

**HML HOLDINGS PLC**  
**OFFICERS AND PROFESSIONAL ADVISERS**

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**DIRECTORS**

**Executive**

Richard Smith  
Robert Plumb  
James Howgego

Chairman  
Chief Executive Officer  
Chief Financial Officer

**Non-executive**

Geoffrey Griggs  
Elizabeth Holden

**COMPANY SECRETARY**

James Howgego

**REGISTERED OFFICE**

9-11 The Quadrant  
Richmond  
Surrey  
TW9 1BP

**AUDITOR**

Nexia Smith & Williamson  
25 Moorgate  
London  
EC2R 6AY

**BANK**

Barclays Bank plc  
One Churchill Place  
London  
E14 5HP

**NOMINATED ADVISOR AND BROKER**

finnCap  
60 New Broad Street  
London  
EC2M 1JJ

**PUBLIC RELATIONS AGENTS**

Tavistock Communications  
131 Finsbury Pavement  
London  
EC2A 1NT

**REGISTRARS**

Share Registrars Limited  
17 West Street  
Farnham  
Surrey  
GU9 7DR

## FINANCIAL HIGHLIGHTS

| YE2016  | YE2015              |             |
|---|---------------------|-------------|
| <b>Revenue</b>  |                     |             |
| <i>£18.56m</i>  | <i>£17.23m</i>      | <b>+8%</b>  |
| <b>Earnings before interest, tax, amortisation and share based payments</b> |                     |             |
| <i>£1.63m</i>   | <i>£1.54m</i>       | <b>+6%</b>  |
| <b>Profit before tax</b>  |                     |             |
| <i>£1.21m</i>   | <i>£1.14m</i>       | <b>+6%</b>  |
| <b>Cash generated from operations</b>                                       |                     |             |
| <i>£1.61m</i>   | <i>£1.96m</i>       | <b>-18%</b> |
| <b>Basic earnings per share</b>   |                     |             |
| <i>2.7p</i>   | <i>2.5p</i>         | <b>+8%</b>  |
| <b>Dividend</b>   |                     |             |
| <i>£0.33p</i>   | <i>£0.30p</i>       | <b>+10%</b> |
| <b>Units under management</b>   |                     |             |
| <i>60,000 units</i>   | <i>51,000 units</i> | <b>+18%</b> |

## **REVIEW OF BUSINESS**

We are pleased to report an 8% growth in annual revenues as properties under management increased to 60,000 (51,000 in 2015) at the year end.

HML's earnings before interest, share based payments, amortisation and tax, increased 6% to £1,634,000 (£1,535,000 in 2015), which reflect our achievements following a year of continuous growth during which we have passed a number of significant milestones in building the business's infrastructure.

The Group has increased its network of property management offices and now operates from 15 locations across the UK. Two of these offices were established as a result of our acquisition of Castle Wildish in Walton on Thames and Managed Living Partnership in Bermondsey. These newly acquired businesses have significantly improved our service coverage in their respective geographical areas and contributed a quarter of our £1,300,000 revenue growth.

Alexander Bonhill, the Group's insurance broking arm, has again delivered very positive growth with premiums written rising to over £7,500,000, equivalent to a 13% growth in revenue to £2,100,000 (£1,900,000: 2015). As we reported at the half year, we incurred exceptional restructuring costs in our professional surveying division during the first half of the year. Some of the benefits of that restructuring came through in the second half with revenue from this division growing to £900,000 for the full year, representing an overall 12% increase on the previous year.

The Group continued to invest in the systems and compliance infrastructure necessary to support our commitment to our industry association's (ARMA) recently enhanced service standards. While that has, in the short term, impacted on operating costs, it has assisted us in preparing for an increasing demand for transparency and compliance with the association's code of conduct. As we have reported on a number of occasions, although these measures commit us to a more costly provision of service, they represent an investment in our future and will further differentiate us within the sector as a provider of quality professional services. During the course of the year, we also launched our Customer Access Portal (CAP), which enables lessees and clients to view specific property management information online. The provision of this facility by managing agents has, in keeping with many service providers, increasingly become a prerequisite for the major players. Having the CAP has been particularly important for us when competing in the larger blocks market and it represents an investment that will ensure better service provision and client retention in the longer term.

We also referred in our half year report to the creation of additional dedicated new business teams. This exercise was completed in the second half of the year and has positioned us well for organic growth in both the new build and existing build markets. The new business teams, despite having been in operation for only part of the year have nevertheless contributed to more than £600,000 in annualised new management contracts, with more than a third of this coming from new build developments. While we remain confident of a growing order book for new build, we, like so many in this market, observe the slow and unpredictable rate at which the developments are completed. We continue to focus on the owner occupied segments of both the new build and existing build sides of the market, which enhances the opportunity for us to provide a full range of services. This approach has, however, directed our attention to a wider geographical coverage of smaller estates outside of the major city centres.

In common with many in the service sector, we have had to rise to the challenges of a more competitive employment market. The group continues to invest in the provision of training and support for our employees in their professional accreditation. This too represents an investment in our future and enhances our ability to improve staff retention. We have also developed further the rationalisation of our service delivery with additional specialisation and, in many cases, centralisation of specific elements of the service. We consistently strive to provide a local and personal property management service, which means continuing to free our property managers from the burden of the administrative functions that limit their ability to be client facing.

We are pleased therefore, to report growth in earnings and revenues while having achieved a number of important investment milestones. We are again thankful for the enthusiasm and hard work that our employees have contributed during the course of the year.

## **PRINCIPAL RISKS AND UNCERTAINTIES**

The principal risks and uncertainties faced by the business are set out below:

### *Acquisitions and investments*

Part of the Group's strategy is to acquire and make investments in complementary businesses, services or products as appropriate opportunities arise. The risks the Group may face should it acquire or invest in complementary businesses include:

- Difficulties with the integration and assimilation of the acquired business;
- Diversion of the attention of the Group's management team from other business concerns;
- Availability of favourable acquisition or investment financing; and
- Loss of key employees of any acquired business.

Acquisitions or investments may require the Group to expend significant amounts of cash, which could result in the Group's inability to use the funds for other business purposes.

Additionally, if the Group funds acquisitions through issuances of ordinary shares, the interests of its shareholders will be diluted, which may cause the market price of the ordinary shares to decline.

There is no guarantee that the Directors will be able to complete acquisitions of complementary companies on acceptable terms. Failure to do so over an extended period would limit the Directors' ability to carry out their strategy and would reduce the long term prospects of the Group.

To mitigate the risks in respect of acquisitions and investments, the Group carries out due diligence and produces cash flow projections to ensure that any target is a suitable strategic fit and is financially sound.

### *Attraction and retention of key employees*

The Group depends on its Directors and other key employees and whilst it has entered into contractual arrangements with these individuals, retention of these services cannot be guaranteed.

The Group has attempted to reduce this risk by offering competitive remuneration packages including the opportunity to participate in a share option scheme. The Group also invests in training and development.

### *Ownership of the Company*

LTC Holdings plc (LTCH) currently owns approximately 34.05% (2015: 35.38%) of the ordinary shares of the Group. As a result, it is able to exercise a high degree of influence over all matters requiring approval by shareholders.

### *Competition*

The large majority of the Group's work for existing or new clients or on new projects is won competitively. The Group may face significant competition, including from larger companies which have greater capital and other resources and may result in some margin erosion. There is no assurance that the Group will be able to compete successfully in such a marketplace in the future.

### *Regulatory Risks*

The Group may be affected by the prevailing regulatory and legal environment relating to its business and the insurance services provided by its subsidiary Alexander Bonhill Limited in particular. This includes the regulatory regime of the Financial Services and Markets Act 2000 and the Conduct of Business rules published there under. To mitigate these risks external advice is taken on Financial Conduct Authority issues and other technical areas.

### *Financial Risks*

Information in respect of the financial risk management objectives and policies of the Group and the exposure of the Group to foreign exchange, interest rate risk, credit risk, liquidity risk and cash flow risk is contained in note 19 of the financial statements.

## **KEY PERFORMANCE INDICATORS**

The Directors use a number of key performance indicators to monitor and appraise the trading and performance of the businesses. The main key performance indicators are as follows:

### *Operating margins of Group companies*

The profit contribution from the operating business (see note 4) fell from 16.3% to 15.7% during the year. This change was largely due to the additional investment the Group has made in systems and compliance processes.

### *Group turnover*

A combination of acquisitive and organic growth resulted in an increase in turnover of over 8% during the year.

### *Adjusted earnings before interest, tax and amortisation*

The Group made adjusted earnings before share based payments of £1,630,000 (2015: £1,540,000) which represented a 6% improvement on the performance of the previous year. See note 4 for a reconciliation of this calculation.

The Directors also monitor the following operational performance indicators:

- New business generated through marketing
- New surveying and insurance business generated from internal referrals
- Potential client enquiries
- Staff retention
- Client complaints

By order of the Board

Robert Plumb  
Chief Executive  
10 August 2016

The Directors submit their report and the Group financial statements of HML Holdings plc for the year ended 31 March 2016.

HML Holdings plc is a public limited company, incorporated and domiciled in England and Wales whose shares are traded on AIM.

### **PRINCIPAL ACTIVITIES**

The Group's principal activity during the year was the provision of property management and related services in the South East, South West and North West of England.

### **RESULTS AND DIVIDENDS**

The Group's result for the year ended 31 March 2016 was a profit of £1,012,000 (2015: £928,000). For more details on the performance for the year, see the Review of Business in the Strategic Report.

The Directors propose to pay a dividend of 0.33p in respect of the year to 31 March 2016 (2015: 0.30p).

### **SHARE CAPITAL**

Full details of the issued share capital of the Company are set out in note 21 to the financial statements.

### **ACQUISITIONS**

In July 2015, HML Andertons Limited purchased the trade and assets of Clearwater, a residential property manager based in Bolton.

In September 2015, HML Shaw Limited purchased the trade and assets of Castle Wildish, a residential property manager in Walton on Thames.

In January 2016, HML Hawksworth Limited purchased 100% of the share capital of Managed Living Partnership Limited, a residential property manager in South East London.

### **POST BALANCE SHEET EVENTS**

On 1 April 2016, HML Andertons Limited purchased the trade and assets of Coupe Property Consultants, a residential property management business based in Cheltenham.

On 17 May 2016, HML Hawksworth Limited purchased 100% of the share capital of Homes and Watson Limited, a residential property manager in Ingatestone, Essex.

On 25 May 2016, HML Hathaways Limited purchased 100% of the share capital of Arkleygate Estate Management Limited, a residential property manager in Borehamwood, Hertfordshire.

On 2 June 2016, HML Andertons Limited purchased 100% of the share capital of Crown Limited, a residential property manager in Bristol.

For more details about these events, see note 32.

## **FUTURE DEVELOPMENTS**

The Directors will continue to expand the property management services of the business through organic growth and acquisitions.

The Group has strong experience of buying and consolidating acquisitions and the Directors are optimistic that this acquisitive strategy combined with organic growth will ensure the Group continues to grow consistently in terms of turnover and profitability.

## **DIRECTORS**

The following directors have held office during the year:-

Richard Smith  
Robert Plumb  
James Howgego  
Geoffrey Griggs  
Elizabeth Holden

Elizabeth Holden was appointed on 1<sup>st</sup> June 2015.

## **DIRECTORS' REMUNERATION**

The Directors' emoluments in 2016 are detailed below:

|                  | Annual emoluments including<br>pension contributions |               | Benefits in kind |               | Total         |               |
|------------------|--|---------------|------------------|---------------|---------------|---------------|
|                  | 2016<br>£'000  | 2015<br>£'000 | 2016<br>£'000    | 2015<br>£'000 | 2016<br>£'000 | 2015<br>£'000 |
| Richard Smith    | 47   | 45            | -                | -             | 47            | 45            |
| Robert Plumb     | 167  | 161           | 9                | 8             | 176           | 169           |
| James Howgego    | 125  | 121           | 2                | 2             | 127           | 123           |
| Geoffrey Griggs  | 18   | 17            | -                | -             | 18            | 17            |
| Elizabeth Holden | 13   | -             | -                | -             | 13            | -             |
|                  | <b>370</b>   | <b>344</b>    | <b>11</b>        | <b>10</b>     | <b>381</b>    | <b>354</b>    |

## **DIRECTORS' INTERESTS IN SHARES OF THE COMPANY**

Directors' interests in the shares of the Company were as follows:-

|                 | Ordinary shares of<br>1.5p each |                  |
|-----------------|---------------------------------|------------------|
|                 | 31 March<br>2016                | 31 March<br>2015 |
| Richard Smith   | 1,934,025                       | 1,709,025        |
| Robert Plumb    | 2,604,067                       | 2,329,067        |
| James Howgego   | 1,487,500                       | 1,350,000        |
| Geoffrey Griggs | 497,167                         | 472,167          |

**DIRECTORS' SHARE OPTIONS**

Details of options over shares held by Directors are as follows:

|                    | Richard Smith  | Robert Plumb   | James Howgego  | Geoffrey Griggs | Elizabeth Holden |
|--------------------|----------------|----------------|----------------|-----------------|------------------|
| 2008 share options | 50,000         | 170,000        | 100,000        | 20,000          | -                |
| 2009 share options | -              | -              | -              | 16,000          | -                |
| 2011 share options | -              | -              | -              | 20,000          | -                |
| 2012 share options | 60,000         | 190,000        | 100,000        | 20,000          | -                |
| 2013 share options | 60,000         | 190,000        | 100,000        | 25,000          | -                |
| 2014 share options | 50,000         | 180,000        | 90,000         | 20,000          | -                |
| 2015 share options | 40,000         | 160,000        | 80,000         | 20,000          | 20,000           |
| <b>Total</b>       | <b>260,000</b> | <b>890,000</b> | <b>470,000</b> | <b>141,000</b>  | <b>20,000</b>    |

The options issued from 2006 to 2012 are all Enterprise Management Incentive (EMI) approved options, with the exception of the options issued to Geoffrey Griggs which were unapproved.

