Registered number: 09273081

INSTALOFT LTD
STRATEGIC REPORT, DIRECTORS' REPORT AND FINANCIAL STATEMENTS
FOR THE PERIOD 1 NOVEMBER 2022 TO 30 APRIL 2024

Contents

Directors	Mr Robert Stone Mr Ben Crouch
Company Number	09273081
Registered Office	Unit A Lodge Park Hortonwood 30 Telford TF1 7ET
Independent Auditor	S&W Partners Audit Limited 103 Colmore Row Birmingham B3 3AG

The directors present their strategic report for the period ended 30 April 2024. The financial period was extended by 6 months to align the financial year ends across all group companies.

Principal activities
The principal activity of the company continued to be that of the installation of raised loft boarding and insulation.

Business review
The company performed well for the 18-month financial period between November 2022 and 30 April 2024.

Expansion of our depots across the United Kingdom has been the key driver for the growth in revenue for the financial period. The growth has meant that the company continues to be the largest installer of loft insulation and loft boarding in the territories in which we operate. Quality of service has been a key focus, our installers are employed and trained inhouse to ensure standards are at the highest levels and we invest heavily in health and safety.

The company will continue to concentrate on maintaining these standards with a strategic focus for the upcoming period on profitability.

Principal risks and uncertainties
The company is exposed to moderate levels of price risk, credit risk, liquidity risk and cash flow risk. The company manages these by financing its operations through retained profits and its own cash reserves. The management objectives are to retain sufficient liquid funds to enable it to meet its day-to-day requirements, minimise the company's risk to fluctuating interest rates. Trade debtors are managed by a strict credit control policy.

The company makes little use of financial instruments other than an operational bank account, so its exposure to the above risks are not really material for the assessment of the assets, liabilities, financial position and the profit of loss of the company.
Because of the global economic uncertainty which has resulted in high inflation, high interest rates, increased energy costs, our labour costs have had to increase. Political issues worldwide, which are out of our control are also a concern in the current climate. ROE fluctuations have become more of a factor for the company going forward also.

In this competitive industry, the main challenge for the company is to ensure we remain the favourable choice of potential customers by upholding the standards laid out above, adding growth with new business.

Key performance indicators
The company's key performance indicators are primarily turnover and profit before taxation. Turnover was £30,187,016 (2022: £14,623,922) for the period ended 30 April 2024 an increase of 106%. Profit before taxation was £1,457,739 (2022: £1,697,824) for the period, slightly lower than the previous year due to investment in new depots.

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

Rob Stone (Apr 29, 2025 09:21 GMT+1)

Mr Robert Stone
Director

Date

The directors present their report and the financial statements for the period ended 30 April 2024.

Principal Activity
The company's principal activity continues to be that of the provision of loft insulation services.

Directors
The directors who held office during the period were as follows:

Mr Robert Stone
Mr Ben Crouch (Appointed 15/08/2024)
Mr Neil Stothert (Appointed 27/07/2023, resigned 14/08/2024)

Results and dividends
The results for the 18 month financial period ended 30 April 2024 show a profit after tax of £1,255,282 (2022: £1,403,756). While turnover increased significantly during the period, profitability was impacted by higher administrative costs associated with the company's continued expansion.

The directors declared and paid dividends of £2,011,340 (2022: £428,643) during the period. These dividends were distributed in line with the company's dividend policy, ensuring an appropriate balance between reinvestment for growth and shareholder returns.

After accounting for the dividend distributions, the retained earnings as at 30 April 2024 stood at £3,446,515 (2022: £4,202,573).

The directors will continue to assess the company's financial position and future earnings potential when considering future dividend payments.

Statement of Directors' Responsibilities
The directors are responsible for preparing the Strategic Report, 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 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 the financial statements the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent;
- State whether applicable Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the 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.

Post balance sheet events
There are no post balance sheet events to report.

