

BRITISH ALLIED TRADES FEDERATION Directors, Officers and Professional Advisers

Directors: M Hughes (President)

M Olsen (Deputy President)

R S Burman CBE M Sweeney S Parkes M Burgess C E Owen (Vice President)

R Wills S Chandhok P Thandi

D Doyle (elected 6/6/13)

Chairmen of Trade Associations:

Giftware Association

British Jewellers' Association

Surface Engineering Association

Jewellery Distributors' Association

British Travelgoods and Accessories Association

D Nathan

Solicitors:

George Green LLP 195 High Street Cradley Heath Warley, West Midlands B64 5HW

Investment Managers:

Rathbones Investment Management Ltd 1 Curzon Street London W1J 5FB

nent Ltd Cazenove Capital Management Ltd

12 Moorgate London EC2V 6DA

Bankers:

The Co-operative Bank Plc 118-120 Colmore Row Birmingham B3 3BA

Insurance Brokers:

T H March Insurance 10a Vyse Street Birmingham B18 6LT

Auditors:

Crowe Clark Whitehill LLP Black Country House Rounds Green Road

Oldbury B69 2DG

BRITISH ALLIED TRADES FEDERATION Report of the Directors

To be presented to the Members at the Annual General Meeting to be held on Friday 13th June 2014.

Members of the Board of Directors

The Directors and Officers are shown on page 1. The President and Deputy President have served since the Annual General Meeting held in May 2012. The Vice President has served since the Annual General Meeting held in June 2013. All the Directors have served throughout the year except for Mr D Doyle, who was elected on 6th June 2013.

In accordance with Article 13 of the Federation's Articles of Association, in 2013 the Board elected Ms C E Owen to be Vice President for the following year.

Statement of Directors' Responsibilities in Respect of the Accounts

The Directors are responsible for preparing 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 United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards) and applicable law.

Under company law the Directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Federation and of the profit or loss of the company for that period. In preparing these financial statements, the Directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Provision of Information to Auditors

Each of the persons who are directors at the time when this Directors' report is approved has confirmed that;

- so far as that Director is aware, there is no relevant audit information of which the Federation's auditors are unaware, and
- each Director has taken all the steps that ought to have been taken as a Director in order to be aware of any
 information needed by the Federation's auditors in connection with preparing their report and to establish
 that the Federation's auditors are aware of that information.

Auditors

The re-appointment of Crowe Clark Whitehill LLP as auditors for 2014/15 will be proposed at the Annual General Meeting.

Activities and Business Review

The activities of the Federation consist of the provision of services to members, these principally being the development of Members' trade at home and overseas. In addition, the Federation develops overseas trade for non-members within its industry sectors.

It obtains discounts on stand space fees at several trade fairs in the United Kingdom and provides meeting and conference facilities at Federation House. The Federation also provides central services to its five constituent Trade Associations such as accounting, IT and office accommodation. The Directors are of the opinion that the current market value of the building is higher than that disclosed in the accounts.

Review of Trading Results and Taxation

The Federation has a pre tax profit of £118,252 and a post tax profit of £126,352.

	Trade Associations	Central Services	TOTAL
	£	£	£
Trading profit	30,819	87,733	118,252
Tax recoverable		<u>8,100</u>	8,100
Profit after Taxation	<u>30,819</u>	<u>95,533</u>	<u>126,352</u>

The trading profit does not include realised or unrealised gains and losses on the portfolio. The net loss on disposals during the year is shown in the Statement of historical cost profits and losses on page 6.

Review of Investment Performance

Our investment portfolio continues to be managed by two leading firms of investment managers and overseen by our own investment sub-committee who meet regularly with the managers to review investment policy and monitor investment performance against agreed benchmarks. As will be seen, investment income makes an important contribution to the Federation's operational revenue and the managers are tasked with ensuring that the annual budgeted level of income is achieved.

Note 8 to the accounts indicates the current composition of our investments and reflects the changes to asset allocation which have been made during the year.

