges	334		558	
Loan	<u>3,455</u>		<u>1,827</u>	
		<u>3,789</u>		<u>2,385</u>
		(28,969)		(22,844)
Depreciation				
Short leasehold	3,426		3,339	
Fixtures and fittings	1,621		3,332	
Motor vehicles	<u>2,190</u>		<u>2,190</u>	
		<u>7,237</u>		<u>8,861</u>
		(36,206)		(31,705)
(Loss)/Profit on disposal of fixed assets				
Motor vehicles		<u>(998)</u>		<u>6,696</u>
NET LOSS		<u><u>(37,204)</u></u>		<u><u>(25,009)</u></u>

This page does not form part of the statutory financial statements