Statement of Disclosure of Information to Auditors
In the case of each director in office at the date the Directors' Report is approved:

- so far as the director is aware, there is no relevant audit information of which the company's auditors are unaware; and
- they have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

Independent Auditors
The auditors, S&W Partners Audit Limited, have indicated their willingness to continue in office and a resolution concerning their re-appointment will be proposed at the Annual General Meeting in accordance with section 485 of the Companies Act 2006.

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

Rob Stone (Apr 29, 2025 09:21 GMT+1)

Mr Robert Stone
Director
Date

We have audited the financial statements of Instaloft Ltd (the 'company') for the 18 month period ended 30 April 2024 which comprise the Profit and Loss Account, Statement of Financial Position, Statement of Changes in Equity, Statement of Cash Flows, and the notes to the financial statements, including significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

In our opinion, except for the possible effects of the matter described in the basis for qualified opinion section of our report, the financial statements:

- give a true and fair view of the state of the company's affairs as at 30 April 2024 and of its profit for the period 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 qualified opinion
The previous auditors were not appointed as auditors of the company until after 31 October 2022 and thus did not observe the counting of physical inventories at the end of that year. We were unable to satisfy ourselves by alternative means concerning the inventory quantities of £461,143 held at 31 October 2022 by using other audit procedures. Consequently, we are unable to determine whether any adjustment to this amount at 31 October 2022 was necessary or whether there was any consequential effect on the cost of sales for the period ending 30 April 2024.

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 Auditor's 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 Qualified 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 other information comprises the information included in the Strategic Report, Director's Report and Financial Statements, other than the financial statements and our auditor's report thereon. The directors are responsible for the other information contained within the Strategic Report, Director's Report and Financial Statements. 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. 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 course of 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.

As described in the basis for qualified opinion section of our report, we were unable to satisfy ourselves concerning the inventory quantities of £461,143 included in opening stock within cost of sales at 31 October 2022 by Instaloft Ltd. We have concluded that where the other information refers to the opening inventory balance or related balances such as cost of sales, it may be materially misstated for the same reason.

Opinions on other matters prescribed by the Companies Act 2006

Except for the possible effects of the matter described in the basis for qualified opinion section of our report, 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 period 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

Except for the matter described in the basis for qualified opinion section of our report, 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.

Arising solely from the limitation on the scope of our work relating to inventory held at 31 October 2022, referred to above:

- we have not obtained all the information and explanations that we considered necessary for the purpose of our audit; and
- we were unable to determine whether adequate accounting records have been kept.

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:

- 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;

Responsibilities of directors

As explained more fully in the directors' responsibilities statement set out on page 3, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the 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.

Auditor's 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 auditor's 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.

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

We obtained an understanding of the Company's legal and regulatory framework through enquiry of management of their understanding of the relevant laws and regulations, the Company's policies and procedures regarding compliance, and how they identify, evaluate and account for litigation claims. We also drew on our existing understanding of the Company's industry and regulation.

We understand that the Company complies with the framework through:
• The directors' close involvement in the day-to-day running of the business, meaning that any litigation or claims would come to their attention directly.
• The engagement of external experts to ensure ongoing tax compliance and to assist with the preparation of the statutory accounts.

In the context of the audit, we considered those laws and regulations: which determine the form and content of the financial statements, which are central to the Company's ability to conduct its business, and where failure to comply could result in material penalties. We identified the following laws and regulations as being of significance in the context of the Company:
• The Companies Act 2006 and FRS 102 in respect of the preparation and presentation of the financial statements.
• Health & safety regulations.
• Environmental regulations (Asbestos regulation) in line with HSE guidelines.
• BBA & Building regulations requirements.

We performed the following specific procedures to gain evidence about compliance with the significant laws and regulations identified above:
• Obtaining management representations regarding the adequacy of procedures in place;
• Inspecting any correspondence with regulatory authorities in relation to the above areas;
• Making enquiries to management regarding any significant matters arising or potential litigation.