The options issued in 2013 were all unapproved and the options issued in 2014 and 2015 were CSOP approved except for the options issued to Geoffrey Griggs, Richard Smith and Elizabeth Holden, which were unapproved.

All options have an exercise period of between two and ten years (or earlier with the approval of the Board).

Details of the dates issued and exercise price are set out below:

|                    | Date of issue | Exercise Price |
|--------------------|---------------|----------------|
| 2008 share options | 31.03.08      | 19.00p         |
| 2009 share options | 30.06.09      | 10.00p         |
| 2010 share options | 24.06.10      | 11.50p         |
| 2011 share options | 24.06.11      | 11.75p         |
| 2012 share options | 26.07.12      | 17.75p         |
| 2013 share options | 25.07.13      | 15.25p         |
| 2014 share options | 06.08.14      | 33.00p         |
| 2015 share options | 08.10.15      | 41.00p         |

During the year ended 31 March 2016 Robert Plumb exercised 275,000 options, James Howgego exercised 137,500 options, Richard Smith exercised 225,000 options and Geoffrey Griggs exercised 107,500 options. All the resultant shares were kept by directors except for Geoffrey Griggs who sold 82,500 shares.

**SIGNIFICANT SHAREHOLDINGS**

At the time of approving the financial statements, the Directors had been notified that the following persons had interests amounting to 3% or more in the issued voting share capital of the Company.

|                          | Shares     | Percentage |
|--------------------------|------------|------------|
| LTC Holdings plc         | 13,237,999 | 34.05%     |
| Unicorn Asset Management | 3,721,708  | 9.57%      |
| Robert Plumb             | 2,604,067  | 6.70%      |
| MD Barnard & Co Limited  | 1,965,000  | 5.05%      |
| Richard Smith            | 1,934,025  | 4.97%      |
| James Howgego            | 1,487,500  | 3.83%      |



### **THIRD PARTY INDEMNITY PROVISION FOR DIRECTORS**

Qualifying third party indemnity provision was in place for the benefit of all Directors of the Company and its subsidiaries throughout the year, and is still in place at the date of signing of the financial statements.

### **FINANCIAL INSTRUMENTS**

The Group manages its treasury position through the utilisation of long term debt funding loan and bank overdraft. This helps the Group ensure it is able to pay its short term liabilities as they become due. The Group does not speculate with derivative instruments and continues to conduct all of its business in sterling.

### **EMPLOYEES**

The Directors recognise the benefits which accrue from keeping employees informed on the progress of the business and involving them in the Group's performance. Each individual operating company adopts employee consultation as appropriate. The Company is committed to providing equality of opportunity to all employees regardless of nationality, ethnic origin, age, sex or sexual orientation and continues to be supportive of the employment and advancement of disabled persons.

### **POLITICAL AND CHARITABLE DONATIONS**

The Group did not make any political donations during the year or the preceding year. However charitable donations of £1,249 (2015: £0) were made to local charities.

### **AUDITOR**

In accordance with Section 485 of the Companies Act 2006, a resolution to reappoint Nexia Smith & Williamson as auditor will be put to the members at the Annual General Meeting.

### **STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITOR**

In the case of each person who was a director at the time this report was approved:

- So far as that director was aware there was no relevant available information of which the Company's auditors were not aware; and
- That director had taken all steps that the director ought to have taken as a director to make himself or herself aware of any relevant audit information and to establish that the Company's auditors were aware of that information.

This information is given and should be interpreted in accordance with the provisions of s418 of the Companies Act 2006.

### **CORPORATE GOVERNANCE**

The Board recognises the importance of sound corporate governance and since being admitted to AIM, the Company has adopted policies and procedures which reflect but do not fully comply with the principles of the Corporate Governance Code for Small and Mid-sized Quoted companies published by the Quoted Companies Alliance, appropriate to the company's size.

The Group is led and controlled by a Board comprising three executive directors and two non-executive directors. Board meetings are held on a regular basis and no decision of any consequence is made other than by directors. All directors participate in the key areas of decision-making. The Company has an established Audit Committee and a Remuneration Committee, each with formally delegated duties and responsibilities.

## **CORPORATE GOVERNANCE (CONTINUED)**

The Board acknowledges its responsibility for establishing and monitoring the Group's systems of internal control. Although no system of internal control can provide absolute assurance against material misstatement or loss, the Group's systems are designed to provide directors with reasonable assurance that problems are identified on a timely basis and dealt with appropriately.

The Board has complied with Rule 21 of the AIM Rules relating to Directors' dealings as applicable to AIM companies and reasonable steps have been taken to ensure compliance by the Company's applicable employees including adopting a share dealing code for this purpose.

## **STATEMENT OF DIRECTORS' RESPONSIBILITIES**

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 International Financial Reporting Standards (IFRSs) as adopted by the European Union and, as regards the parent company financial statements, as applied in accordance with the provisions of the Companies Act 2006. 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 Group and of the profit or loss of the Group for that period. In preparing these financial statements, the Directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent;
- state that the financial statements comply with IFRSs as adopted by the European Union; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company and Group will continue in business.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and 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.

The Directors are responsible for the maintenance and integrity of the corporate and financial information included on the Company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

By order of the Board

James Howgego  
Company Secretary  
10 August 2016

# **INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF HML HOLDINGS PLC**

## **INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF HML HOLDINGS PLC**

We have audited the financial statements of HML Holdings plc for the year ended 31 March 2016 which comprise the Consolidated Statement of Comprehensive Income, the Consolidated and Company Statement of Financial Position, the Consolidated and Company Statement of Cash Flows, the Consolidated and Company Statement of Changes in Shareholders Equity and the related notes 1 to 34. The financial reporting framework that has been applied in their preparation is applicable law and International Financial Reporting Standards (IFRSs) as adopted by the European Union and as regards the parent Company financial statements, as applied in accordance with the provisions of the Companies Act 2006.

This report is made solely to the Company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the Company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Company and the Company's members as a body, for our audit work, for this report, or for the opinions we have formed.

### **Respective responsibilities of Directors and auditor**

As explained more fully in the Statement of Directors' Responsibilities set out on page 10, the Directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Financial Reporting Councils (FRC's) Ethical Standards for Auditors.

### **Scope of the audit of the financial statements**

A description of the scope of an audit of financial statements is provided on the FRC's website at [www.frc.org.uk/auditscopeukprivate](http://www.frc.org.uk/auditscopeukprivate)

### **Opinion on financial statements**

In our opinion:

- the financial statements give a true and fair view of the state of the Group's and of the parent Company's affairs as at 31 March 2016 and of the Group's profit for the year then ended;
- the Group financial statements have been properly prepared in accordance with IFRSs as adopted by the European Union;
- the parent Company financial statements have been properly prepared in accordance with IFRSs as adopted by the European Union and as applied in accordance with the provisions of the Companies Act 2006;
- the financial statements have been prepared in accordance with the requirements of the Companies Act 2006.

### **Opinion on other matter prescribed by the Companies Act 2006**

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

# **INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF HML HOLDINGS PLC**

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

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept by the parent Company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent Company financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of Directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

### **Jacqueline Oakes**

Senior Statutory Auditor, for and on behalf of

### **Nexia Smith & Williamson**

Statutory Auditor

Chartered Accountants

25 Moorgate

London

EC2R 6AY

Date: 11 August 2016

**HML HOLDINGS PLC**  
**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**  
**For the year ended 31 March 2016**

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|  | Notes | 2016<br>£'000<br>Total | 2015<br>£'000<br>Total |
|--|-------|------------------------|------------------------|
| CONTINUING OPERATIONS  |       |                        |                        |
| REVENUE  | 2     | 18,564                 | 17,227                 |
| Direct operating expenses  |       | (15,643)               | (14,413)               |
| Central operating overheads  |       | (1,287)                | (1,279)                |
| Share based payment charge   |       | (22)                   | (20)                   |
| Amortisation of intangibles  |       | (390)                  | (355)                  |
| Total central operating overheads  |       | (1,699)                | (1,654)                |
| Operating expenses   | 6     | (17,342)               | (16,067)               |
| PROFIT FROM OPERATIONS   |       | 1,222                  | 1,160                  |
| Finance costs  | 5     | (10)                   | (21)                   |
| PROFIT BEFORE TAXATION   |       | 1,212                  | 1,139                  |
| Income tax charge  | 8     | (200)                  | (211)                  |
| PROFIT AND COMPREHENSIVE<br>INCOME FOR THE YEAR<br>ATTRIBUTABLE TO THE OWNERS<br>OF THE PARENT |       | 1,012                  | 928                    |
| EARNINGS PER SHARE   |       |                        |                        |
| Basic  | 9     | 2.7p                   | 2.5p                   |
| Diluted  | 9     | 2.6p                   | 2.4p                   |

**HML HOLDINGS PLC**  
**CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS EQUITY**  
**For the year ended 31 March 2016**

ATTRIBUTABLE TO THE EQUITY HOLDERS OF THE GROUP

|                            | Share<br>capital<br>£'000s | Share<br>premium<br>£'000s | Other<br>reserve<br>£'000s | Merger<br>reserve<br>£'000s | Retained<br>earnings<br>£'000s | Total<br>equity<br>£'000s |
|----------------------------|----------------------------|----------------------------|----------------------------|-----------------------------|--------------------------------|---------------------------|
| Balance at 1 April 2014    | 554                        | 6,815                      | (90)                       | (15)                        | 607                            | 7,871                     |
| Profit for the year        | -                          | -                          | -                          | -                           | 928                            | 928                       |
| Other comprehensive income | -                          | -                          | -                          | -                           | -                              | -                         |
| Share based payment charge | -                          | -                          | -                          | -                           | 20                             | 20                        |
| Share capital issued       | 7                          | 57                         | -                          | -                           | -                              | 64                        |
| HML shares sold by EBT     | -                          | -                          | 5                          | -                           | -                              | 5                         |
| Capital reduction          | -                          | (6,743)                    | -                          | -                           | 6,743                          | -                         |
| Dividend                   | -                          | -                          | -                          | -                           | (100)                          | (100)                     |
| Balance at 31 March 2015   | 561                        | 129                        | (85)                       | (15)                        | 8,198                          | 8,788                     |
| Profit for the year        | -                          | -                          | -                          | -                           | 1,012                          | 1,012                     |
| Other comprehensive income | -                          | -                          | -                          | -                           | -                              | -                         |
| Share based payment charge | -                          | -                          | -                          | -                           | 22                             | 22                        |
| Share capital issued       | 22                         | 215                        | -                          | -                           | -                              | 237                       |
| Costs incurred by EBT      | -                          | -                          | (1)                        | -                           | -                              | (1)                       |
| Dividend                   | -                          | -                          | -                          | -                           | (114)                          | (114)                     |
| Balance at 31 March 2016   | 583                        | 344                        | (86)                       | (15)                        | 9,118                          | 9,944                     |

**HML HOLDINGS PLC**  
**COMPANY STATEMENT OF CHANGES IN SHAREHOLDERS EQUITY**  
**For the year ended 31 March 2016**

ATTRIBUTABLE TO THE EQUITY HOLDERS OF THE COMPANY

|                            | Share<br>capital<br>£'000s | Share<br>premium<br>£'000s | Other<br>reserve<br>£'000s | Retained<br>earnings<br>£'000s | Total<br>equity<br>£'000s |
|----------------------------|----------------------------|----------------------------|----------------------------|--------------------------------|---------------------------|
| Balance at 1 April 2014    | 554                        | 6,815                      | (90)                       | (5,818)                        | 1,461                     |
| Profit for the year        | -                          | -                          | -                          | 60                             | 60                        |
| Other comprehensive income | -                          | -                          | -                          | -                              | -                         |
| Share based payment charge | -                          | -                          | -                          | 20                             | 20                        |
| Share capital issued       | 7                          | 57                         | -                          | -                              | 64                        |
| HML shares sold by EBT     | -                          | -                          | 5                          | -                              | 5                         |
| Capital reduction          | -                          | (6,743)                    | -                          | 6,743                          | -                         |
| Dividend                   | -                          | -                          | -                          | (100)                          | (100)                     |
| Balance at 31 March 2015   | 561                        | 129                        | (85)                       | 905                            | 1,510                     |
| Profit for the year        | -                          | -                          | -                          | 94                             | 94                        |
| Other comprehensive income | -                          | -                          | -                          | -                              | -                         |
| Share based payment charge | -                          | -                          | -                          | 22                             | 22                        |
| Share capital issued       | 22                         | 215                        | -                          | -                              | 237                       |
| Costs incurred by EBT      | -                          | -                          | (1)                        | -                              | (1)                       |
| Dividend                   | -                          | -                          | -                          | (114)                          | (114)                     |
| Balance at 31 March 2016   | 583                        | 344                        | (86)                       | 907                            | 1,748                     |

**HML HOLDINGS PLC**  
**CONSOLIDATED STATEMENT OF FINANCIAL POSITION**  
**31 March 2016**  
**COMPANY NUMBER: 5728008**

| <b>ASSETS</b>   | Notes | 2016<br>£'000 | 2015<br>£'000 |
|---|-------|---------------|---------------|
| <b>NON CURRENT ASSETS</b>                               |       |               |               |
| Goodwill  | 11    | 6,953         | 6,230         |
| Other intangible assets                                 | 12    | 5,220         | 4,730         |
| Property, plant and equipment                           | 13    | 701           | 693           |
|   |       | 12,874        | 11,653        |
| <b>CURRENT ASSETS</b>                                   |       |               |               |
| Trade and other receivables                             | 15    | 2,505         | 2,311         |
| Cash at bank  | 16    | -             | -             |
|   |       | 2,505         | 2,311         |
| <b>TOTAL ASSETS</b>                                     |       | 15,379        | 13,964        |
| <b>LIABILITIES</b>                                      |       |               |               |
| <b>CURRENT LIABILITIES</b>                              |       |               |               |
| Trade and other payables                                |       | 3,517         | 3,708         |
| Borrowings  |       | 597           | 657           |
| Current tax liabilities                                 |       | 264           | 237           |
|   | 17    | 4,378         | 4,602         |
| <b>NON CURRENT LIABILITIES</b>                          |       |               |               |
| Deferred tax liability                                  | 20    | 632           | 574           |
| Borrowings  |       | 425           | -             |
|   | 18    | 1,057         | 574           |
| <b>TOTAL LIABILITIES</b>                                |       | 5,435         | 5,176         |
| <b>NET ASSETS</b>                                       |       | 9,944         | 8,788         |
| <b>EQUITY</b>   |       |               |               |
| Called up share capital                                 | 21    | 583           | 561           |
| Share premium account                                   | 23    | 344           | 129           |
| Other reserve   | 25    | (86)          | (85)          |
| Merger reserve  | 26    | (15)          | (15)          |
| Retained earnings                                       |       | 9,118         | 8,198         |
| <b>ATTRIBUTABLE TO THE EQUITY HOLDERS OF THE PARENT</b> |       | 9,944         | 8,788         |

