



COMMON PURPOSE GLOBAL CUSTOMISED LIMITED

**REPORT AND FINANCIAL STATEMENTS
YEAR ENDED 31 JULY 2016**

Company registered number: 8613775

COMMON PURPOSE GLOBAL CUSTOMISED LIMITED

REPORT AND ACCOUNTS

FOR THE YEAR ENDED 31 JULY 2016

CONTENTS	Page
Directors and company details	1
Directors' Report	2 – 4
Independent Auditors' Report	5
Profit and loss account	6
Balance sheet	7
Notes to the accounts	8 - 10

COMMON PURPOSE GLOBAL CUSTOMISED LIMITED

DIRECTORS AND COMPANY DETAILS

FOR THE YEAR ENDED 31 JULY 2016

DIRECTORS

Guy Stobart (resigned 1 May 2016)
Gail Lumsden (resigned 4 July 2016)
Graham Prentice (appointed 11 January 2016)
Mark Linder (appointed 14 July 2016)

CHIEF EXECUTIVE OFFICER

None for the period

REGISTERED OFFICE

Monmouth House
38 – 40 Artillery Lane
London E1 7LS

AUDITORS

haysmacintyre
Chartered Accountants
26 Red Lion Square
London WC1R 4AG

BANKERS

National Westminster
Cavendish Square Branch
PO Box 4NU
1 Cavendish Square
London W1A 4NU

COMMON PURPOSE GLOBAL CUSTOMISED LIMITED

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 JULY 2016

The directors of the company are pleased to present their report together with the audited financial statements of the company for the reporting year ended 31 July 2016.

Activities

Common Purpose Global Customised Limited ("the Company") has two areas of activity:

- 1) Licences
- 2) Providing customised programmes

Licences

The Company manages the licensing arrangements with the Common Purpose licensees, which in 2015/6 included Common Purpose UK, Common Purpose Customised Ltd, Common Purpose Asia Pacific Ltd, Common Purpose International and Common Purpose Student Experiences Ltd, together with Common Purpose organisations operating in Germany, Hong Kong, Hungary, Ireland, India, South Africa and Turkey. Common Purpose UK, Common Purpose Customised Ltd, Common Purpose Asia Pacific Ltd, Common Purpose International and Common Purpose Student Experiences Ltd are direct subsidiaries of Common Purpose Charitable Trust, which is the Company's ultimate parent company.

In addition, the Company provides IT services to the Common Purpose licensees.

Governing document and constitution

The governing documents of Common Purpose Global Customised Limited are the Memorandum and Articles of Association.

Organisational structure and decision-making

Dr Mike Martin, who reports to the board of directors, manages the customised programme activity of the company. Dr Martin is also Chief Operating Officer for Common Purpose Charitable Trust and in that capacity manages the licensee activity of the company. The board of directors meets quarterly. The directors set the strategic direction of the Company.

Risk review statement

The directors have established a quarterly risk assessment process, which identifies the major foreseeable risks faced by the company, assessing their likelihood and impact, and as appropriate, implementing measures to mitigate these risks. The directors have reviewed the major risks to which the company is exposed and are satisfied that appropriate systems have been established to mitigate those risks.

Objectives for the year

The main objectives for 2015/16 were to continue to grow the global customised programmes business but with a focus on current clients rather than developing new business, make progress on our IT development and to continue to administer - with Common Purpose Charitable Trust - Operating Standards for the licensees.

Review of progress

Turnover in 2015/16 of £496,643 is made up of licence fee income of £261,981 and fee income from customised courses of £234,662.

The Company continued to provide services to the established organisations in the UK, Ireland, Germany, Hong Kong, Hungary, South Africa, India and Turkey. It also ran customised programmes for a range of corporations in the US, UK, Middle East, India, Hong Kong and Singapore.

Finances

The attached financial statements show the current state of the finances.

Results for the year

The company suffered a loss for the year of £250,674 (2015: profit of £67,356). The loss arose in the customised trading part of the company and was the result of a significant reduction in sales of customised programmes. As a result of the losses, the board undertook an extensive strategic review of operations. A major restructuring of the business occurred as a result, with costs significantly cut and business activity

COMMON PURPOSE GLOBAL CUSTOMISED LIMITED

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 JULY 2016

scaled back. Having implemented the recommendations, the board expects the benefits of the restructure to begin appearing in the coming financial year.

Plans ahead for 2016/17

During the year, the Company – with the Common Purpose Charitable Trust – reviewed the first version of the Operating Standards for licensees. These are designed to help support consistent and effective operations across all licensees in all territories. In 2016/7, there are plans to conduct a further, shorter review.