The senior statutory auditor led a discussion with senior members of the engagement team regarding the susceptibility of the entity's financial statements to material misstatement, including how fraud might occur.

The key areas identified as part of this discussion were:

- manipulation of the financial statements, through manual journals, particularly as the size of the company means there is little opportunity for segregation of duties; and
- The validity of payments made out of the company's bank accounts during the period.

We rebutted the presumed risk of fraud relating to revenue due to the straightforward nature of revenue transactions and low average value of those transactions.

These areas were communicated to the other members of the engagement team not present at the discussion.

The procedures we carried out to gain evidence in the above areas included:
- Testing of manual journal entries, selected based on specific risk criteria, to ensure items sampled had a proper business purpose; and
- Testing a sample of bank payments to supporting documentation to confirm payments were bonafide business expenses.

A further description of our responsibilities is available on the Financial Reporting Council's website at: www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's 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 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.

B J Stapleton
B J Stapleton (Apr 29, 2025 10:40 GMT+1)

Benjamin Stapleton

Senior Statutory Auditor, for and on behalf of

S&W Partners Audit Limited
Statutory Auditor
Chartered Accountants
103 Colmore Row
Birmingham
B3 3AG

Date: 29/04/2025

Instaloft Ltd
Profit and Loss Account
For the Period 1 November 2022 to 30 April 2024

	Notes	Period ended 30 April 2024 £	Year ended 31 October 2022 £
TURNOVER		**30,187,016**	**14,623,922**
Cost of sales		(18,061,398)	(6,385,786)
GROSS PROFIT		**12,125,618**	**8,238,136**
Administrative expenses		(10,844,025)	(6,690,254)
OPERATING PROFIT	**3**	**1,281,593**	**1,547,882**
Income from Shares in group undertakings		200,000	150,000
Interest receivable and similar income	**8**	12,029	183
Interest payable and similar charges	**9**	(35,883)	(241)
PROFIT BEFORE TAXATION		**1,457,739**	**1,697,824**
Tax on Profit	**10**	(202,457)	(294,068)
PROFIT AFTER TAXATION BEING PROFIT FOR THE FINANCIAL PERIOD		**1,255,282**	**1,403,756**

The notes on pages 12 to 21 form part of these financial statements.

There were no items of other comprehensive income and accordingly no statement of other comprehensive income has been presented.

Instaloft Ltd
Registered number: 09273081
Statement of Financial Position
As at 30 April 2024

	Notes	30 April 2024 £	30 April 2024 £	31 October 2022 £	31 October 2022 £
FIXED ASSETS					
Intangible Assets	11		5,532		8,851
Tangible Assets	12		117,713		159,969
Investments	13		363,970		363,970
			487,215		**532,790**
CURRENT ASSETS					
Stocks	14	487,647		461,143	
Debtors	15	4,424,495		4,243,179	
Cash at bank and in hand		507,605		982,325	
		5,419,747		**5,686,647**	
Creditors: Amounts Falling Due Within One Year	16	**(2,311,960)**		**(1,644,806)**	
NET CURRENT ASSETS			**3,107,787**		**4,041,841**
TOTAL ASSETS LESS CURRENT LIABILITIES			**3,595,002**		**4,574,631**
Creditors: Amounts Falling Due After More Than One Year	17		**(148,485)**		**(355,619)**
PROVISIONS FOR LIABILITIES					
Deferred Taxation	20		-		(16,437)
NET ASSETS			**3,446,517**		**4,202,575**
CAPITAL AND RESERVES					
Called up share capital	21		2		2
Profit and Loss Account			3,446,515		4,202,573
SHAREHOLDERS' FUNDS			**3,446,517**		**4,202,575**

On behalf of the board

Rob Stone (Apr 29, 2025 09:21 GMT+1)

Mr Robert Stone
Director

Date 29/04/2025

The notes on pages 12 to 21 form part of these financial statements.