The financial statements were approved by the Board of Directors and authorised for issue on 10 August 2016 and are signed on its behalf by:

Robert Plumb

James Howgego



**HML HOLDINGS PLC**  
**COMPANY STATEMENT OF FINANCIAL POSITION**  
**31 March 2016**  
**COMPANY NUMBER: 5728008**

|  | Notes | 2016<br>£'000 | 2015<br>£'000 |
|--|-------|---------------|---------------|
| <b>ASSETS</b>  |       |               |               |
| <b>NON CURRENT ASSETS</b>                                |       |               |               |
| Intangible assets  | 12    | 604           | 556           |
| Property, plant and equipment                            | 13    | 103           | 16            |
| Investment in subsidiary companies                       | 14    | 5,134         | 5,134         |
|  |       | <hr/>         | <hr/>         |
|  |       | 5,841         | 5,706         |
| <b>CURRENT ASSETS</b>                                    |       |               |               |
| Trade and other receivables                              | 15    | 1,421         | 1,277         |
| Cash at bank   | 16    | -             | -             |
|  |       | <hr/>         | <hr/>         |
|  |       | 1,421         | 1,277         |
|  |       | <hr/>         | <hr/>         |
| <b>TOTAL ASSETS</b>                                      |       | 7,262         | 6,983         |
|  |       | <hr/>         | <hr/>         |
| <b>LIABILITIES</b>                                       |       |               |               |
| <b>CURRENT LIABILITIES</b>                               |       |               |               |
| Borrowings   |       | 686           | 609           |
| Trade and other payables                                 |       | 4,403         | 4,864         |
|  |       | <hr/>         | <hr/>         |
|  | 17    | 5,089         | 5,473         |
|  |       | <hr/>         | <hr/>         |
| <b>NON CURRENT LIABILITIES</b>                           |       |               |               |
| Borrowings   | 18    | 425           | -             |
|  |       | <hr/>         | <hr/>         |
|  |       | 425           | -             |
|  |       | <hr/>         | <hr/>         |
| <b>TOTAL LIABILITIES</b>                                 |       | 5,514         | 5,473         |
|  |       | <hr/>         | <hr/>         |
| <b>NET ASSETS</b>  |       | 1,748         | 1,510         |
|  |       | <hr/>         | <hr/>         |
| <b>EQUITY</b>  |       |               |               |
| Share capital  | 21    | 583           | 561           |
| Share premium  | 23    | 344           | 129           |
| Other reserve  | 25    | (86)          | (85)          |
| Retained earnings  |       | 907           | 905           |
|  |       | <hr/>         | <hr/>         |
| <b>ATTRIBUTABLE TO THE EQUITY HOLDERS OF THE COMPANY</b> |       | 1,748         | 1,510         |
|  |       | <hr/>         | <hr/>         |

The financial statements were approved by the Board of Directors and authorised for issue on 10 August 2016 and are signed on its behalf by:

Robert Plumb

James Howgego

**HML HOLDINGS PLC**  
**CONSOLIDATED STATEMENT OF CASH FLOWS**  
**For the year ended 31 March 2016**  
**COMPANY NUMBER: 5728008**

|   | Notes | 2016<br>£'000  | 2015<br>£'000  |
|---|-------|----------------|----------------|
| <b>OPERATING ACTIVITIES</b>                           |       |                |                |
| Cash generated from operations                        | 28    | 1,606          | 1,963          |
| Income taxes paid                                     |       | (173)          | (166)          |
| Interest paid   |       | (10)           | (21)           |
| <b>NET CASH FROM OPERATING ACTIVITIES</b>             |       | <b>1,423</b>   | <b>1,776</b>   |
| <b>INVESTING ACTIVITIES</b>                           |       |                |                |
| Purchases of property, plant and equipment            |       | (280)          | (539)          |
| (Costs)/receipts incurred by EBT                      |       | (1)            | 5              |
| Purchase of software                                  |       | (208)          | (198)          |
| Purchases of businesses                               |       | (1,066)        | (1,422)        |
| Payments of deferred/contingent consideration         |       | (356)          | (187)          |
| <b>NET CASH USED IN INVESTING ACTIVITIES</b>          |       | <b>(1,911)</b> | <b>(2,341)</b> |
| <b>FINANCING ACTIVITIES</b>                           |       |                |                |
| Increase in bank overdraft and loan                   |       | 365            | 398            |
| Share issue   |       | 237            | 64             |
| Dividend payment                                      |       | (114)          | (100)          |
| <b>NET CASH USED IN FINANCING ACTIVITIES</b>          |       | <b>488</b>     | <b>362</b>     |
| <b>NET DECREASE IN CASH AND CASH EQUIVALENTS</b>      |       | <b>-</b>       | <b>(203)</b>   |
| <b>CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR</b> |       | <b>-</b>       | <b>203</b>     |
| <b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>       | 16    | <b>-</b>       | <b>-</b>       |

**HML HOLDINGS PLC**  
**COMPANY STATEMENT OF CASH FLOWS**  
**For the year ended 31 March 2016**  
**COMPANY NUMBER: 5728008**

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|   | Notes | 2016<br>£'000  | 2015<br>£'000  |
|---|-------|----------------|----------------|
| <b>OPERATING ACTIVITIES</b>                           |       |                |                |
| Cash absorbed by operations                           | 28    | (1,409)        | (1,190)        |
| Interest paid   |       | (5)            | (10)           |
| <b>NET CASH USED IN OPERATING ACTIVITIES</b>          |       | <b>(1,414)</b> | <b>(1,200)</b> |
| <b>INVESTING ACTIVITIES</b>                           |       |                |                |
| Purchases of property, plant and equipment            |       | (98)           | (7)            |
| Purchase of software                                  |       | (208)          | (198)          |
| (Acquisition)/sale of own shares                      |       | (1)            | 5              |
| <b>NET CASH USED IN INVESTING ACTIVITIES</b>          |       | <b>(307)</b>   | <b>(200)</b>   |
| <b>FINANCING ACTIVITIES</b>                           |       |                |                |
| Increase in bank overdraft and loan                   |       | 503            | 344            |
| Share issue   |       | 237            | 64             |
| Inter-company cash movements                          |       | 1,095          | 1,092          |
| Dividends   |       | (114)          | (100)          |
| <b>NET CASH FROM FINANCING ACTIVITIES</b>             |       | <b>1,721</b>   | <b>1,400</b>   |
| <b>NET (DECREASE) IN CASH AND CASH EQUIVALENTS</b>    |       | <b>-</b>       | <b>-</b>       |
| <b>CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR</b> |       | <b>-</b>       | <b>-</b>       |
| <b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>       | 17    | <b>-</b>       | <b>-</b>       |

## **HML HOLDINGS PLC**

### **NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

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#### **GENERAL INFORMATION**

HML Holdings plc and its subsidiaries specifically focus on residential property management. The Group operates in the UK.

The Company is a public limited company incorporated and domiciled in England and Wales. The address of its registered office is 9-11 The Quadrant, Richmond, Surrey, TW9 1BP. The Company's shares are traded on AIM.

The Group consolidated financial statements were authorised for issue by the Board of Directors on 10 August 2016.

#### **GOING CONCERN**

The Directors have, at the time of approving the financial statements, a reasonable expectation that the Company and Group have adequate resources to continue in operational existence for the foreseeable future. Thus they continue to adopt the going concern basis of accounting in preparing the financial statements.

#### **CONSOLIDATED FINANCIAL STATEMENTS**

The consolidated and parent Company financial statements have been prepared in accordance with International Financial Reporting Standards as adopted by the European Union ("IFRS") and the Companies Act 2006 as applicable to companies reporting under IFRS.

The principal accounting policies adopted are set out below. The preparation of the financial statements require the use of estimates and assumptions that affect the reported amount of assets and liabilities at the statement of financial position date and the reported amounts of revenues and expenses during the reporting period. Although these estimates are based on management's best knowledge of the amount, events or actions, actual results may differ from those estimates.

The Company has taken advantage of s.408 of the Companies Act 2006 not to present its own statement of comprehensive income.

#### **BASIS OF CONSOLIDATION AND BUSINESS COMBINATIONS**

The consolidated financial statements incorporate the financial statements of the Company and enterprises controlled by the Company (its subsidiaries) made up to 31 March each year. Subsidiaries are all entities over which the Company has the power to govern the financial and operating policies as to benefit from its activities. The excess of costs of acquisition over the fair values of the Group's share of identifiable net assets acquired is recognised as goodwill. Any deficiency of the cost of acquisition below the fair value of identifiable net assets acquired (i.e. discount on acquisition) is recognised directly in profit or loss.

The purchase method of accounting is used to account for the acquisition of subsidiaries by the Group. The consideration transferred for the acquisition of a subsidiary is the fair values of the assets transferred, the liabilities incurred and the equity interests issued by the Group. The consideration transferred includes the fair value of any liability resulting from a contingent consideration arrangement. Contingent consideration is re-measured to fair value at each reporting date. Identifiable assets acquired and liabilities and contingent liabilities assumed in the business combination are measured initially at their fair values at the acquisition date.

The results of subsidiaries acquired or disposed of during the period are included in the consolidated statement of comprehensive income from the effective date of acquisition or up to the effective date of disposal, as appropriate. Where necessary, adjustments are made to the financial statements of subsidiaries to bring the accounting policies used into line with those used by other members of the Group.

All intra-group transactions, balances and unrealised gains on transactions between group companies are eliminated on consolidation. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred.

## **NEW AND REVISED INTERNATIONAL FINANCIAL REPORTING STANDARDS**

### *New and amended standards adopted by the Group*

None of the following new standards, interpretations and amendments, effective for the first time from 1 April 2015, have had a material effect on the financial statements of the Group or the Company.

- IFRS 3 Business combinations
- IFRS 8 Operating segments
- IFRS 13 Fair value measurement
- IAS 24 Related party disclosures

### *Standards, interpretations and amendments to published standards that are not yet effective*

Certain new standards, amendments and interpretations to existing standards have been published that are mandatory for the Group or Company's accounting periods beginning on or after 1 April 2016 or later periods and have not been early adopted. It is anticipated that these new standards, interpretations and amendments currently in issue at the time of preparing the financial statements may have a material effect on the consolidated financial statements of the Group, however the extent of this has not yet been assessed.

- IFRS 9 Financial Instruments
- IFRS 15 Revenue from Contracts with Customers
- IFRS 16 Leases

## **REVENUE RECOGNITION**

Revenue represents fees receivable from the provision of a range of property, insurance and surveying services to the residential property sector.

All revenue is measured as the fair value of the consideration received or receivable and represents amounts receivable for services provided in the normal course of business, net of discounts, VAT and other sales related taxes.

Revenue in property management and services companies is recognised in the period in which the services are provided.

Revenue relating to chartered surveying services is recognised when the services are provided. If services have been provided and not invoiced, the revenue is accrued.

Insurance brokerage is recognised at the start of the policy to which the brokerage relates.

## **SHARE BASED PAYMENTS**

The Group has applied the requirements of IFRS 2 Share based payments. IFRS 2 requires the recognition of a charge for share based payment transactions which include for example share options or restricted shares granted to employees that require a certain length of service before vesting. These are reassessed on an annual basis. The fair value of the options granted is measured on the date at which they are granted by using the Black Scholes option pricing model and is expensed to the statement of comprehensive income over the appropriate vesting period.

### **PURCHASED GOODWILL**

Goodwill arising on acquisition and consolidation represents the excess of the costs of acquisition over the Group's interest in the fair value of the identifiable assets and liabilities of a business at the date of acquisition.

Following initial recognition, goodwill is measured at cost less any accumulated impairment losses. For the purpose of impairment testing, goodwill is allocated to the Group's cash-generating units that are expected to benefit from the synergies of the combination.

Goodwill is reviewed for impairment annually or more frequently if there is an indication of impairment. Impairment for goodwill is determined by assessing the recoverable amount of the cash-generating unit to which the goodwill relates. Where the recoverable amount of the cash-generating unit is less than the carrying value of the cash-generating unit to which goodwill has been allocated, an impairment loss is recognised. Impairment losses on goodwill cannot be reversed in future periods.

### **OTHER INTANGIBLE ASSETS**

Intangible assets acquired separately are measured on initial recognition at cost. An intangible asset acquired as part of a business combination is recognised separately from goodwill if the asset is separable or arises from contractual or other legal rights and its fair value can be measured reliably. Following initial recognition, intangible assets are carried at cost less any accumulated amortisation and any accumulated impairment losses. Internally generated intangible assets, excluding capitalised development costs, are not capitalised and expenditure is reflected in profit or loss in the year in which the expenditure is incurred.

Intangible assets are amortised over their useful life and assessed for impairment whenever there is an indication of impairment. The amortisation period and the amortisation method for intangible assets are reviewed at least at each financial year end. The amortisation expense on intangible assets is recognised in the statement of comprehensive income in the expense category consistent with the function of the intangible asset. A full year's amortisation is recognised in the year of acquisition.