The key areas of focus for the company are to:

- Build on already established relationships in other parts of Common Purpose to maximise interest in customised work globally;
- Keep up with the market trends in our sector and align our IT systems internally and externally to enhance the online experience for our staff, customers, participants and alumni community.
- Work on strong service evaluation process and develop statistical data which demonstrates the impact our services / solutions are making on the customer
- Continue to develop the Board to support the growth of global customised work.

Areas of focus specifically for customised programmes include:

- Prioritising existing Common Purpose key accounts and key development accounts in line with decisions taken by the Board during 2015/6; and
- Developing existing key account relationships in order to maximise repeat and new business opportunities globally.

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 JULY 2016

Directors' responsibilities statement

The directors are responsible for preparing the Directors' Report and the financial statements in accordance with the applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under the 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 company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently
- make judgements and estimates that are reasonable and prudent
- prepare the financial statements on a 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.

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 company's auditors are unaware, and
- that 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 company's auditors in connection with preparing their report and to establish that the company's auditors are aware of that information.

In preparing this report the directors have taken advantage of the exemptions available to small companies.

Approved by the directors on 22 June 2017 and signed on their behalf by

Director



INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF

COMMON PURPOSE GLOBAL CUSTOMISED LIMITED

We have audited the financial statements of Common Purpose Global Customised Limited for the year ended 31 July 2016 which comprise the Profit and Loss Account, the Balance Sheet and the related notes. 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 company's members, as a body, in accordance with Section 495 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 auditors

As explained more fully in the Directors' Responsibilities Statement set out on page 4, 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 Auditing Practices Board'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 Financial Reporting Council's website at 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 company's affairs as at 31 July 2016 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Opinion on other matters prescribed by the Companies Act 2006

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

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 take advantage of the small companies exemption in preparing the directors' report or take advantage of the small companies exemption from the requirement to prepare a strategic report.



Richard Weaver (Senior Statutory Auditor)
for and on behalf of haysmacintyre
Chartered Accountants and Statutory Auditors

26 Red Lion Square
London
WC1R 4AG

2 July 2017

COMMON PURPOSE CUSTOMISED LIMITED

PROFIT AND LOSS ACCOUNT

YEAR ENDED 31 JULY 2016

	Note	2016 £	2015 £
Turnover		496,643	693,467
Administrative expenses	3	747,317	626,111
Operating profit		<u>(250,674)</u>	<u>67,356</u>
Interest received		-	-
Profit on ordinary activities before taxation		<u>(250,674)</u>	<u>67,356</u>
Donation under Gift Aid to The Common Purpose Charitable Trust	9		67,356
Retained loss for the financial year		<u><u>(250,674)</u></u>	<u><u>-</u></u>

All of the Company's activities are classed as continuing.

The Company has no recognised gains and losses other than those shown above.

BALANCE SHEET

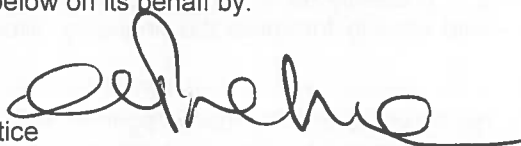
AS AT 31 JULY 2016

	Note	2016		2015	
		£	£	£	£
Fixed assets					
Intangible fixed assets	5		38,642		47,248
Current assets					
Debtors and accrued income	6	219,028		277,127	
Cash at bank and in hand		12,243		69,772	
		<u>231,271</u>		<u>346,899</u>	
Creditors: amounts falling due within one year	7	<u>(520,586)</u>		<u>(394,146)</u>	
Net current liabilities			<u>(289,315)</u>		<u>(47,247)</u>
Net Assets			<u><u>(250,673)</u></u>		<u><u>1</u></u>
Capital and reserves					
Reserves			(250,674)		-
Issued share capital	8		1		1
			<u>(250,673)</u>		<u>1</u>

This report has been prepared in accordance with the special provision of the Companies Act 2006 relating to small entities.

The financial statements were approved and authorised for issue by the Board of Directors on 22/6/17 and were signed below on its behalf by:

Graham Prentice
Director



1. ENTITY STATUS

Common Purpose Global Customised Limited is a private company limited by guarantee, registered in England and Wales under number 8613775. Its registered office address is shown on page 1.

2. ACCOUNTING POLICIES

Accounting basis

The financial statements of the Company have been prepared in compliance with United Kingdom Accounting Standards ("UK GAAP"), including Financial Reporting Standard 102, "The Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland" ("FRS 102") Section 1A, Small Entities. The small entities exemption is applicable for periods beginning on or after 1st January 2016. Early application is permitted hence the company has elected to do so.