Instaloft Ltd
Statement of Changes in Equity
For the Period 1 November 2022 to 30 April 2024

	Share Capital	Profit and Loss Account	Total
	£	£	£
As at 1 November 2021	2	3,227,460	3,227,462
Profit for the year and total comprehensive income	-	1,403,756	1,403,756
Dividends paid	-	(428,643)	(428,643)
As at 31 October 2022 and 1 November 2022	2	4,202,573	4,202,575
Profit for the period and total comprehensive income	-	1,255,282	1,255,282
Dividends paid	-	(2,011,340)	(2,011,340)
As at 30 April 2024	2	3,446,515	3,446,517

Instaloft Ltd
Statement of Cash Flows
For the Period 1 November 2022 to 30 April 2024

	Notes	Period ended 30 April 2024 £	Year ended 31 October 2022 £
Cash flows from operating activities			
Net cash generated from/(used in) operations	1	1,106,620	(368,229)
Interest paid		(35,883)	(241)
Tax paid		(298,176)	(482,521)
Net cash generated from/(used in) operating activities		772,561	(850,991)
Cash flows from investing activities			
Purchase of tangible assets		(35,218)	(35,045)
Interest received		12,029	183
Dividends received		200,000	150,000
Net cash generated from investing activities		176,811	115,138
Cash flows from financing activities			
Equity dividends paid		(1,177,572)	(428,643)
Repayment of bank borrowings		(208,908)	(139,273)
Repayment of finance leases		(27,964)	(19,738)
Amount withdrawn by directors		(9,648)	-
Net cash used in financing activities		(1,424,092)	(587,654)
Decrease in cash and cash equivalents		(474,720)	(1,323,507)
Cash and cash equivalents at beginning of period	2	982,325	2,305,832
Cash and cash equivalents at end of period	2	507,605	982,325

1. Reconciliation of profit for the financial period to cash generated from/(used in) operations

	Period ended 30 April 2024	Year ended 31 October 2022
	£	£
Profit for the financial period	1,255,282	1,403,756
Adjustments for:		
Tax on profit	202,457	294,068
Interest expense	35,883	241
Interest income	(12,029)	(183)
Income from shares in group undertakings	(200,000)	(150,000)
Amortisation of intangible assets	3,319	2,212
Depreciation of tangible assets	77,474	46,465
Movements in working capital:		
Increase in stocks	(26,504)	(51,105)
Increase in trade and other debtors	(181,316)	(2,355,522)
Increase in trade and other creditors	(47,946)	441,839
Net cash generated from / (used in) operations	1,106,620	(368,229)

2. Cash and cash equivalents

Cash and cash equivalents, as stated in the Statement of Cash Flows, relates to the following items in the Balance Sheet:

	30 April 2024	31 October 2022
	£	£
Cash at bank and in hand	507,605	982,325

3. Analysis of changes in net funds

	As at 1 November 2022	Cash flows	As at 30 April 2024
	£	£	£
Cash at bank and in hand	982,325	(474,720)	507,605
Finance leases	(27,964)	27,964	-
Debts falling due within one year	(139,272)	9,999	(129,273)
Debts falling due after more than one year	(347,394)	198,909	(148,485)
	467,695	(237,848)	229,847

1. General Information
Instaloft Ltd is a private company, limited by shares, incorporated in England & Wales, registered number 09273081. The registered office is Unit A Lodge Park, Hortonwood 30, Telford, TF1 7ET.

2. Accounting Policies

2.1. Basis of Preparation of Financial Statements
The financial statements have been prepared under the historical cost convention and in accordance with Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" and the Companies Act 2006.

2.2. 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 is reduced for estimated customer returns, rebates and other similar allowances.

Sale of goods

Turnover from the sale of goods is recognised when the significant risks and rewards of ownership of the goods has transferred to the buyer. This is usually at the point that the customer has signed for the completion of installation.

Rendering of services

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. Turnover is only recognised to the extent of recoverable expenses when the outcome of a contract cannot be estimated reliably.