Amortisation is provided on straight line basis on intangible assets as follows:

|                        |          |
|------------------------|----------|
| Customer Relationships | 25 years |
| Software               | 8 years  |

### **PROPERTY, PLANT AND EQUIPMENT**

Property, plant and equipment are stated at historical cost. Depreciation is provided on all property, plant and equipment at rates calculated to write each asset down to its estimated residual value evenly over its expected useful life, as follows:-

|                                |                            |
|--------------------------------|----------------------------|
| Property, plant and equipment: | between 4 and 6 years.     |
| Leasehold improvements:        | length of remaining lease. |

### **IMPAIRMENT OF PROPERTY, PLANT, EQUIPMENT AND INTANGIBLE ASSETS EXCLUDING GOODWILL**

At each statement of financial position date, the Group reviews the carrying amounts of its property, plant and equipment and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where the asset does not generate cash flows that are independent from other assets, the Group estimates the recoverable amount of the cash-generating unit to which the asset belongs.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised as an expense immediately, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease. Where an impairment loss subsequently reverses, the carrying amount of the asset (cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (cash-generating unit) in prior years. A reversal of an impairment loss is recognised as income immediately, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

### **CLIENT MONIES**

The management of client monies is part of the Group's residential management activities. This money belongs to clients, but the Group has administrative control over the monies in order to perform management services. These monies are not recognised on the Group statement of financial position.

### **INVESTMENTS**

Investments in subsidiary undertakings held as non current assets are stated at cost less provision for impairment.

### **FINANCIAL INSTRUMENTS**

Financial assets and financial liabilities are recognised on the Group's statement of financial position when the Group has become a party to the contractual provisions of the instrument.

### **TRADE RECEIVABLES**

Trade receivables are classified as loans and receivables and are initially recognised at fair value. They are subsequently measured at their amortised cost using the effective interest method less any provision for impairment. A provision for impairment is made where there is objective evidence, (including customers with financial difficulties or in default on payments), that amounts will not be recovered in accordance with original terms of the agreement. A provision for impairment is established when the carrying value of the receivable exceeds the present value of the future cash flow discounted using the original effective interest rate. The carrying value of the receivable is reduced through the set off of the bad debt provision and any impairment loss is recognised in the statement of comprehensive income.

## **CASH AND CASH EQUIVALENTS**

Cash and cash equivalents comprise cash in hand and at bank and other short-term deposits held by the Group with maturities of less than three months. Where overall cash balances, after being offset against all overdrafts where a legal right of set off exists, are positive, the balance is presented on the face of the balance sheet under cash and cash equivalents. Where the net cash balances are negative, the balance is presented as part of financing liabilities in the balance sheet and not considered part of cash and cash equivalents.

## **BORROWINGS**

Loans are recorded initially at their fair value, net of direct transaction costs. Such instruments are subsequently carried at their amortised cost and finance charges, including premiums payable on settlement or redemption, are recognised in profit or loss over the term of the instrument using an effective rate of interest.

## **TRADE PAYABLES**

Trade payables are initially recognised at fair value and subsequently at amortised cost using the effective interest method.

## **LEASES**

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

## **TAXATION**

The tax expense represents the sum of the current tax expense and deferred tax expense.

The current tax payable is based on taxable profit for the year. Taxable profit differs from net profit as reported in the statement of comprehensive income because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The Group's liability for current tax is calculated by using tax rates that have been enacted or substantively enacted by the statement of financial position date.

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amount of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit, and is accounted for using the liability method. Deferred tax liabilities are recognised for all taxable temporary differences and deferred tax assets are recognised to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilised. Such assets and liabilities are not recognised if the temporary difference arises from the initial recognition of goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction which affects neither the tax profit nor the accounting profit.

Deferred tax liabilities are recognised for taxable temporary differences arising on investments in subsidiaries, except where the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred tax is calculated at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled based upon tax rates that have been enacted or substantively enacted by the statement of financial position date. Deferred tax is charged or credited in profit or loss, except when it relates to items credited or charged directly to other comprehensive income, in which case the deferred tax is also dealt with in other comprehensive income.



## **CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS**

Critical accounting estimates are based on management's best knowledge of the amount, events or actions, actual results may differ from those estimates.

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The resulting accounting estimates and assumptions 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.

### *Impairment of investments, goodwill and other intangible assets*

Determining whether goodwill and other intangible assets are impaired requires an estimation of the value in use of the cash generating units (CGU) to which goodwill and intangible assets have been allocated. The value in use calculation requires an estimation of future cash flows expected to arise from the CGU and a suitable discount rate in order to calculate the present value. The value in use of the CGUs enable an estimate to be made on whether or not there has been any impairment as shown in note 12.

### *Valuation of share based payments*

The charge for share based payments is calculated in accordance with the analysis described in note 22. The model requires highly subjective assumptions to be made including the future volatility of the Company's share price, expected dividend yield and risk-free interest rates. The Directors draw upon a variety of external sources to aid in the determination of the appropriate data to use in such calculations.

### *Valuation and useful lives of intangible assets*

In order to determine the value of the separately identifiable intangible assets on the acquisition of a business combination, management are required to make estimates of incremental profits when applying the Group's valuation methodologies. Estimate and judgement is also required in determining the appropriate amortisation period. The Directors have based their estimate on historic client retention rates of 96% consequently customer relationship lives are estimated to be 25 years.

Details of the carrying value of goodwill and other intangible assets are set out in notes 11 and 12.

### *Contingent and deferred consideration*

Contingent and deferred consideration relating to acquisitions has been included based on management's estimate of the fair value of the consideration due. Details of this are set out in note 10.

**1. PRESENTATION OF FINANCIAL STATEMENTS**

The financial information has been prepared using the recognition and measurement principles of IFRS as adopted by the European Union and the Companies Act 2006 applicable to companies reporting under IFRS.

The financial information is presented in pounds sterling, prepared on a historical cost basis and, unless otherwise stated, rounded to the nearest thousand.

**2. REVENUE STREAMS**

The principal revenue streams of the group are set out below:

|                       | 2016<br>£'000 | 2015<br>£'000 |
|-----------------------|---------------|---------------|
| Property management   | 15,517        | 14,614        |
| Professional services | 864           | 760           |
| Insurance services    | 2,183         | 1,853         |
| Total                 | 18,564        | 17,227        |

**3. OPERATING SEGMENTS**

For management purposes, the Group is currently organised into three operating divisions – property management, professional services and insurance services. These divisions are the basis on which the Group reports into the Chief Executive and forms the basis of IFRS 8 disclosure.

Principal activities are as follows:

- Property management: residential property management.
- Professional services: chartered surveying services.
- Insurance services: insurance broking intermediary services.

All of the Group's operations are carried out within the United Kingdom.

Analysis of the segment information about these businesses is presented in the next page. Segment assets include intangibles, plant and equipment, receivables and operating cash. Segment liabilities comprise of operating liabilities and deferred consideration for acquisitions.

There is no trading between reportable segments.

The Group has no major customers.

**HML HOLDINGS PLC**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

**3. BUSINESS SEGMENTS (CONTINUED)**

|  | 2016<br>Property<br>Management<br>£'000 | 2016<br>Professional<br>Services<br>£'000 | 2016<br>Insurance<br>Services<br>£'000 | 2016<br>Unallocated/<br>Corporate<br>£'000 | 2016<br>Consolidated<br>£'000 | 2015<br>Property<br>Management<br>£'000 | 2015<br>Professional<br>Services<br>£'000 | 2015<br>Insurance<br>Services<br>£'000 | 2015<br>Unallocated/<br>Corporate<br>£'000 | 2015<br>Consolidated<br>£'000 |
|--|---|---|--|--|-------------------------------|---|---|--|--|-------------------------------|
| <b>Revenue</b>                                   |   |   |  |  |                               |   |   |  |  |                               |
| External revenues                                | 15,517                                  | 864                                       | 2,183                                  | -  | 18,564                        | 14,614                                  | 760                                       | 1,853                                  | -  | 17,227                        |
| <b>Result</b>                                    |   |   |  |  |                               |   |   |  |  |                               |
| Profit from operations /(loss)                   | 912                                     | 128                                       | 1,651                                  | (1,469)                                    | 1,222                         | 1,186                                   | 26  | 1,397                                  | (1,449)                                    | 1,160                         |
| Net finance costs                                |   |   |  |  | (10)                          |   |   |  |  | (21)                          |
| Profit before tax                                |   |   |  |  | 1,212                         |   |   |  |  | 1,139                         |
| Income tax                                       |   |   |  |  | (200)                         |   |   |  |  | (211)                         |
| Profit for the year                              |   |   |  |  | 1,012                         |   |   |  |  | 928                           |
| <b>Other information</b>                         |   |   |  |  |                               |   |   |  |  |                               |
| Property, plant, equipment – capital expenditure | 181                                     | 1   | -                                      | 98   | 280                           | 532                                     | -   | -                                      | 7  | 539                           |
| Depreciation                                     | (246)                                   | (2)                                       | -                                      | (11)                                       | (259)                         | (198)                                   | (2)                                       | -                                      | (10)                                       | (210)                         |
| Intangible assets                                | (1,395)                                 |   |  | (208)                                      | (1,603)                       | (2,016)                                 | -   | -                                      | (198)                                      | (2,214)                       |
| Amortisation                                     | 230                                     | -   | -                                      | 160  | 390                           | (205)                                   | -   | -                                      | (150)                                      | (355)                         |
| Share based payment charge                       | -                                       | -   | -                                      | (22)                                       | (22)                          | -                                       | -   | -                                      | (20)                                       | (20)                          |
| <b>Assets</b>                                    |   |   |  |  |                               |   |   |  |  |                               |
| Segment assets                                   | 10,546                                  | 782                                       | 3,287                                  | 764  | 15,379                        | 12,140                                  | 392                                       | 814                                    | 618  | 13,964                        |
| <b>Liabilities</b>                               |   |   |  |  |                               |   |   |  |  |                               |
| Segment liabilities                              | (3,275)                                 | (234)                                     | (595)                                  | (1,331)                                    | (5,435)                       | (3,599)                                 | (106)                                     | (520)                                  | (951)                                      | (5,176)                       |

**HML HOLDINGS PLC**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

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**4. PROFIT RECONCILIATION**

The reconciliation set out below provides additional information to enable the reader to reconcile to the numbers discussed in the Chairman's and Chief Executive's report

|  | 2016<br>£'000 | 2015<br>£'000 |
|--|---------------|---------------|
| Revenue  | 18,564        | 17,227        |
| Direct operating expenses  | (15,643)      | (14,413)      |
|  | <hr/>         | <hr/>         |
| Profit contribution from businesses  | 2,921         | 2,814         |
| Central operating overheads  | (1,287)       | (1,279)       |
|  | <hr/>         | <hr/>         |
| Profit before interest, exceptional items, share based payment charges, amortisation of other intangible assets and taxation | 1,634         | 1,535         |
| Finance costs  | (10)          | (21)          |
|  | <hr/>         | <hr/>         |
| Profit before exceptional items, share based payment charges, amortisation of other intangible assets and taxation           | 1,624         | 1,514         |
| Amortisation of other intangible assets  | (390)         | (355)         |
| Share based payment charge   | (22)          | (20)          |
|  | <hr/>         | <hr/>         |
| Profit before taxation   | 1,212         | 1,139         |
|  | <hr/> <hr/>   | <hr/> <hr/>   |

Direct operating expenses and central operating overheads include depreciation and staff costs.

**5. FINANCE COSTS**

|   | 2016<br>£'000 | 2015<br>£'000 |
|---|---------------|---------------|
| Interest payable on bank loans and overdrafts | 10            | 21            |
|   | <hr/>         | <hr/>         |
|   | 10            | 21            |
|   | <hr/> <hr/>   | <hr/> <hr/>   |

**HML HOLDINGS PLC**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

| <b>6. PROFIT FROM OPERATIONS</b>                                    | 2016   | 2015   |
|---|--------|--------|
|   | £'000  | £'000  |
| Profit from operations is stated after charging:                    |        |        |
| Depreciation and amounts written off property, plant and equipment: |        |        |
| - charge for the year on owned assets                               | 259    | 210    |
| Amortisation of intangible assets                                   | 390    | 355    |
| Operating lease rentals:  |        |        |
| - land and buildings  | 628    | 549    |
| Set out below is an analysis of other operating expenses;           |        |        |
|   | 2016   | 2015   |
|   | £'000  | £'000  |
| Employee salaries and staff related expenses                        | 12,895 | 11,859 |
| Management costs  | 253    | 318    |
| Travel costs  | 187    | 190    |
| Advertising costs   | 46     | 56     |
| Communications  | 461    | 421    |
| Premises costs  | 1,709  | 1,624  |
| Professional fees   | 630    | 580    |
| IT costs  | 427    | 388    |
| Depreciation  | 259    | 210    |
| Amortisation  | 390    | 355    |
| Share based payment charges   | 22     | 20     |
| Other expenses  | 63     | 46     |
| Other operating expenses  | 17,342 | 16,067 |

Amounts payable to the auditor and its related entities in respect of both audit and non-audit services are set out below:

|   | 2016  | 2015  |
|---|-------|-------|
|   | £'000 | £'000 |
| Fees payable for the statutory audit of the Company's annual accounts | 12    | 12    |
| Fees payable to auditor for other services:                           |       |       |
| Statutory audit of the Company's subsidiaries                         | 39    | 31    |
| Total fees payable to the auditor                                     | 51    | 43    |

**HML HOLDINGS PLC**  
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|  |      |      |
|--|------|------|
| <b>7. EMPLOYEES AND STAFF COSTS</b>  | 2016 | 2015 |
|  | No.  | No.  |
| The average monthly number of persons (including directors) employed by the group during the year was: |      |      |
| Management   | 11   | 10   |
| Property Management  | 258  | 250  |
| Administration   | 42   | 38   |
| Accounts   | 78   | 70   |
|  | 389  | 368  |

|                                    |        |        |
|------------------------------------|--------|--------|
|                                    | 2016   | 2015   |
|                                    | £'000  | £'000  |
| Staff costs for the above persons: |        |        |
| Wages and salaries                 | 11,032 | 10,092 |
| Social security costs              | 1,120  | 1,013  |
| Pension costs                      | 97     | 74     |
| Share based payment charge         | 22     | 20     |
|                                    | 12,271 | 11,179 |

**DIRECTORS' REMUNERATION**

The total amounts for directors' remuneration in accordance with Schedule 5 of the Accounting Regulations were as follows:

|  |       |       |
|--|-------|-------|
|  | 2016  | 2015  |
|  | £'000 | £'000 |
| Salaries, fees, bonuses and benefits in kind | 362   | 337   |
| Money purchase pension contributions         | 18    | 17    |
| Directors' remuneration                      | 380   | 354   |
| Notional gains on exercise of share options  | 101   | 31    |
|  | 481   | 385   |

Three directors are members of the company money purchase scheme.