Assets and liabilities are initially measured at cost or transaction value. There no items requiring subsequent re-measurement at fair value. The Company holds only basic financial instruments. There are no areas of material estimation uncertainty.

These accounts are the first to be prepared under FRS102 section 1A. No changes in accounting policy have been required on transaction to FRS102 Section 1A from the previous UK GAAP.

Going concern

The accounts are prepared on a going concern basis which assumes that the company will continue in business for the foreseeable future and, in assessing, the company's viability as going concern, the directors have had regard to a minimum period of 12 months from the date of approval of the accounts.

The company made a significant loss in the year as set out in the profit and loss account, and held minimal cash at the balance sheet date. Remedial action has been taken to eradicate future losses and to generate positive cash flows but the company is presently reliant on group financing and details of measures agreed subsequent to the balance sheet date to formalise the financing arrangements are provided at the foot of note 8.

Having considered the forecast results and cash flows of the company together with the available financing and the ability of the parent charitable company to provide support, the directors have concluded that the going concern basis remains appropriate.

Revenue

Revenue is recognised to the extent that it is probable that economic benefits will flow to the company and the revenue can be reliably measured.

Turnover represents the transaction value, which is also the fair value, of fees invoiced in respect of customised courses, net of VAT and discounts.

Intangible Fixed assets and amortisation

Software costs and the costs of acquiring trademarks are capitalised at cost.

Amortisation is calculated on a monthly basis so as to write off the cost of the fixed assets over the expected useful economic lives. The principal annual rates and bases used for this purpose are:

Software costs	33% straight line
Trademarks	20% straight line

3. EMPLOYEE COSTS

The company did not directly employ staff during the year. The directors did not receive any remuneration during the year

4. ADMINISTRATIVE EXPENSES

The Company commissioned the services of several staff from Common Purpose Charitable Trust to run and support the customised courses and to provide curriculum, IT and marketing services to the Common Purpose licensees.

5. OPERATING PROFIT

	2016	2015
	£	£
Operating profit is stated after charging:		
Amortisation	23,596	19,738
Auditors remuneration	3,210	3,150
	<u>26,806</u>	<u>22,888</u>

6. INTANGIBLE FIXED ASSETS

	Software costs	Trademarks	Total
	£	£	£
COST			
At 1 August 2015	161,007	28,837	189,844
Assets transferred			
Additions	10,769	4,220	14,990
	<u>171,776</u>	<u>33,057</u>	<u>204,834</u>
At 31 July 2016	171,776	33,057	204,834
AMORTISATION			
At 1 August 2015	115,888	26,708	142,596
Assets transferred			
Charge for year	22,275	1,320	23,595
	<u>138,163</u>	<u>28,028</u>	<u>166,191</u>
At 31 July 2016	138,163	28,028	166,191
NET BOOK VALUE			
At 31 July 2016	33,613	5,029	38,642
	<u>33,613</u>	<u>5,029</u>	<u>38,642</u>
At 31 July 2015	45,119	2,129	47,248
	<u>45,119</u>	<u>2,129</u>	<u>47,248</u>

7. DEBTORS

	2016	2015
	£	£
Trade debtors	48,191	44,099
Prepayments	3,724	2,769
Accrued income	148,047	208,167
Amounts due from group undertakings	19,066	18,547
Other taxes and social security	-	3,545
	<u>219,028</u>	<u>277,127</u>

8. CREDITORS: DUE WITHIN ONE YEAR	2016 £	2015 £
Amount due to parent undertaking	493,951	319,894
Other taxes and social security		-
Other Creditors	26,635	74,252
	<u>520,586</u>	<u>394,146</u>

In light of the company's loss for the year, the directors entered into a loan agreement on 1 August 2016 for £250,674 with its parent company Common Purpose Charitable Trust. The loan is repayable over five years at an annual interest rate of 2.5% per annum.

9. SHARE CAPITAL	2016 £	2015 £
Authorised: 1 ordinary share of £1 each	<u>1</u>	<u>1</u>
Issued: 1 ordinary share of £1	<u>1</u>	<u>1</u>

10. ULTIMATE PARENT UNDERTAKING

The Company's immediate and ultimate parent undertaking is The Common Purpose Charitable Trust, a company limited by guarantee, registered in England and Wales under company number 2832875 and registered charity number 1023384. The Common Purpose Charitable Trust head the smallest and largest group for which consolidated accounts are prepared.

Consolidated financial statements for the Common Purpose Charitable Trust are available at www.charitycommission.org.uk.