Membership

Set out below is a record of the Federation's membership (excluding Associate Members) over the last five years as at 31st December in the years stated:

	GA	BJA	SEA	JDA	BTAA	TOTAL
2009	711	596	230	71	98	1706
2010	702	623	205	69	106	1705
2011	678	686	197	67	104	1732
2012	671	712	199	68	99	1749
2013	614	735	198	60	84	1691

The Federation's membership including Associate Members at 31st December 2013 was:

GA	BJA	SEA	JDA	BTAA	TOTAL
885	1107	236	60	93	2,381

Charitable Donations

The Federation made charitable donations of £2,500 (2012: £635) during the year.

Thanks

The year ending 31st December 2013 has been a particularly busy year and the Board records its gratitude for the support and hard work which has been given by the Chairmen and Committees of the Federated Associations and by the staff at all levels.

Registered Office:

Federation House 10 Vyse Street Birmingham, B18 6LT By Order of the Board R S Singleton Company Secretary 20th March 2014

BRITISH ALLIED TRADES FEDERATION Report of the Auditors

Independent Auditors' Report to the Members of the BRITISH ALLIED TRADES FEDERATION

We have audited the financial statements of the British Allied Trades Federation for the year ended 31 December 2013 set out on pages 6 to 14.

The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the Federation'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 Federation's Members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the Federation's Members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective Responsibilities of Directors and Auditors

As explained more fully in the Statement of Directors' Responsibilities, 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 the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the Federation's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements.

In addition, we read all the financial and non-financial information in the Directors' Report and any other surround information to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on financial statements

In our opinion, the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2012 and of its profit for the year then ended;
- have been properly prepared in accordance with the United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Opinion on other matter prescribed by the Companies Act 2006

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

Matters on which we are required to report by exception

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

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.; or
- the directors were not entitled to prepare the financial statements in accordance with the small companies
 regime and take advantage of the small companies exemption from the requirement to prepare a strategic
 report or in preparing the directors report.

Helen Drew

Senior Statutory Auditor For and on behalf of:

CROWE CLARK WHITEHILL LLP Statutory Auditors Black Country House Rounds Green Road Oldbury West Midlands B69 2DG

20th March 2014

BRITISH ALLIED TRADES FEDERATION PROFIT AND LOSS ACCOUNT YEAR ENDED 31 DECEMBER 2013

	Notes	2013 £	2012 £
TURNOVER Cost of Sales	2	1,774,006 (543,330)	1,636,694 (476,216)
Gross Profit Administrative expenses Other operating income	3 2	1,230,676 (1,502,035) 59,418	1,160,478 (1,508,439) 60,899
OPERATING LOSS Income from fixed asset investments Other interest receivable	2 5	(211,941) 329,129 1,064	(287,062) 320,727 <u>658</u>
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION Tax recoverable on profit on ordinary activities	6	118,252 <u>8,100</u>	34,323 62,837
PROFIT FOR THE FINANCIAL YEAR		<u>126,352</u>	97,160
All amounts relate to continuing operations.			
STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES YEAR ENDED 31 DECEMBER 2013			
Profit for the financial year Increase in valuation of investments	8	126,352 <u>683,411</u>	97,160 680,275
Total recognised gains for the year		809,763	777,435
STATEMENT OF HISTORICAL COST PROFITS AND LOSSES YEAR ENDED 31 DECEMBER 2013			
Reported profit on ordinary activities before taxation Realisation of investment revaluation profits /(loss) Depreciation adjustment on revaluation of freehold property		118,252 395,308 (4,952)	34,323 (51,889) (4,952)
Historical cost profit on ordinary activities before taxation		<u>508,608</u>	(22,518)
Historical cost profit for the year		<u>516,708</u>	40,319