Directors' emoluments disclosed above include the following payments

|                                     |       |       |
|-------------------------------------|-------|-------|
|                                     | 2016  | 2015  |
|                                     | £'000 | £'000 |
| Emoluments of highest paid director | 176   | 169   |

**DIRECTORS' TRANSACTIONS**

Dividends totalling £20,000 (2015: £16,000) were paid in the year respect of ordinary shares held by the Company's directors.

**HML HOLDINGS PLC**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

| <b>8. INCOME TAX</b>                                     | 2016<br>£'000 | 2015<br>£'000 |
|--|---------------|---------------|
| UK Corporation tax:                                      |               |               |
| Current tax on profits of the year                       | 220           | 210           |
| (Over provision)/under provision of tax in previous year | (20)          | 1             |
|  | <hr/>         | <hr/>         |
| Tax attributable to the company and its subsidiaries     | 200           | 211           |
|  | <hr/>         | <hr/>         |

Factors affecting tax charge for the year

The tax assessed for the period is lower than the standard rate of corporation tax in the UK of 20% (2015: 21%). The differences are explained below:

|  | 2016<br>£'000 | 2015<br>£'000 |
|--|---------------|---------------|
| Profit before tax  | 1,212         | 1,139         |
|  | <hr/>         | <hr/>         |
| Profit before tax multiplied by the standard rate of corporation tax in the UK of 20% (2015: 21%). | 243           | 237           |
| Effects of:  |               |               |
| Deferred tax assets not recognised   | (32)          | (56)          |
| Amortisation and non deductible expenses adjustment  | 9             | 29            |
| (Over provision)/under provision in previous years   | (20)          | 1             |
|  | <hr/>         | <hr/>         |
| Tax charge for the year  | 200           | 211           |
|  | <hr/>         | <hr/>         |

Future tax charges may be affected by the fact that no deferred tax asset is recognised in respect of losses. Deferred tax assets are not recognised until the utilisation of the losses is probable.

The Group has losses carried forward in its subsidiary, HML Hathaways Limited which can be recovered against future profits arising from the same trade. The total tax losses carried forward to future years are £1,243,000 (2015: £1,243,000). The unprovided deferred tax asset in respect of these losses is £249,000 (2015: £249,000).

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**9. EARNINGS PER SHARE**

The calculation of the basic and diluted earnings per share is based on the following data

|   | 2016<br>£'000 | 2015<br>£'000 |
|---|---------------|---------------|
| <i>Earnings</i>   |               |               |
| Earnings for the purposes of basic earnings per share                                     | 1,012         | 928           |
| Earnings for the purposes of diluted earnings per share                                   | 1,012         | 928           |
| <br>  |               |               |
| <i>Number of shares</i>   |               |               |
|   | 2016<br>'000  | 2015<br>'000  |
| Weighted average number of ordinary shares for the purposes of basic earnings per share   | 37,864        | 37,130        |
| Effect of dilutive potential ordinary shares:   |               |               |
| - share options   | 1,701         | 2,109         |
| Weighted average number of ordinary shares for the purposes of diluted earnings per share | 39,565        | 39,239        |
| <br>  |               |               |
| Basic earnings per ordinary share   | 2.7p          | 2.5p          |
| Fully diluted earnings per ordinary share   | 2.6p          | 2.4p          |

The diluted earnings per share are the basic earnings per share adjusted for the dilutive effect of the conversion into fully paid shares of the outstanding share options.

**10. BUSINESS COMBINATIONS (ACQUISITIONS)**

On 31 July 2015, HML Andertons Ltd purchased the trade and assets of Clearwater, a business based in Bolton. The acquisition reinforces HML Andertons Ltd position as the leading property manager in the area and gives the Group an office in Bolton.

The fair value of the net assets acquired is set out below:

|                                 |       |
|---------------------------------|-------|
|                                 | £'000 |
| Consideration                   | 86    |
| Less: the fair value of assets: |       |
| Customer relationships          | (38)  |
| Goodwill                        | 48    |

The residual difference between the total consideration paid and the net value of the recognised assets acquired has been capitalised as goodwill. The goodwill recognised on the acquisition is mainly attributable to the skills and knowledge within the business.

|                          |       |
|--------------------------|-------|
|                          | £'000 |
| Satisfied by:            |       |
| Cash on completion       | 62    |
| Contingent consideration | 24    |
|                          | 86    |

Net cashflow arising on the acquisition was £62,000 which represents the initial consideration paid.



**10. BUSINESS COMBINATIONS (ACQUISITIONS) CONTINUED**

The contingent consideration of £24,000 is due within one year and is adjustable depending on the retention of clients and the arrival of contracted new clients. The range of potential payments of contingent consideration could vary from £0 to £24,000, however the more likely outcome would be to pay £24,000.

If the acquisition of Clearwater had been completed on the first day of the financial year, group revenues for the period would have increased by £18,000 and the group profit attributable to equity holders of the parent would have increased by £2,000. The business of Clearwater contributed £35,000 to the Group's revenue and increased the Group's profit by £2,000 from the date of acquisition to the year-end date.

On 25 September 2015, HML Shaw Ltd purchased the trade and assets of Castle Wildish, a property management business based in Walton on Thames. The acquisition has reinforced HML Shaw Ltd's position as one of the leading property managers in the area.

The fair value of net assets acquired is set out below:

|                                 |            |
|---------------------------------|------------|
|                                 | £'000      |
| Consideration                   | 504        |
| Other transaction costs         | 10         |
| Less: the fair value of assets: |            |
| Customer relationships          | (252)      |
| Goodwill                        | <u>262</u> |

The residual difference between the total consideration paid and the net value of the recognised assets acquired has been capitalised as goodwill. The goodwill recognised on the acquisition is mainly attributable to the skills and knowledge within the business.

|                          |            |
|--------------------------|------------|
|                          | £'000      |
| Satisfied by:            |            |
| Cash on completion       | 403        |
| Contingent consideration | 101        |
|                          | <u>504</u> |

Net cash flow arising on the acquisition was £413,000 which represents the initial consideration and transaction costs paid. The contingent consideration of £101,000 is due within one year and is adjustable depending on the retention of clients and the arrival of contracted new clients. The range of potential payments of contingent consideration could vary from £0 to £101,000, however the more likely outcome would be to pay £101,000.

If the acquisition of Castle Wildish had been completed on the first day of the financial year, group revenues for the period would have increased by £190,000 and the group profit attributable to equity holders of the parent would have increased by £27,000. The business of Castle Wildish contributed £191,000 to the Group's revenue and increased the Group's profit by £27,000 from the date of acquisition to the year-end date.

On 8 January 2016, HML Hawksworth Ltd purchased 100% of the share capital of Managed Living Partnership Limited (MLPL). The acquisition gives HML Hawksworth Limited a stronger presence in South East London and an office in that area.

**10. BUSINESS COMBINATIONS (ACQUISITIONS) CONTINUED**

The fair value of net assets acquired is set out below:

|                                    |       |
|------------------------------------|-------|
|                                    | £'000 |
| Consideration                      | 717   |
| Stamp duty                         | 3     |
|                                    | <hr/> |
| Total consideration:               | 720   |
| Less: the fair value of assets:    |       |
| Customer relationships             | (360) |
| Fixed assets                       | (30)  |
| Trade and other debtors            | (30)  |
| Cash                               | (23)  |
| Add: the fair value of liabilities |       |
| Other creditors                    | 57    |
|                                    | <hr/> |
| Goodwill                           | 334   |
|                                    | <hr/> |

The residual difference between the total consideration paid and the net value of the recognised assets acquired has been capitalised as goodwill. The goodwill recognised on the acquisition is mainly attributable to the skills and knowledge within the business.

|                          |       |
|--------------------------|-------|
|                          | £'000 |
| Satisfied by:            |       |
| Cash on completion       | 572   |
| Contingent consideration | 145   |
|                          | <hr/> |
|                          | 717   |
|                          | <hr/> |

Net cash flow arising on the acquisition was £575,000 which represents the initial consideration paid and the stamp duty. The contingent consideration of £145,000 is due within one year and is adjustable depending on the retention of clients and the arrival of contracted new clients. The range of potential payments of contingent consideration could vary from £0 to £145,000, however the more likely outcome would be to pay £145,000.

If the acquisition of the shares of MLPL had been completed on the first day of the financial year, group revenues for the period would have increased by £438,000 and the group profit attributable to equity holders of the parent would have increased by £12,000. The business of MLPL contributed £116,000 to the Group's revenue and increased the Group's profit by £9,000 from the date of acquisition to the year-end date.

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**11. GOODWILL**

|                         | Purchased goodwill<br>£'000 |
|-------------------------|-----------------------------|
| GROUP                   |                             |
| Cost:                   |                             |
| 1 April 2014            | 6,451                       |
| Additions               | 1,074                       |
|                         | <hr/>                       |
| 31 March 2015           | 7,525                       |
|                         | <hr/>                       |
| Cost:                   |                             |
| 1 April 2015            | 7,525                       |
| Additions               | 723                         |
|                         | <hr/>                       |
| 31 March 2016           | 8,248                       |
|                         | <hr/>                       |
| Accumulated impairment: |                             |
| 1 April 2014            | 1,295                       |
| Charged in the year     | -                           |
|                         | <hr/>                       |
| 31 March 2015           | 1,295                       |
|                         | <hr/>                       |
| Accumulated impairment: |                             |
| 1 April 2015            | 1,295                       |
| Charged in the year     | -                           |
|                         | <hr/>                       |
| 31 March 2016           | 1,295                       |
|                         | <hr/>                       |
| Net book value:         |                             |
| 31 March 2016           | 6,953                       |
|                         | <hr/>                       |
| 31 March 2015           | 6,230                       |
|                         | <hr/>                       |
| 31 March 2014           | 5,156                       |
|                         | <hr/>                       |

Of the £723,000 added during the year, £48,000 relates to the purchases of Clearwater by HML Andertons Limited, £334,000 relates to the purchase of Managed Living Partnership Limited by HML Hawksworth Limited, £21,000 relates to the purchase of a portfolio from Williamson and Dace by HML Hathaways Limited and £262,000 relates to the purchase of Castle Wildish by HML Shaw Ltd. The balance of £58,000 is due to the provision for deferred tax on the purchases.

**ALLOCATION OF GOODWILL TO CASH-GENERATING UNITS**

Goodwill has been allocated for impairment testing purposes to the following cash-generating units:

- HML Hawksworth Limited
- HML Andertons Limited
- HML Hathaways Limited
- HML Shaw Limited
- Shaw & Co (Surveyors) Limited

**11. GOODWILL (CONTINUED)**

The carrying amount of goodwill and other intangible assets was allocated to the cash-generating units as follows:

|                               | Goodwill      |               |
|-------------------------------|---------------|---------------|
|                               | 2016<br>£'000 | 2015<br>£'000 |
| HML Hawksworth Limited        | 1,429         | 1,095         |
| HML Andertons Limited         | 2,612         | 2,556         |
| HML Hathaways Limited         | 918           | 897           |
| HML Shaw Limited              | 1,873         | 1,561         |
| Shaw & Co (Surveyors) Limited | 121           | 121           |
|                               | 6,953         | 6,230         |

**ANNUAL TEST FOR IMPAIRMENT**

During the year, the Group assessed the recoverable amount of each cash-generating unit using a value in use basis.

The cash flow projections for cash generating units are set out over five years using a long term growth rate of 6% for revenue and 5% for expenses and then discounted into perpetuity at a rate of 2.5%. These projections are based on the experience of the management team and recent management forecasts.

The projections are then discounted at a rate of 10% which is approximate to the Weighted Average Cost of Capital for the Group to determine if any intangible cash generating units have been impaired.

It was concluded that no intangible was impaired.

**ADDITIONS TO GOODWILL**

The additions to goodwill and other intangibles assets during the year were as follows:

|                                   | Goodwill | Other                |
|-----------------------------------|----------|----------------------|
|                                   | £'000    | intangibles<br>£'000 |
| Cost:                             |          |                      |
| 1 April 2015                      | 7,525    | 6,425                |
| Addition – HML Andertons Limited  | 48       | 38                   |
| Addition – HML Hawksworth Limited | 334      | 360                  |
| Addition – HML Hathaways Limited  | 21       | 22                   |
| Addition – HML Shaw Limited       | 262      | 252                  |
| Addition - software               | -        | 208                  |
| Addition – deferred tax           | 58       | -                    |
|                                   | 8,248    | 7,305                |

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**12. OTHER INTANGIBLE ASSETS**

|                                  | Client Relationships<br>£'000 | Software<br>£'000 | Total<br>£'000 |
|----------------------------------|-------------------------------|-------------------|----------------|
| GROUP                            |                               |                   |                |
| Cost:                            |                               |                   |                |
| 1 April 2014                     | 4,221                         | 1,064             | 5,285          |
| Additions                        | -                             | 198               | 198            |
| Arising from acquisitions        | 942                           | -                 | 942            |
| 31 March 2015                    | 5,163                         | 1,262             | 6,425          |
| Cost:                            |                               |                   |                |
| 1 April 2015                     | 5,163                         | 1,262             | 6,425          |
| Additions                        | -                             | 208               | 208            |
| Arising from acquisitions        | 672                           | -                 | 672            |
| 31 March 2016                    | 5,835                         | 1,470             | 7,305          |
| Accumulated amortisation:        |                               |                   |                |
| 1 April 2014                     | 784                           | 556               | 1,340          |
| Amortisation charged in the year | 205                           | 150               | 355            |
| 31 March 2015                    | 989                           | 706               | 1,695          |
| Accumulated amortisation         |                               |                   |                |
| 1 April 2015                     | 989                           | 706               | 1,695          |
| Amortisation charged in the year | 230                           | 160               | 390            |
| 31 March 2016                    | 1,219                         | 866               | 2,085          |
| Net book value:                  |                               |                   |                |
| 31 March 2016                    | 4,616                         | 604               | 5,220          |
| 31 March 2015                    | 4,174                         | 556               | 4,730          |
| 31 March 2014                    | 3,437                         | 508               | 3,945          |

During the year £208,000 was spent on the purchase and development of the property management software used within the property management business.