2.3. Intangible Fixed Assets and Amortisation – Website Development
Other intangible assets consist of website costs. They are amortised to profit and loss account over its estimated economic life of five years.

2.4. Tangible Fixed Assets and Depreciation
Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost of the fixed assets, less their estimated residual value, over their expected useful lives on the following bases:

- Leasehold	10% reducing balance
- Plant & Machinery	20% straight line
- Motor Vehicles	20% straight line
- Fixtures & Fittings	20% straight line
- Computer Equipment	20% straight line

2.5. Investments

Investment in associate

Investment in an associate is held at cost less accumulated impairment losses.

2.6. Leasing and Hire Purchase Contracts
Assets obtained under finance leases are capitalised as tangible fixed assets. Assets acquired under finance leases are depreciated over the shorter of the lease term and their useful lives. Assets acquired under hire purchase contracts are depreciated over their useful lives. Finance leases are those where substantially all of the benefits and risks of ownership are assumed by the company. Obligations under such agreements are included in the creditors net of the finance charge allocated to future periods. The finance element of the rental payment is charged to the profit and loss account so as to produce a constant periodic rate of charge on the net obligation outstanding in each period.

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged to profit and loss account as incurred.

2.7. Stocks and Work in Progress
Stocks and work in progress are valued at the lower of cost and net realisable value after making due allowance for obsolete and slow-moving stocks.

Cost is determined using the first-in, first-out method. Cost includes all direct costs and an appropriate proportion of fixed and variable overheads.

Work in progress is reflected in the accounts on a contract-by-contract basis by recording turnover and related costs as contract activity progresses.

At the end of each reporting period stocks are assessed for impairment. If an item of stock is impaired, the identified stock is reduced to its selling price less costs to complete and sell and an impairment charge is recognised in the profit and loss account. Where a reversal of the impairment is required the impairment charge is reversed, up to the original impairment loss, and is recognised as a credit in the profit and loss account.

2.8. Cash and Cash Equivalents
Cash and cash equivalents are basic financial assets and include cash in hand and deposits held at call with banks, other short-term highly liquid investments that mature in no more than three months from the date of acquisition and are readily convertible to a known amount of cash with insignificant risk of change in value, and bank overdrafts.

2.9. Foreign Currencies

The financial statements are presented in pound sterling and rounded to thousands. The company's functional and presentation currency is the pound sterling.

2.10. Taxation
Income tax expense represents the sum of the tax currently payable and deferred tax.

The tax currently payable is based on taxable profit for the year. Taxable profit differs from profit as reported in the statement of comprehensive income because of items of income or expense that are taxable or deductible in other years and items that are never taxable or deductible. The company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the end of the reporting period.

Deferred tax is recognised on timing differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognised for all taxable timing differences. Deferred tax assets are generally recognised for all deductible temporary differences to the extent that it is probable that taxable profits will be available against which those deductible timing differences can be utilised. The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the period in which the liability is settled or the asset realised, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period. Deferred tax liabilities are presented within provisions for liabilities and deferred tax assets within debtors. The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Company expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities.

Current or deferred tax for the period is recognised in profit or loss, except when they related to items that are recognised in other comprehensive income or directly in equity, in which case, the current and deferred tax is also recognised in other comprehensive income or directly in equity respectively.

2.11. Provisions and Contingencies

Provisions

i. Provisions are recognised when the company has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources will be required to settle the obligation, and the amount of the obligation can be estimated reliably. Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any one item included in the same class of obligations might be small.

ii. Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to passage of time is recognised as a finance cost.

Contingencies

Contingent liabilities are not recognised, except those acquired in a business combination. Contingent liabilities arise as a result of past events when:

i. it is not probable that there will be an outflow of resources or that the amount cannot be reliably measured at the reporting date or

ii. when the existence will be confirmed by the occurrence or non-occurrence of uncertain future events not wholly within the company's control. Contingent liabilities are disclosed in the financial statements unless the probability of an outflow of resources is remote. Contingent assets are not recognised. Contingent assets are disclosed in the financial statements when an inflow of economic benefits is probable.