The notes on pages 8 to 14 form part of these accounts

BRITISH ALLIED TRADES FEDERATION Company Registration number 69391

BALANCE SHEET

YEAR ENDED 31 DECEMBER 2013

	Notes		2013	20 £	12 £
FIXED ASSETS Tangible assets Investments	7 8	£	£ 572,973 10,315,502 10,888,475	£	583,314 <u>9,510,409</u> 10,093,723
CURRENT ASSETS Debtors Cash at bank and in hand	9	407,218 206,924 614,142		407,787 218,248 626,035	
CREDITORS: Amounts falling due within one year	10	(520,475)	1	(547,986)	
NET CURRENT ASSETS			93,667		<u>78,049</u>
TOTAL ASSETS LESS CURRENT LIABILIT	TIES		10,982,142		10,171,772
PROVISIONS FOR LIABILITIES Deferred Taxation	11		<u>(8,319)</u> <u>10,973,823</u>		<u>(7,712)</u> <u>10,164,060</u>
GENERAL RESERVE	12		7,955,729		7,464,888
REVALUATION RESERVE	13		<u>1,371,595</u> 9,327,324		1,083,492 8,548,380
RESERVES ALLOCATED TO TRADE ASSOCIATIONS	14		1,646,499		<u>1,615,680</u>
MEMBERS' INTERESTS			<u>10,973,823</u>		<u>10,164,060</u>
The accounts were approved and authoris 20th March 2014.	sed for issue	by the boa	rd and were sigr	ned on its bel	nalf on
M Hughes (President)	M Olsen (Deputy Pres	sident)	CE	Owen e President)	

The notes on pages 8 to 14 form part of these accounts

BRITISH ALLIED TRADES FEDERATION

NOTES TO THE ACCOUNTS

YEAR ENDED 31 DECEMBER 2013

1. ACCOUNTING POLICIES

1.1 Basis of Accounting

The accounts are prepared under the historical cost convention, modified to include the revaluation of freehold property and investments, and in accordance with applicable accounting standards. The Directors continue to adopt the going concern basis of accounting based on the cash balance, significant investment portfolio and stable membership base.

1.2 Cash Flow

The company has taken advantage of the exemption in Financial Reporting Standard No.1 from the requirement to produce a cash flow statement on the grounds that it is a small company.

1.3 Fixed Assets

The Federation owns a silver collection, badges, maces and regalia, the cost of which is written off in the year of acquisition. Tangible fixed assets are stated at cost or valuation less depreciation. Depreciation is calculated to write off the cost or valuation of tangible fixed assets, less their estimated residual values over their expected useful lives on the following bases:

Freehold buildings 2% straight line Fixtures and fittings 10-25% straight line Computer equipment 25% straight line

No depreciation has been provided on freehold land.

The directors have taken advantage of the transitional arrangements of Financial Reporting Standard No.15 and have retained the brought forward valuations of freehold land and buildings.

1.4 Investments

Listed investments are recorded at market value. The excess over cost is credited to the revaluation reserve. Unlisted investments are held at cost less any provision for permanent diminution in value.

1.5 Turnover

Turnover represents the total amount receivable for membership subscriptions and services provided exclusive of Value Added Tax.

1.6 Deferred Tax

Full provision is made for deferred tax assets and liabilities arising from all timing differences between the recognition of gains and losses in the financial statements and recognition in the tax computation. Deferred tax is not provided on timing differences arising from the revaluation of fixed assets and investments in the financial statements. A net deferred tax asset is recognised only if it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted. Deferred tax assets and liabilities are calculated at the tax rates expected to be effective at the time the timing differences are expected to reverse. Deferred tax assets and liabilities are not discounted.

1.7 Pensions

The Federation contributes to a defined contribution group personal pension plan for members of staff, contributions being charged against profits as incurred.

1.8 Government Grants

Government grants are credited to the profit and loss account as and when receivable.

1.9 Foreign Currency Transactions

Transactions in foreign currencies are translated into sterling at the rate of exchange ruling on the date when the transaction occurred

1.10 Operating Leases

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

1.11 Other Operating Income

Other operating income represents rents and fees on a receivable basis.

2. TURNOVER AND OPERATING LOSS

		Tur	nover	Operati	ng Loss
	Description of class of business: International services Trade associations and members' services Other operating income (see below)	2013 £ 485,580 1,288,426	2012 £ 388,504 1,248,190	2013 £ 55,671 (327,030) 	2012 £ (18,835) (329,126) 60,899
		<u>1,774,006</u>	<u>1,636,694</u>	<u>(211,941)</u>	(287,062)
	Other operating income: Rents receivable The majority of turnover arose in the United Kingdom			<u>59,418</u>	60,899
3.	ADMINISTRATIVE EXPENSES				
	Administrative expenses include: Staff costs: Salaries Social security costs Pension costs			2013 £ 710,295 70,378 <u>37,141</u> <u>817,814</u>	2012 £ 734,517 74,587 46,007 855,111
	President's fee Depreciation of fixed assets Operating lease rentals of equipment Audit fee Charitable Donations			5,000 38,187 8,877 9,470 <u>2,500</u>	5,000 42,344 3,758 9,200 <u>635</u>
	The average number of employees during the year w International services Trade Associations Central Services	as:		No. 4 16 <u>7</u> 27	No. 4 14 <u>9</u> 27

4. TRANSACTIONS WITH DIRECTORS

During the year the Federation has undertaken transactions with a company owned by a Director totalling £3,062 (2012:£2,782). These transactions were undertaken at arms length and £nil remained outstanding at the year end.