Client relationships arising on acquisitions of property management companies are capitalised and classified as other intangible assets on the statement of financial position. As property management companies operate in exceptionally stable marketplaces, the client relationships are considered to have a life of 25 years.

The client relationships capitalised have a remaining amortisation period of between 11 and 25 years.

**12. OTHER INTANGIBLE ASSETS (CONTINUED)**

|                                  | Software    |
|----------------------------------|-------------|
| COMPANY                          | £'000       |
| Cost:                            |             |
| 1 April 2014                     | 1,064       |
| Additions                        | 198         |
|                                  | <hr/>       |
| 31 March 2015                    | 1,262       |
|                                  | <hr/>       |
| 1 April 2015                     | 1,262       |
| Additions                        | 208         |
|                                  | <hr/>       |
| 31 March 2016                    | 1,470       |
|                                  | <hr/>       |
| Accumulated amortisation:        |             |
| 1 April 2014                     | 556         |
| Amortisation charged in the year | 150         |
|                                  | <hr/>       |
| 31 March 2015                    | 706         |
|                                  | <hr/>       |
| 1 April 2015                     | 706         |
| Amortisation charged in the year | 160         |
|                                  | <hr/>       |
| 31 March 2016                    | 866         |
|                                  | <hr/>       |
| Net book value:                  |             |
| 31 March 2016                    | 604         |
|                                  | <hr/>       |
| 31 March 2015                    | 556         |
|                                  | <hr/>       |
| 31 March 2014                    | 508         |
|                                  | <hr/> <hr/> |

**HML HOLDINGS PLC**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

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**13. PROPERTY, PLANT AND EQUIPMENT**

| GROUP                     | Group<br>£'000 | Company<br>£'000 |
|---------------------------|----------------|------------------|
| Cost:                     |                |                  |
| 1 April 2014              | 1,043          | 53               |
| Additions                 | 539            | 7                |
| Disposals                 | (52)           | -                |
| 31 March 2015             | 1,530          | 60               |
| 1 April 2015              | 1,530          | 60               |
| Additions                 | 280            | 98               |
| Disposals                 | (35)           | -                |
| 31 March 2016             | 1,775          | 158              |
| Accumulated depreciation: |                |                  |
| 1 April 2014              | 669            | 34               |
| Charged in the year       | 210            | 10               |
| Disposals                 | (42)           | -                |
| 31 March 2015             | 837            | 44               |
| 1 April 2015              | 837            | 44               |
| Charged in the year       | 259            | 11               |
| Disposals                 | (22)           | -                |
| 31 March 2016             | 1,074          | 55               |
| Net book value:           |                |                  |
| 31 March 2016             | 701            | 103              |
| 31 March 2015             | 693            | 16               |
| 31 March 2014             | 374            | 19               |

**14. INVESTMENTS IN SUBSIDIARY COMPANIES**

| COMPANY                   | Shares in<br>subsidiaries<br>£'000 |
|---------------------------|------------------------------------|
| Cost:                     |                                    |
| 1 April 2014              | 7,306                              |
| Additions                 | -                                  |
|                           | <hr/>                              |
| 31 March 2015             | 7,306                              |
|                           | <hr/>                              |
| 1 April 2015              | 7,306                              |
| Additions                 | -                                  |
|                           | <hr/>                              |
| 31 March 2016             | 7,306                              |
|                           | <hr/>                              |
| Provision for impairment: |                                    |
| 1 April 2014              | 2,172                              |
| Provided during the year: | -                                  |
|                           | <hr/>                              |
| 31 March 2015             | 2,172                              |
|                           | <hr/>                              |
| 1 April 2015              | 2,172                              |
| Provided during the year: | -                                  |
|                           | <hr/>                              |
| 31 March 2016             | 2,172                              |
|                           | <hr/>                              |
| Net book value:           |                                    |
| 31 March 2016             | 5,134                              |
|                           | <hr/>                              |
| 31 March 2015             | 5,134                              |
|                           | <hr/>                              |
| 31 March 2014             | 5,134                              |
|                           | <hr/>                              |



**14. INVESTMENTS IN SUBSIDIARY COMPANIES (CONTINUED)**

The company directly holds more than 20% of the equity of the following undertakings:-

| Subsidiary undertakings:                      | Class of holding | Proportion of ownership interest (%) | Proportion of voting power held (%) | Principal activity  |
|---|------------------|--------------------------------------|-------------------------------------|---------------------|
| HML Hawksworth Limited                        | Ordinary         | 100%                                 | 100%                                | Property Management |
| HML Andertons Limited                         | Ordinary         | 100%                                 | 100%                                | Property Management |
| HML Hathaways Limited                         | Ordinary         | 100%                                 | 100%                                | Property Management |
| HML Shaw Limited                              | Ordinary         | 100%                                 | 100%                                | Property Management |
| Shaw and Company (Surveyors) Limited          | Ordinary         | 100%                                 | 100%                                | Chartered Surveyors |
| Alexander Bonhill Limited                     | Ordinary         | 100%                                 | 100%                                | Insurance Brokers   |
| HML Concierge Services Limited                | Ordinary         | 100%                                 | 100%                                | Concierge Services  |
| HML Company Secretarial Limited               | Ordinary         | 100%                                 | 100%                                | Dormant             |
| PG Ashton Property Management Company Limited | Ordinary         | 100%                                 | 100%                                | Property Management |
| Managed Living Partnerships Limited           | Ordinary         | 100%                                 | 100%                                | Property Management |

All the companies set out above are incorporated in England & Wales.

**15. TRADE AND OTHER RECEIVABLES**

|  | Group         |               | Company       |               |
|--|---------------|---------------|---------------|---------------|
|  | 2016<br>£'000 | 2015<br>£'000 | 2016<br>£'000 | 2015<br>£'000 |
| Trade receivables                      | 849           | 797           | -             | -             |
| Amount owed by subsidiary undertakings | -             | -             | 1,364         | 1,231         |
| Other receivables                      | 58            | 91            | 2             | 2             |
| Prepayments and accrued income         | 1,598         | 1,423         | 55            | 44            |
|  | <u>2,505</u>  | <u>2,311</u>  | <u>1,421</u>  | <u>1,277</u>  |

The Directors consider that the carrying amount of trade and other receivables approximates to their fair value. Debts are provided once they are overdue and all attempts have been made to recover them. In the directors' opinion there are no material unprovided debtors.

**HML HOLDINGS PLC**  
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**16. CASH AND CASH EQUIVALENTS**

|                          | Group         |               | Company       |               |
|--------------------------|---------------|---------------|---------------|---------------|
|                          | 2016<br>£'000 | 2015<br>£'000 | 2016<br>£'000 | 2015<br>£'000 |
| Cash at bank and in hand | -             | -             | -             | -             |

The Group has a £1,500,000 overdraft facility with its bankers. The one year facility was renewed on 31 January 2016 and is secured via cross guarantees and debentures with Group companies which give the Group the ability to set off debit and credit balances in Group bank accounts.

Where overall cash balances, after being offset against all overdrafts, are positive, the balance is presented on the face of the balance sheet under cash and cash equivalents. Where the net cash balances are negative, the balance is presented as part of financing liabilities in the balance sheet.

**17. CURRENT LIABILITIES**

|  | Group         |               | Company       |               |
|--|---------------|---------------|---------------|---------------|
|  | 2016<br>£'000 | 2015<br>£'000 | 2016<br>£'000 | 2015<br>£'000 |
| Bank loans and overdrafts                | 597           | 657           | 686           | 609           |
| Trade payables                           | 428           | 479           | 5             | 49            |
| Amounts owed to subsidiary undertakings  | -             | -             | 4,183         | 4,522         |
| Corporation tax                          | 264           | 237           | -             | -             |
| Other taxation and social security costs | 843           | 931           | 14            | 15            |
| Other payables                           | 597           | 581           | 38            | 27            |
| Accruals and deferred income             | 1,179         | 1,154         | 163           | 251           |
| Deferred and contingent consideration    | 470           | 563           | -             | -             |
|  | <b>4,378</b>  | <b>4,602</b>  | <b>5,089</b>  | <b>5,473</b>  |

Trade creditors and accruals comprise of amounts outstanding for trade purchases and ongoing costs. The Directors consider that the carrying amount of trade payables approximates their fair value.

**18. NON CURRENT LIABILITIES**

|                        | Group         |               | Company       |               |
|------------------------|---------------|---------------|---------------|---------------|
|                        | 2016<br>£'000 | 2015<br>£'000 | 2016<br>£'000 | 2015<br>£'000 |
| Bank loans             | 425           | -             | 425           | -             |
| Deferred tax liability | 632           | 574           | -             | -             |
|                        | <u>1,057</u>  | <u>574</u>    | <u>425</u>    | <u>-</u>      |

In March 2016, a bank loan of £575,000 was taken out to assist with the purchase of various acquisitions.

The bank loan is repayable in quarterly instalments over a 5 year period and attracts an interest rate of 2.4% above LIBOR. Any difference between the interest value in the accounts and the contractual maturity is immaterial.

**19. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT**

The Group's activities and its capital structure expose it to a variety of financial risks: interest rate risk, credit risk and liquidity risk.

Risk management is carried out centrally under policies approved by the board of directors. The board provides written principles for overall risk management.

**MARKET RISK**

Market risk comprises of the following two risks:

(a) Foreign exchange risk

The Group operates in the UK and is currently not exposed to foreign exchange risk.

(b) Interest rate risk

Interest rate risk is the risk that the future cash flows associated with a financial instrument will fluctuate because of changes in market interest rates. The Group's interest rate risk arises from the use of its overdraft and the bank loan.

The overdraft is repayable on demand and bears variable interest charge of 1.75% above the Bank of England's base rate. The bank loan is repayable over five years and has an interest rate of 2.4% above LIBOR.

The Group invests surplus cash in bank deposits which bear interest based on short term money market rates and in doing so exposes itself to fluctuations in money market interest rates.

**19. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONTINUED)**

If interest rates has been 1% higher or lower and all other variables were held constant the Group's profit for the year ended 31 March 2016 and its equity at 31 March 2015 would have decreased or increased by £3,000 in each case. A 1% increase or decrease is used when reporting interest rate risk internally to key management personnel and represents management's assessment of a reasonable change in interest rates.

**CREDIT RISK**

Credit risk is the risk that a counterparty will default on its contractual obligations resulting in a financial loss to the Group. Trade receivables comprise of a large number of individual clients none of which represents in excess of 5% of trade receivables. Receivables in respect of residential property management fees are considered by management to be low risk as the non payment of service charges can result in forfeiture of the respective leases. Receivables balances are also monitored on an ongoing, regular basis with the result that the Group's exposure to bad debts is not significant.

All of the Group's cash and bank balances are held with recognised UK clearing banks.

The maximum exposure to credit risk is £1,751,000 (2015: £1,584,000).

**LIQUIDITY RISK**

Liquidity risk is the risk that the Group will encounter difficulty in meeting obligations associated with its financial liabilities. The Group monitors its risk to a shortage of funds using cash flow forecasting. This is performed on a weekly, quarterly and annual basis. The cash flow forecasts consider the maturity of both its financial investments and financial assets (e.g. accounts receivables, other financial assets) and projected cash flows from the operations. The Group's objective is to maintain a balance between continuity of funding and flexibility through the use of bank overdrafts and bank loans.

Contractual cash flows relating to the Group's financial liabilities are set out below.

**FINANCIAL ASSETS AND LIABILITIES**

The Group's financial assets and liabilities analysed by the categories defined in IAS39 were as follows:

|  | 2016          | 2015          |
|--|---------------|---------------|
|  | £'000         | £'000         |
| Financial assets   |               |               |
| Trade and other receivables (loans and receivables)                | 1,751         | 1,584         |
| Cash and cash equivalents  | -             | -             |
|  | <hr/> 1,751   | <hr/> 1,584   |
| Financial liabilities  |               |               |
| Trade and other payables (financial liabilities at amortised cost) | (2,062)       | (2,163)       |
| Bank overdraft/loan (financial liabilities at amortised cost)      | (1,022)       | (657)         |
| Contingent/deferred consideration (fair value through P&L)         | (470)         | (563)         |
|  | <hr/> (3,554) | <hr/> (3,383) |
|  | <hr/> (1,803) | <hr/> (1,799) |

Trade and other receivables are shown net of the bad debt provision of £43,000 (2015: £30,000)

**19. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONTINUED)**

As at 31 March 2016 trade receivables of £89,000 (2015: £108,000) were overdue but not impaired. The ageing analysis of these trade receivables is as follows:

|                         | 2016<br>£'000 | 2015<br>£'000 |
|-------------------------|---------------|---------------|
| Up to 3 months past due | 2             | 28            |
| 3 to 6 months past due  | 33            | 28            |
| Over 6 months past due  | 54            | 52            |
|                         | 89            | 108           |

Contractual cash flows relating to the Group's financial liabilities are as follows:

|  | 2016<br>£'000 | 2015<br>£'000 |
|--|---------------|---------------|
| Financial liabilities payable within one year            |               |               |
| Trade and other payables                                 | (2,062)       | (2,163)       |
| Bank overdraft/loans                                     | (597)         | (657)         |
|  | (2,659)       | (2,820)       |
| Financial liabilities payable between one and five years |               |               |
| Bank loan  | (425)         | -             |
|  | (3,084)       | (2,820)       |

Contractual cash flows are not materially different from carrying value.