2.12. Share Capital
Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new ordinary shares or options are shown in equity as a deduction, net of tax, from the proceeds.

2.13. Related Party Transactions
The company discloses transactions with related parties which are not wholly owned within the same group. Where appropriate, transactions of a similar nature are aggregated unless, in the opinion of the directors, separate disclosure is necessary to understand the effect of the transactions on the financial statements.

2.14. Going Concern
The company meets its day-to-day working capital requirements through its existing bank facilities. The directors have prepared detailed forecasts and projections, including sensitivity analyses that consider a range of severe but plausible downside scenarios. These analyses demonstrate that the company is expected to operate within the limits of its current facilities and available cash reserves for at least 12 months from the date of approval of these financial statements.

Based on this assessment and after making appropriate enquiries, the directors have a reasonable expectation that the company has sufficient resources to continue in operational existence for the foreseeable future. Accordingly, the financial statements have been prepared on a going concern basis.

2.15. Dividend Policy

Dividends are recognised as a liability in the financial statements only when they have been formally declared and approved by the directors or shareholders, as applicable.

Dividends declared and paid during the period are recorded as a deduction from retained earnings in the Statement of Changes in Equity. Any dividends declared after the reporting date are not recognised as a liability at the balance sheet date but are disclosed as a post-balance sheet event, where applicable, in accordance with FRS 102 Section 32 (Events after the End of the Reporting Period).

Dividends received from subsidiaries and associate companies are recognised as income in the Profit and Loss Account when the right to receive payment has been established.

3. Operating Profit
The operating profit is stated after charging:

	Period ended 30 April 2024	Year ended 31 October 2022
	£	£
Bad debts	182,619	-
Depreciation of tangible fixed assets	77,474	46,465
Amortisation of intangible fixed assets	3,319	2,212
Operating lease costs	291,717	118,465

4. Auditor's Remuneration

Remuneration received by the company's auditors and their associates during the period was as follows:

	Period ended 30 April 2024	Year ended 31 October 2022
	£	£
Audit Services		
Audit of the company's financial statements	24,570	9,000
Other Services		
Taxation compliance service	4,965	-

5. Staff Costs

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

	Period ended 30 April 2024	Year ended 31 October 2022
	£	£
Wages and salaries	8,585,537	3,618,832
Other pension costs	127,530	52,518
	8,713,067	**3,671,350**

6. Average Number of Employees

Average number of employees, including directors, during the period was: 158 (2022: 122).

	Period ended 30 April 2024	Year ended 31 October 2022
	£	£
Directors	2	1
Head office staff	41	34
Installers	115	87
	158	**122**

7. Directors' remuneration

	Period ended 30 April 2024	Year ended 31 October 2022
	£	£
Emoluments	107,461	14,239

8. Interest Receivable and Similar Income

	Period ended 30 April 2024	Year ended 31 October 2022
	£	£
Bank interest receivable	12,029	183
	12,029	**183**

9. Interest Payable and Similar Charges

	Period ended 30 April 2024	Year ended 31 October 2022
	£	£
Bank loans	35,883	-
Other finance charges	-	241
	35,883	**241**

10. Tax on Profit

The tax charge on the profit for the period was as follows:

	Tax Rate		Period ended 30 April 2024	Year ended 31 October 2022
	30 April 2024	**31 October 2022**	**£**	**£**
Current tax				
UK Corporation Tax	23.3%	19.0%	245,324	294,679
Deferred Tax				
Deferred taxation			(42,867)	(611)
Total tax charge for the period			202,457	294,068

The actual charge for the period can be reconciled to the expected charge for the period based on the profit and the standard rate of corporation tax as follows:

	Period ended 30 April 2024	Year ended 31 October 2022
	£	**£**
Profit before tax	1,457,739	1,697,824
Tax on profit at 23.3% (UK standard rate)	340,134	322,587
Goodwill/depreciation not allowed for tax	-	9,248
Expenses not deductible for tax purposes	3,315	-
Group tax losses utilised	(99,394)	-
Capital allowances	-	(8,656)
Short term timing differences	(1,114)	(611)
Research and Development tax credit	(594)	-
Difference in tax rates	6,797	-
Dividends from companies	(46,687)	(28,500)
Total tax charge for the period	202,457	294,068

11. Intangible Assets

	Development costs
	£
Cost	
As at 1 November 2022	11,063
As at 30 April 2024	11,063
Amortisation	
As at 1 November 2022	2,212
Provided during the period	3,319
As at 30 April 2024	5,531
Net Book Value	
As at 30 April 2024	5,532
As at 1 November 2022	8,851

12. Tangible Assets

	Land & Property Leasehold	Plant & Machinery	Motor Vehicles	Fixtures & Fittings
	£	£	£	£
Cost				
As at 1 November 2022	83,010	39,820	113,825	15,643
Additions	5,508	10,007	-	5,320
As at 30 April 2024	88,518	49,827	113,825	20,963
Depreciation				
As at 1 November 2022	15,110	15,271	81,538	8,165
Provided during the period	13,173	14,372	32,287	4,281
As at 30 April 2024	28,283	29,643	113,825	12,446
Net Book Value				
As at 30 April 2024	60,235	20,184	-	8,517
As at 1 November 2022	67,900	24,549	32,287	7,478

	Computer Equipment	Total
	£	£
Cost		
As at 1 November 2022	38,749	291,047
Additions	14,383	35,218
As at 30 April 2024	53,132	326,265
Depreciation		
As at 1 November 2022	10,994	131,078
Provided during the period	13,361	77,474
As at 30 April 2024	24,355	208,552
Net Book Value		
As at 30 April 2024	28,777	117,713
As at 1 November 2022	27,755	159,969

13. Investments

	Unlisted
	£
Cost	
As at 1 November 2022	363,970
As at 30 April 2024	363,970
Provision	
As at 1 November 2022	-
As at 30 April 2024	-
Net Book Value	
As at 30 April 2024	363,970
As at 1 November 2022	363,970

Fixed asset investments not carried at market value
Unlisted investments are measured at cost less impairment on the basis that they represent shares in entities that are not publicly traded and the fair value cannot otherwise be measured reliably.

Unlisted investments included above:

Name of undertaking	Class of shares held	Share holding	Registered office
Loft Zone Ltd	Ordinary	33.33%	82 Coast Road, West Mersea, Colchester, C05 8LS
Nominal Sum Ltd	Ordinary	33.33%	82 Coast Road, West Mersea, Colchester, C05 8LS
Eco Answers Ltd	Ordinary	33.33%	82 Coast Road, West Mersea, Colchester, C05 8LS

The aggregate capital and reserves and the results for the year of the unlisted other investments are as follows:

Name of undertaking	Period ended	Profit/(loss)	Capital and reserves
Loft Zone Ltd	30.04.2024	£NIL	£600
Nominal Sum Ltd	30.04.2024	£NIL	£600
Eco Answers Ltd	30.04.2024	£723,389	£1,359,395

14. Stocks

	30 April 2024	31 October 2022
	£	£
Stock	487,647	461,143

15. Debtors

	30 April 2024	31 October 2022
	£	£
Due within one year		
Trade debtors	405,857	367,566
Amounts owed by group undertakings	3,315,160	3,266,861
Deferred taxation asset	26,593	-
Other debtors	676,885	608,752
	4,424,495	**4,243,179**

16. Creditors: Amounts Falling Due Within One Year

	30 April 2024	31 October 2022
	£	£
Net obligations under finance lease and hire purchase contracts	-	19,739
Trade creditors	1,548,945	995,389
Bank loans and overdrafts	129,273	139,272
Amounts owed to group undertakings	124,706	-
Other creditors	23,169	9,648
Corporation tax	241,991	294,679
Taxation and social security	192,414	167,999
Accruals and deferred income	51,462	18,080
	2,311,960	**1,644,806**