5.	INCOME FROM FIXED ASSET INVESTMENTS	2013 £	2012 £
	Dividends on listed investments	329,129 329,129	320,727 320,727
6.	TAX PAYABLE ON PROFIT ON ORDINARY ACTIVITIES	2013 £	2012 £
	Tax recoverable Prior year adjustment Total Current Tax	(8,944) <u>237</u> (8,707)	(48,271) (10,451) (58,722)
	Deferred Tax Origination and reversal of timing differences	607	<u>(4,115)</u>
	Total Deferred Tax (see note 11)	607	<u>(4,115)</u>
	Tax on profit on ordinary activities	<u>(8,100)</u>	(62,837)
	Factors affecting tax charge for the year		
	The tax assessed is lower than the relevant standard rate of corporation tax in the explained below:	e UK 20%. Tr	ne differences are
		2013 £	2012 £
	Profit on ordinary activities before tax	118,252	<u>34,323</u>
	Profit on ordinary activities multiplied by relevant standard Rate of corporation tax in the UK of 20% (2012: 24.5%)	23,650	8,408
	Effects of:		
	UK dividends received Movement on accelerated capital allowances Expenses not deductible for tax purposes Depreciation on non-qualifying assets Net gain on disposal of bonds Prior year adjustment	(44,509) (1,613) 850 2,940 24,153 237	(51,591) 3,375 1,307 3,601 2,270 (10,451)
	Other	<u>(14,415)</u>	(15,641)

There are capital losses carried forward of £420,026, see note 11.

7.	TANGIBLE FIXED ASSETS	Freehold Land and Buildings £	Fixtures and Fittings £	Computer Equipment £	Total £
	Cost or Valuation:				
	1 January 2013 Additions	735,000 -	573,468 -	225,713 27,846	1,534,181 27,846
	Disposals				
	31 December 2013	<u>735,000</u>	<u>573,468</u>	<u>253,559</u>	<u>1,562,027</u>
	Depreciation:				
	1 January 2013	205,800	553,408	191,659	950,867
	Charge for the year	14,700	5,075	18,412	38,187
	Disposals	_ _	<u></u>	_ _	
	31 December 2013	220,500	558,483	210,071	989,054
	Net Book Values				
	31 December 2013	<u>514,500</u>	<u>14,985</u>	43,488	<u>572,973</u>
	31 December 2012	<u>529,200</u>	20,060	<u>34,054</u>	<u>583,314</u>

The freehold land and buildings were revalued to £735,000 by Simon Murphy (ARICS), an independent valuer, on 31 December 1998 at open market value.

The depreciated historical cost of the freehold property, which exceeds the valuation of £514,500 by £168,208 is as follows:-

£
1,057,610
(374,902)

682,708

Heritage Assets

The Federation owns a silver collection, badges, maces and regalia, the cost of which is written off in the year of acquisition. The Directors policy on acquisition is to commission pieces to commemorate specific events and to support the industry. They have no plans to dispose of any items. The collection is recorded by written description and photograph, and is insured at estimated replacement value of £471,550. There is no public access to the collection.

8.	INVESTMENTS		2013 £	2012 £
	Listed investments at market value: Ordinary Shares Preference Shares Unit Trusts Bonds Alternative investments		6,592,695 274,325 783,376 1,640,797 446,982 9,738,175	4,637,462 454,688 659,319 2,582,345 722,730 9,056,544
	Unlisted investments: Deposit with Investment Managers		<u>577,327</u> 10,315,502	453,865 9,510,409
	Movements during year:	Listed Investments £	Unlisted Investments £	
	1 January 2013 Additions Disposals Increase in value 31 December 2013	9,056,544 3,242,227 (3,244,007) <u>683,411</u> <u>9,738,175</u>	453,865 123,462 - - 577,327	

The historical cost of Investments as at 31 December 2013 was £ 8,943,907 (2012: £8,426,917).