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**20. DEFERRED TAX**

|                        | Group and Company |
|------------------------|-------------------|
|                        | £'000             |
| Deferred tax liability | 433               |
| At 1 April 2014        | 141               |
| Additions in the year  | 574               |
| At 31 March 2015       | 58                |
| Additions in the year  | 632               |
| At 31 March 2016       | 632               |

The deferred tax liability relates to intangible assets of business combinations acquired during the current and previous years.

The UK government has announced future changes to the Corporation tax rate. These changes resulted in a decrease in the standard rate of corporation tax to a standard rate of 20% from April 2016, falling to a rate of 18% by 2020. Consequently deferred tax has been calculated on this basis.

Any subsequent changes to the tax rates are not deemed to have a material impact on the financial statements.

**21. SHARE CAPITAL**

|  | Group and Company |       |
|--|-------------------|-------|
|  | 2016              | 2015  |
|  | £'000             | £'000 |
| Authorised:                              |                   |       |
| 163,733,200 ordinary shares of 1.5p each | 2,456             | 2,456 |
|  | 2,456             | 2,456 |

|  | Group and Company |            |
|--|-------------------|------------|
|  | 2016              | 2015       |
|  | £'000             | £'000      |
| Allotted, issued and fully paid ordinary shares of 1.5p: |                   |            |
| 1 April  | 561               | 554        |
| Issued during the year – 1,470,350 shares                | 22                | 7          |
| 31 March   | 583               | 561        |
| No. of shares in issue at year end                       | 38,883,346        | 37,412,996 |

All shares issued during the year ended 31 March 2016 related to the exercising of share options by HML staff in August 2015 and February 2016.

**22. SHARE OPTIONS**

In May 2006, the Company adopted an Enterprise Management Incentive Share Option Plan and an Unapproved Share Option Plan. The options issued have an exercise period of ten years (or earlier with the approval of the Board).

In May 2013, the company introduced company Share Option Plan (CSOP). The options issued have an exercise period of ten years.

Options were valued using the Black Scholes model. The fair value per option granted and the assumption used on the calculation are as follows:

| Grant date | Share price at grant date | Exercise price | No. of employees | Share options granted | Fair Value of options |
|------------|---------------------------|----------------|------------------|-----------------------|-----------------------|
| 08/10/2015 | 41.00p                    | 41.00p         | 62               | 834,000               | 4.31p                 |
| 06/08/2014 | 33.00p                    | 33.00p         | 56               | 819,500               | 3.74p                 |
| 25/07/2013 | 15.25p                    | 15.25p         | 51               | 895,000               | 2.94p                 |
| 26/07/2012 | 17.75p                    | 17.75p         | 66               | 886,000               | 3.01p                 |
| 24/06/2011 | 11.75p                    | 11.75p         | 59               | 781,000               | 2.84p                 |
| 24/06/2010 | 11.5p                     | 11.5p          | 8                | 270,000               | 2.45p                 |
| 30/06/2009 | 10p                       | 10p            | 76               | 712,250               | 2.00p                 |
| 31/03/2008 | 19p                       | 19p            | 75               | 763,000               | 1.97p                 |
| 12/02/2008 | 22p                       | 22p            | 8                | 80,000                | 2.67p                 |
| 07/12/2007 | 24p                       | 24p            | 5                | 50,000                | 2.34p                 |
| 26/06/2007 | 39p                       | 39p            | 55               | 288,000               | 1.02p                 |
| 27/06/2006 | 17p                       | 17p            | 103              | 1,147,500             | 2.97p                 |

The total fair value of options issued in the year was £35,428 (2015: £30,321). The volatility is measured by calculating the standard deviation of the natural logarithm of share price movements.

All options have a vesting life of 2 years and an option life of 10 years. The fair value of the options has been calculated using an expected volatility of 20% which is based on historical volatility and a risk free rate of 4.17% which is derived from the bank rate. The expected life of an option is estimated to be 6 years.

At the year-end, 3,939,850 of the issued options were exercisable and the weighted average remaining life of all options outstanding was 6.4 years (2015: 5.5 years)

In accordance with IFRS 2 Share based payments, the fair value of shares issued to management prior to flotation and the fair value at date of grant of the Group's share options issued on flotation are being charged to the statement of comprehensive income over the restricted and vesting periods respectively. Note 23 contains more detail on the share options issued during the year.

The share based payment charge for the year is £22,000 (2015: £20,000).

**22. SHARE OPTIONS (CONTINUED)**

A reconciliation of option movements are as follows:

|   | Number      | Weighted<br>average<br>exercise price |
|---|-------------|---------------------------------------|
| 31 March 2014                           | 4,490,700   | 16.11p                                |
| Granted                                 | 819,500     | 33.00p                                |
| Lapsed                                  | (59,000)    | 16.18p                                |
| Options exercised and new equity issued | (459,250)   | 13.99p                                |
| 31 March 2015                           | 4,791,950   | 19.22p                                |
| Granted                                 | 834,000     | 41.00p                                |
| Lapsed                                  | (215,750)   | 24.90p                                |
| Options exercised and new equity issued | (1,470,350) | 16.02p                                |
| 31 March 2016                           | 3,939,850   | 24.76p                                |

**23. SHARE PREMIUM**

|   | Group<br>£'000 | Company<br>£'000 |
|---|----------------|------------------|
| 31 March 2014   | 6,815          | 6,815            |
| Shares issued during the year ended<br>Capital reorganisation (see note 24) | 57<br>(6,743)  | 57<br>(6,743)    |
| 31 March 2015   | 129            | 129              |
| Shares issued during the year   | 215            | 215              |
| 31 March 2016   | 344            | 344              |



**24. CAPITAL REORGANISATION**

During the year ending 31 March 2015, the Group went through a successful capital re-organisation which resulted in the conversion of £6,743,000 of share premium reserves into distributable reserves.

The purpose of this re-organisation is to permit the Group to be able to pay a dividend to its shareholders.

**25. OTHER RESERVE**

This reserve relates to the cost of shares held in the employee benefit trust. The trust currently owns 443,918 shares in HML Holdings Plc (2015: 451,365 shares).

**26. MERGER RESERVE**

On 15 May 2006, a demerger agreement was entered into whereby LTC Holdings Plc agreed to transfer the business of Hawksworth Management Limited and its subsidiaries to a newly incorporated company, HML Holdings plc. The demerger completed on 2 June 2006 when HML Holdings plc issued 2,577,143 1.5p ordinary shares to acquire the entire share capital of Hawksworth Management Limited.

**27. DIVIDENDS**

The Directors have proposed paying a dividend of 0.33p per share in relation to the current year (2015: 0.30p per share).

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**28. CASH FLOWS**

|  | 2016<br>£'000 | 2015<br>£'000 |
|--|---------------|---------------|
| GROUP  |               |               |
| a. Reconciliation of operating profit to net cash flow from operating activities |               |               |
| Profit from operations   | 1,222         | 1,160         |
| Adjustments for:   |               |               |
| Depreciation   | 259           | 210           |
| Amortisation   | 390           | 355           |
| Share based payment charge   | 22            | 20            |
| Profit on disposal of fixed assets   | 13            | 10            |
|  | <hr/>         | <hr/>         |
| Operating cash flows before movements in working capital                         | 1,906         | 1,755         |
| Increase in receivables  | (194)         | (316)         |
| (Decrease)/Increase in payables  | (106)         | 524           |
|  | <hr/>         | <hr/>         |
| Net cash flow from operating activities  | 1,606         | 1,963         |
|  | <hr/>         | <hr/>         |
|  | 2016<br>£'000 | 2015<br>£'000 |
| b. Reconciliation of cash and cash equivalents                                   |               |               |
| Cash at bank   | -             | -             |
|  | <hr/>         | <hr/>         |
|  | -             | -             |
|  | <hr/>         | <hr/>         |
|  | 2016<br>£'000 | 2015<br>£'000 |
| c. Reconciliation of operating profit to net cash flow from operating activities |               |               |
| Loss from operations   | (1,468)       | (1,450)       |
| Depreciation   | 11            | 10            |
| Amortisation   | 160           | 150           |
| Share based payment charge   | 22            | 20            |
|  | <hr/>         | <hr/>         |
| Operating cash flows before movements in working capital                         | (1,275)       | (1,270)       |
| (Increase)/ Decrease in receivables  | (11)          | 45            |
| (Decrease)/Increase in payables  | (123)         | 35            |
|  | <hr/>         | <hr/>         |
| Net cash flow from operating activities  | (1,409)       | (1,190)       |
|  | <hr/>         | <hr/>         |
|  | 2016<br>£'000 | 2015<br>£'000 |
| d. Reconciliation of cash and cash equivalents                                   |               |               |
| Cash at bank   | -             | -             |
|  | <hr/>         | <hr/>         |
|  | -             | -             |
|  | <hr/>         | <hr/>         |

**29. CAPITAL RISK MANAGEMENT**

The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern in order to provide returns on shareholders and maintain an optimal capital structure to reduce the cost of capital.

The Directors monitor the level of capital as compared to the Group's long term debt commitments.

The Group reports quarterly to its bankers in terms of covenant performance.

The Group monitors capital on the basis of the gearing ratio. This ratio is calculated as net debt divided by total capital. Net debt is calculated as total borrowings less cash and bank balances. Total capital is calculated as total equity plus net debt.

For the purpose of capital risk management, the total capital resources consist of the following components:

|                                 | 2016<br>£'000 | 2015<br>£'000 |
|---------------------------------|---------------|---------------|
| Bank loans                      | 575           | 86            |
| Add: Bank overdrafts            | 472           | 571           |
| Less: Cash and cash equivalents | -             | -             |
| Net debt                        | 1,047         | 657           |
| Total equity                    | 9,944         | 8,788         |
| Total capital resources         | 10,519        | 8,874         |
| Net debt to equity ratio        | 10.5%         | 7.5%          |

**30. OPERATING LEASE ARRANGEMENTS**

|  | 2016<br>Land and<br>buildings<br>£'000 | 2015<br>Land and<br>buildings<br>£'000 |
|--|--|--|
| The Group was committed to making the following payments under non-cancellable operating leases: |  |  |
| Expiring within 1 year   | 642                                    | 577                                    |
| Expiring between 2 and 5 years   | 1,169                                  | 1,546                                  |
| Expiring after 5 years   | 122                                    | 85                                     |
|  | 1,933                                  | 2,208                                  |

The Group's leases of land and buildings are subject to rent review periods ranging between 2 and 5 years.

**31. RELATED PARTY TRANSACTIONS**

As at 31 March 2016, LTC Holdings Plc held 34.05% (2015: 35.38%) of the Company's issued share capital. Richard Smith and Geoffrey Griggs are both directors of HML Holdings plc and also directors of LTC Holdings Plc.

During the year LTC Holdings Plc received a dividend of £40,000 (2015: £36,000) by way of its' shareholding in the Company's share capital.

There is no provision against any related party transaction at the year-end and no amounts have been written off during the year.

Transactions between the Company and its subsidiaries are disclosed below.

|  | 2016<br>£'000 | 2015<br>£'000 |
|--|---------------|---------------|
| Sale of tax losses                         | 1,567         | 1,363         |
| Recharges of expenses incurred             | 275           | 316           |
| Working capital advances from subsidiaries | (1,370)       | (1,251)       |
|  | <hr/>         | <hr/>         |
| Reduction in net creditor                  | 472           | 428           |
|  | <hr/>         | <hr/>         |

The amounts outstanding are unsecured, with no fixed date for repayment and will be settled in cash. No provisions have been made for doubtful debts in respect of the amounts owed by subsidiaries.

The remuneration of the key management personnel of the Group and the Company is set out below in aggregate for each of the categories specified in IAS 24 Related Party Disclosures. The key management personnel are considered to be the Directors of each business in the Group and the main Board Executive Directors.

| GROUP                                  | 2016<br>£'000 | 2015<br>£'000 |
|--|---------------|---------------|
| Salaries                               | 1,163         | 824           |
| Pension contributions/benefits in kind | 74            | 64            |
| Share based payments                   | 17            | 17            |
|  | <hr/>         | <hr/>         |
|  | 1,254         | 905           |
|  | <hr/>         | <hr/>         |
| COMPANY                                | 2016<br>£'000 | 2015<br>£'000 |
| Salaries                               | 447           | 354           |
| Pension contributions/benefits in kind | 32            | 29            |
| Share based payments                   | 7             | 7             |
|  | <hr/>         | <hr/>         |
|  | 486           | 390           |
|  | <hr/>         | <hr/>         |

In accordance with AIM Rule 19, information of individual Directors' remuneration and their interests in the EMI approved and unapproved options has been disclosed in the Directors Report.

**32. EVENTS SINCE THE REPORTING DATE**

On 1 April 2016, HML Andertons Ltd purchased the trade and assets of Coupe Property Consultants, a business based in Cheltenham. The acquisition provides HML Andertons Limited with a Cheltenham office and reinforces HML Andertons Ltd trading as HML Chilton's position as the leading property manager in the South West.

The fair value of net assets acquired is set out below:

|                                 |            |
|---------------------------------|------------|
|                                 | £'000      |
| Consideration                   | 325        |
| Less: the fair value of assets: |            |
| Customer relationships          | (172)      |
| Goodwill                        | <u>153</u> |

The residential difference between the total consideration paid and the net value of the recognised assets acquired has been capitalised as goodwill. The goodwill recognised on the acquisition is mainly attributable to the skills and knowledge within the business.

|                          |            |
|--------------------------|------------|
|                          | £'000      |
| Satisfied by:            |            |
| Cash on completion       | 260        |
| Contingent consideration | 65         |
|                          | <u>325</u> |

Net cashflow arising on the acquisition was £260,000 which represents the consideration paid.

The contingent consideration of £65,000 is due within one year and is adjustable depending on the retention of clients and the arrival of contracted new clients. The range of potential payments of contingent consideration could vary from £0 to £65,000, however the more likely outcome would be to pay £65,000.

Due to the acquisition completing recently, it is not possible to disclose the impact on revenue or profit or loss on the year ending 31 March 2017.

On 17 May 2016, HML Hawksworth Ltd purchased 100% of the share capital of Homes and Watson Partnership Limited. The acquisition gives HML Hawksworth Limited more critical mass in the Essex region.