17. Creditors: Amounts Falling Due After More Than One Year

	30 April 2024	31 October 2022
	£	£
Net obligations under finance lease and hire purchase contracts	-	8,225
Bank loans	148,485	347,394
	148,485	**355,619**

18. Loans

An analysis of the maturity of loans is given below:

	30 April 2024	31 October 2022
	£	£
Amounts falling due within one year or on demand:		
Bank loans	129,273	139,272

	30 April 2024	31 October 2022
	£	£
Amounts falling due between one and five years:		
Bank loans	148,485	347,394

Bank loans due within one year and after one year in the amount to £277,758 are secured by a fixed and floating charge over the assets of the company. The bank loans were procured under the Coronavirus Business Interruption Loan Scheme (CBILS) and as such the UK Government has provided the lender, Lloyds Bank, with a guarantee in addition to the fixed and floating charge the bank holds over the company's assets.

All loans are payable by instalments due within 5 years. The CBILS loan has a variable interest rate of 2.36% above Base Rate.

19. Obligations Under Finance Leases and Hire Purchase

	30 April 2024	31 October 2022
	£	£
The future minimum finance lease payments are as follows:		
Not later than one year	-	19,739
Later than one year and not later than five years	-	8,225
	-	27,964

20. Deferred Taxation

The provision for deferred taxation is made up of accelerated capital allowances.

	30 April 2024	31 October 2022
	£	£
Other timing differences	(26,593)	16,437

21. Share Capital

	30 April 2024	31 October 2022
Allotted, called up and fully paid	£	£
2 Ordinary Shares of £1 each	2	2

22. 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.

During the period the charge to profit or loss in respect of defined contribution schemes was £127,530 (2022: £52,517).

At the balance sheet date contributions of £44,789 (2022: £9,207) were due to the fund and are included in creditors.

23. Operating Lease Commitments

	30 April 2024	31 October 2022
	£	£
The future operating lease commitments are as follows:		
Not later than one year	112,073	76,031
Later than one year and not later than five years	91,459	202,734
	203,532	278,765

24. Dividends

	30 April 2024	31 October 2022
	£	£
On equity shares:		
Final dividend paid	2,011,340	428,643

25. Related Party Disclosures

All related party transactions were at arm's length during the period and are split out as follows:

Eco Answers Limited (trading as LoftZone) is an associated company of Instaloft Ltd which holds 33.33% of Eco Answers Limited's share capital. During the period, Eco Answers Limited provided goods at a cost of £3,012,547 (2022: £2,089,889). There was a balance of £468,318 (2022: £335,923) owed to this company as at 30 April 2024. Eco Answers Limited paid Instaloft Ltd £200,000 (2022: £150,000) in dividends in the period.

During the period, Instaloft Ltd purchased goods/services to the value of £1,203,831 (2022: £481,159) and made sales of £281,708 (2022: £137,326) to Instaspark Ltd, an associated company. At 30 April 2024, the company owed £101,906 (2022: £62,758) to Instaspark Ltd.

Mr A Stone, a close member of Robert Stone's family, is a director of Chadstone Accountancy & Tax Limited which provided services in respect to accountancy, payroll, VAT and tax during the period at a cost of £16,484 (2022: £7,253). There was a balance of nil owed to this company at 30 April 2024.

26. Directors' Transactions

Dividends totalling £297,605 (2022: £428,643) were paid in the year in respect of shares held by the company's directors.

Directors received remuneration (including employers' national insurance, employers pension contributions and benefits in kind) of £107,461 (2022: £14,239) during the period.

27. Ultimate Controlling Party

The company's ultimate controlling party is Mr Robert Stone by virtue of his effective ownership of 100% of the issued share capital in the parent company, Lapis Enterprises Limited.