9.	DEBTORS	2013 £	2012 £
	Amounts falling due within one year:		
	Trade debtors	210,702	194,530
	Other debtors	212	3,653
	Corporation Tax recoverable	8,944	48,271
	Prepayments and accrued income	<u> 187,360</u>	161,333
		407.218	407.787

10.	CREDITORS	2013 £	2012 £
	Amounts falling due within one year: Trade creditors Other taxes and social security Pensions Other creditors Accruals and deferred income	88,977 53,354 5,113 68,570 304,461 520,475	55,161 46,705 5,380 77,340 363,400 547,986
11.	DEFERRED TAXATION LIABILITY	2013 £	2012 £
	1 January 2013 Charge to profit and loss account	7,712 <u>607</u>	11,827 <u>(4,115)</u>
	31 December 2013	<u>8,319</u>	<u>7,712</u>
	The deferred tax liability is made up as follows:		
	Accelerated capital allowances	<u>8,319</u>	<u>7,712</u>

The deferred tax liability of £100,000 (2012: £47,330) relating to the unrealised revaluation gains on investments, after deducting unused capital losses carried forward amounting to £420,026, has not been provided for in accordance with FRS19.

12.	GENERAL RESERVE	20	2013		
		£	£	£	
	1 January 2013 Profit attributable to Trade Associations, per note 14	30,819	7,464,888	7,408,610	
	Profit attributable to Central Services	95,533	95,533	108,167	
	Profit for the financial year	<u>126,352</u>			
	Transfer from Revaluation Reserve 31 December 2013		395,308 7,955,729	<u>(51,889)</u> 7,464,888	

The transfer between Revaluation and General Reserve represents net realised surpluses on disposal of investments.

13.	REVALUATION RESERVE	2013	2012
		£	£
	1 January 2013	1,083,492	351,328
	Increase in value of investments	683,411	680,275
	Transfer to General Reserve	(395,308)	<u>51,889</u>
	31 December 2013	1,371,595	1,083,492

14. RESERVES DESIGNATED TO TRADE ASSOCIATIONS

	BJA £	BTAA £	GA £	JDA £	SEA £	Total £
INCOME			0.40			
Subscriptions	274,794	33,286	310,795	17,387	96,502	732,764
Share of investment income	1,846 64,164	30 5.070	1,845 33,178	51 2.636	4,208 306,758	7,980 412,706
Other income generated	<u>340,804</u>	<u>5,970</u> <u>39,286</u>	345,818	2,636 20,074	407,468	1,153,450
EXPENDITURE						
Staff Costs	178,795	28,136	162,898	-	169,057	538,886
Other direct expenses	<u>169,366</u>	<u>11,128</u>	<u>193,254</u>	22,038	<u> 187,959</u>	583,745
	<u>348,161</u>	<u>39,264</u>	<u>356,152</u>	22,038	<u>357,016</u>	<u>1,122,631</u>
Net (loss)/profit	(7,357)	22	(10,334)	(1,964)	50,452	30,819
Balance 1 January 2013	372,210	3,326	<u>385,737</u>	<u>12,105</u>	<u>842,302</u>	<u>1,615,680</u>
Balance 31 December 2013	<u>364,853</u>	<u>3,348</u>	<u>375,403</u>	<u>10,141</u>	<u>892,754</u>	<u>1,646,499</u>

15. OTHER FINANCIAL COMMITMENTS

There was no capital expenditure contracted for at 31 December 2013 (2012: £nil).

There is an outstanding claim against the BATF for dilapidations to a building which was the BATF office. The Directors have been advised that the amount payable cannot be reliably estimated as required by Financial Reporting Standard No. 12 (Provisions, Contingent Liabilities and Contingent Assets) and consequently no provision has been made in these accounts. However, the Directors can confirm that the maximum amount that could be payable can be met from the Federations funds and would not affect the ongoing operations of the Federation. Negotiations to resolve this matter are ongoing.

16. OPERATING LEASES

At 31 December 2013 the Federation had annual commitments under non-cancellable operating leases of office equipment amounting to £5,067 (2012: £3,758) expiring between two and five years.