The fair value of net assets acquired is set out below:

|                                 |            |
|---------------------------------|------------|
|                                 | £'000      |
| Consideration                   | 364        |
| Stamp duty                      | 2          |
| Less: the fair value of assets: |            |
| Customer relationships          | (186)      |
| Goodwill                        | <u>180</u> |

The residential difference between the total consideration paid and the net value of the recognised assets acquired has been capitalised as goodwill. The goodwill recognised on the acquisition is mainly attributable to the skills and knowledge within the business.

**32. EVENTS SINCE THE REPORTING DATE (CONTINUED)**

£'000

|                          |     |
|--------------------------|-----|
| Satisfied by:            |     |
| Cash on completion       | 291 |
| Contingent consideration | 73  |
|                          | 364 |

Net cashflow arising on the acquisition was £293,000 which represents the consideration and stamp duty paid.

The contingent consideration of £73,000 is due within one year and is adjustable depending on the retention of clients and the arrival of contracted new clients. The range of potential payments of contingent consideration could vary from £0 to £73,000, however the more likely outcome would be to pay £73,000.

Due to the acquisition completing recently, it is not possible to disclose the impact on revenue or profit or loss on the year ending 31 March 2017.

On 25 May 2016, HML Hathaways Ltd purchased 100% of the share capital of Arkleygate Estate Management Limited, a property management company based in Borehamwood. The acquisition will reinforce HML Hathaways Ltd's position in the North London/Hertfordshire area.

The fair value of net assets acquired is set out below:

£'000

|                                 |       |
|---------------------------------|-------|
| Consideration                   | 256   |
| Stamp duty                      | 1     |
| Less: the fair value of assets: |       |
| Customer relationships          | (125) |
| Goodwill                        | 132   |

The residential difference between the total consideration paid and the net value of the recognised assets acquired has been capitalised as goodwill. The goodwill recognised on the acquisition is mainly attributable to the skills and knowledge within the business.

£'000

|                          |     |
|--------------------------|-----|
| Satisfied by:            |     |
| Cash on completion       | 205 |
| Contingent consideration | 51  |
|                          | 256 |

Net cashflow arising on the acquisition was £206,000 which represents the consideration and stamp duty paid.

The contingent consideration of £51,000 is due within one year and is adjustable depending on the retention of clients and the arrival of contracted new clients. The range of potential payments of contingent consideration could vary from £0 to £51,000, however the more likely outcome would be to pay £51,000.

Due to the acquisition completing recently, it is not possible to disclose the impact on revenue or profit or loss on the year ending 31 March 2017.

**32. EVENTS SINCE THE REPORTING DATE (CONTINUED)**

On 2 June 2016, HML Andertons Ltd purchased the share capital of Crown Leasehold Management Limited, a property management business based in Bristol. The acquisition will reinforce HML Andertons Ltd's position in the South West and gives the business an office in Bristol.

The fair value of net assets acquired is set out below:

|                                 |            |
|---------------------------------|------------|
|                                 | £'000      |
| Consideration                   | 291        |
| Stamp duty                      | 1          |
| Less: the fair value of assets: |            |
| Customer relationships          | (151)      |
| Goodwill                        | <u>141</u> |

The residential difference between the total consideration paid and the net value of the recognised assets acquired has been capitalised as goodwill. The goodwill recognised on the acquisition is mainly attributable to the skills and knowledge within the business.

|                          |            |
|--------------------------|------------|
|                          | £'000      |
| Satisfied by:            |            |
| Cash on completion       | 233        |
| Contingent consideration | 58         |
|                          | <u>291</u> |

Net cashflow arising on the acquisition was £234,000 which represents the consideration and stamp duty paid.

The contingent consideration of £58,000 is due between one to two years and is adjustable depending on the retention of clients and the arrival of contracted new clients. The range of potential payments of contingent consideration could vary from £0 to £58,000 however the more likely outcome would be to pay £58,000.

Due to the acquisition completing recently, it is not possible to disclose the impact on revenue or profit or loss on the year ending 31 March 2017.

**33. COMPANY INCOME STATEMENT**

As permitted by s408 Companies Act 2006, the Company has not presented its own income statement.

The Company made no gains or losses which would be reported in Other Comprehensive Income in the year ended 31 March 2016 (2015: Nil) and therefore the Company has not published its individual Statement of Total Comprehensive Income.

**34. ULTIMATE CONTROLLING PARTY**

There is no ultimate controlling party.



## HML HOLDINGS PLC

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### NOTICE OF ANNUAL GENERAL MEETING

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Notice is hereby given that the Annual General Meeting of HML Holdings plc will be held at the offices of HML Holdings plc, 9-11 The Quadrant, Richmond, Surrey, TW9 1BP on 20<sup>th</sup> September 2016, at 11.00 a.m. for the following purposes:

#### **Ordinary Business**

1. To receive and adopt the Directors' Report and Accounts for the year ended 31 March 2016.
2. To re-appoint the auditors Nexia Smith & Williamson and authorise the Directors to fix their remuneration.
3. To re-elect J A L Howgego who retires by rotation and offers himself for re-election.
4. To approve payment of the dividend.

#### **Special Business**

##### **Ordinary resolution – authority to allot shares**

5. That, in accordance with section 551 of the Companies Act 2006 (2006 Act), the Directors be generally and unconditionally authorised to allot shares in the Company or grant rights to subscribe for or to convert any security into shares in the Company ("Rights") up to an aggregate nominal amount of £174,000 provided that this authority shall, unless renewed, varied or revoked by the Company, expire on the date being five years from the date of the passing of the resolution, save that the Company may, before such expiry, make an offer or agreement which would or might require shares to be allotted or Rights to be granted and the Directors may allot shares or grant Rights in pursuance of such offer or agreement notwithstanding that the authority conferred by this resolution has expired.

This authority is in substitution for all previous authorities conferred on the Directors in accordance with section 80 of the Companies Act 1985 or section 551 of the 2006 Act.



## **Special resolution – disapplication of statutory pre-emption rights**

6. That, subject to the passing of resolution 5 and in accordance with section 570 of the 2006 Act, the Directors be generally empowered to allot equity securities (as defined in section 560 of the 2006 Act) pursuant to the authority conferred by resolution 5, as if section 561(1) of the 2006 Act did not apply to any such allotment, provided that this power shall:
  - 6.1 Be limited to the allotment of equity securities up to an aggregate nominal amount of £87,000; and
  - 6.2 Expire on the date being five years from the date of the passing of the resolution (unless renewed, varied or revoked by the Company prior to or on that date) save that the Company may, before such expiry make an offer or agreement which would or might require equity securities to be allotted after such expiry and the Directors may allot equity securities in pursuance of any such offer or agreement notwithstanding that the power conferred by this resolution has expired.

## **BY ORDER OF THE BOARD**

J A L Howgego  
Secretary

### **Notes to the Notice of Annual/General Meeting**

1. Pursuant to Regulation 41 of The Uncertificated Securities Regulations 2001, the Company specifies that only those members registered on the Company's register of members 48 hours (excluding non-working days) before the time of the Meeting shall be entitled to attend and vote at the Meeting.
2. If you are a member of the Company at the time set out in note 1 above, you are entitled to appoint a proxy to exercise all or any of your rights to attend, speak and vote at the Meeting and you should have received a proxy form with this notice of meeting. You can only appoint a proxy using the procedures set out in these notes and the notes to the proxy form.
3. A proxy does not need to be a member of the Company but must attend the Meeting to represent you. Details of how to appoint the Chairman of the Meeting or another person as your proxy using the proxy form are set out in the notes to the proxy form. If you wish your proxy to speak on your behalf at the Meeting you will need to appoint your own choice of proxy (not the Chairman) and give your instructions directly to them.
4. You may appoint more than one proxy provided each proxy is appointed to exercise rights attached to different shares. You may not appoint more than one proxy to exercise rights attached to any one share. To appoint more than one proxy, please contact the registrars of the Company, Share Registrars Limited on 01252 821 390.
5. A vote withheld is not a vote in law, which means that the vote will not be counted in the calculation of votes for or against the resolution. If no voting indication is given, your proxy will vote or abstain from voting at his or her discretion. Your proxy will vote (or abstain from voting) as he or she thinks fit in relation to any other matter which is put before the Meeting.
6. The notes to the proxy form explain how to direct your proxy how to vote on each resolution or withhold their vote.

To appoint a proxy using the proxy form, the form must be:

- completed and signed;
- sent or delivered to Share Registrars Limited at The Courtyard, 17 West Street, Farnham, Surrey, GU9 7DR or by facsimile transmission to 01252 719 232;

- alternatively, the completed proxy form can be scanned and emailed to proxies@shareregistrars.uk.com;
- and received by Share Registrars Limited no later than 48 hours (excluding non-business days) prior to the Meeting.

In the case of a member which is a company, the proxy form must be executed under its common seal or signed on its behalf by an officer of the Company or an attorney for the Company.

Any power of attorney or any other authority under which the proxy form is signed (or a duly certified copy of such power or authority) must be included with the proxy form.

7. In the case of joint holders, where more than one of the joint holders purports to appoint a proxy, only the appointment submitted by the most senior holder will be accepted. Seniority is determined by the order in which the names of the joint holders appear in the Company's register of members in respect of the joint holding (the first-named being the most senior).

8. To change your proxy instructions simply submit a new proxy appointment using the methods set out above. Note that the cut-off time for receipt of proxy appointments (see above) also apply in relation to amended instructions; any amended proxy appointment received after the relevant cut-off time will be disregarded.

Where you have appointed a proxy using the hard-copy proxy form and would like to change the instructions using another hard-copy proxy form, please contact Share Registrars Limited on 01252 821 390.

If you submit more than one valid proxy appointment, the appointment received last before the latest time for the receipt of proxies will take precedence.

9. In order to revoke a proxy instruction you will need to inform the Company using one of the following methods: By sending a signed hard copy notice clearly stating your intention to revoke your proxy appointment to Share Registrars Limited at The Courtyard, 17 West Street, Farnham, Surrey, GU9 7DR or by facsimile transmission to 01252 719 232. In the case of a member which is a company, the revocation notice must be executed under its common seal or signed on its behalf by an officer of the Company or an attorney for the Company. Any power of attorney or any other authority under which the revocation notice is signed (or a duly certified copy of such power or authority) must be included with the revocation notice.

In either case, the revocation notice must be received by Share Registrars Limited no later than 48 hours (excluding non-business days) prior to the Meeting.

If you attempt to revoke your proxy appointment but the revocation is received after the time specified then, subject to the paragraph directly below, your proxy appointment will remain valid.

Appointment of a proxy does not preclude you from attending the Meeting and voting in person. If you have appointed a proxy and attend the Meeting in person, your proxy appointment will automatically be terminated.

10. As at 31 March 2016, the Company's issued share capital comprised 38,883,346 ordinary shares of 1.5p each. Each ordinary share carries the right to one vote at an Annual General Meeting of the Company and, therefore, the total number of voting rights in the Company as at 31 March 2016 is 38,883,346.

11. Except as provided above, members who have general queries about the Meeting should telephone 020 8439 8529 (no other methods of communication will be accepted). You may not use any electronic address provided either in this notice of general meeting; or any related documents (including the chairman's letter and proxy form), to communicate with the Company for any purposes other than those expressly stated.

## HML HOLDINGS PLC

I, being a member of the above-named Company, hereby appoint the chairman of the meeting or (see note 3) .....(BLOCK CAPITALS) as my proxy to vote for me and on my behalf at the Annual General Meeting of the Company to be held on Tuesday 20<sup>th</sup> September 2016 and at every adjournment thereof. I request such proxy to vote on the following resolutions as indicated below:

| <b>Resolutions</b>   | FOR                      | AGAINST                  | ABSTAIN                  |
|--|--------------------------|--------------------------|--------------------------|
| 1. Receive and adopt the Directors' Annual Report and Accounts and the auditors' report thereon                    | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. Re-appoint Nexia Smith & Williamson as auditors and authorise the directors to agree the auditors' remuneration | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. Re-elect J A L Howgego as a director  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. Approve payment of the dividend   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. Ordinary resolution – authority to allot shares   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 6. Special resolution – disapplication of pre-emption rights   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Name(s) of holder ..... (BLOCK CAPITALS)

Address of holder ..... (BLOCK CAPITALS)

Signature ..... Date .....

### Notes:

1. As a member of the Company, you are entitled to appoint a proxy to exercise all or any of your rights to attend, speak and vote at the Meeting. You can only appoint a proxy using the procedures set out in these notes.
2. Please indicate with an 'X' in the appropriate boxes how you wish the proxy to vote. The proxy will exercise his discretion as to how he votes or whether he abstains from voting:
  - (a) on any resolution set out above if no instruction is given in respect of that resolution; and
  - (b) on any business or resolution considered at the meeting other than the resolutions set out above.
3. If you wish to appoint someone other than the chairman of the meeting as your proxy please delete the words 'the chairman of the meeting' and insert the name of the person you wish to appoint. A proxy need not be a member of the Company.
4. To be effective this form, and any power of attorney or other authority under which it is executed (or a duly certified copy of any such power or authority), must be sent or delivered to the Company's registrars, **Share Registrars Limited, The Courtyard, 17 West Street, Farnham, Surrey, GU9 7DR** (or by fax to 01252 719232 or by scan and email to proxies@shareregistrars.uk.com) not less than 48 hours (excluding non-working days) before the scheduled time of the meeting.
5. Where the member is a corporation this form must be under its common seal or signed by an officer, attorney or other person duly authorised by the corporation.
6. In the case of joint holders only one need sign this form, but the names of the other joint holders should be shown in the space provided. The vote of the senior holder who tenders a vote, whether in person or by proxy, will be accepted to the exclusion of the votes of the other joint holders. Seniority will be determined by the order in which the names of the holders appear in the register of members in respect of the joint holding.
7. You may appoint more than one proxy provided each proxy is appointed to exercise rights attached to different shares. You may not appoint more than one proxy to exercise rights attached to any one share. To appoint more than one proxy, please contact the Company's registrars.