

Registration number: 68989

Tilia Group Holdings Limited  
Annual Report and Financial Statements  
for the year ended 30 June 2022

# Tilia Group Holdings Limited

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# **Tilia Group Holdings Limited**

## **Group Information**

### **Directors**

A W Richardson

S Bateman

A Gibbs

### **Group secretary**

Terra Firma Capital Management Limited

### **Registered office**

2 Trafalgar Court

Les Banques

St Peter Port

Guernsey

GY1 4LY

### **Bankers**

National Westminster Bank Plc

250 Bishopsgate

London

EC2M 4AA

### **Independent auditors**

PricewaterhouseCoopers LLP

Chartered Accountants and Statutory Auditors

1 Embankment Place

London

WC2N 6RH

# Tilia Group Holdings Limited

## Strategic Report for the year ended 30 June 2022

In this report the “Group” means Tilia Group Holdings Limited and its subsidiaries and the “Company” means Tilia Group Holdings Limited.

There are two main trading entities of the group. Tilia Homes Limited is the first main trading entity of the Group, and its associated subsidiaries are also consolidated.

On 20 January 2022, the Group acquired Hopkins Homes Group Limited, the largest privately-owned housebuilder in East Anglia for £290.3m and this is now the second main trading entity of the Group.

The directors present their strategic report for the period ended 30 June 2022.

### Principal activities

The Group is principally engaged in the building and sale of residential properties in the United Kingdom.

### Business model and strategy

Our business is based solely on the building and sale of residential properties, currently in England, excluding London and the South East. Tilia Homes Limited currently operate four regional businesses in Northern, Central, Eastern and the West of England. The business also operates through several joint ventures, with partners including Cross Keys Homes and Homes England. Hopkins Homes Group Limited operates in East Anglia.

### Business Review

#### Transforming Tilia Homes

Following the acquisition of Tilia Homes on 28 May 2021 by Terra Firma, a leading Private Equity investment firm, the business has undertaken a root and branch transformation of its operations. This includes, but is not limited to, a significant change in key personnel, an overhaul of operational practices, implementation of new systems, and injections of capital to pursue new land acquisitions.

Tilia Homes’ ambition is to forge a reputation for delivering high quality, well-designed and affordable mid-market homes for families and first-time buyers. Under new leadership, Tilia will target increasing the scale of its landbank, focusing on growth and on creating new neighbourhoods that communities can be proud of for many years to come.

Tilia’s longer-term strategic vision will be determined by focusing on a number of key principles. These include:

- Always safety first – we are proud of our continued strong health and safety statistics but remain fully aware that this has to be a daily priority everywhere we operate. We communicate regularly to staff and contractors on this topic and continue to invest in Health and Safety training. We will not accept complacency in this area and it will always remain our first priority.
- Being a housebuilder of first choice for our customers and our suppliers – a focus on quality is critical and we intend to become an HBF five star rated housebuilder. We aim to build homes of the highest standard and have introduced new house types aimed at ensuring consistency and quality, whilst also respecting and protecting the unique character of the local area.
- Being an employer of first choice – we firmly believe in the importance and power of committed, motivated, high-quality staff. With the growth targeted over the coming years, and an immediate focus on training and development for staff, we believe we can provide the challenge and opportunity for our staff, making us an employer of first choice.
- Delivering a step-change in sustainability – we recognise the importance of environmental and social responsibility, and of being the most sustainable business possible. The on-going development of our new house-types is firmly focused on improving our environmental footprint. We are in the process of developing a considerably wider-ranging ESG strategy, with the full support and encouragement of Terra Firma, and are determined to lead the way in this field.

## **Tilia Group Holdings Limited**

### **Strategic Report for the year ended 30 June 2022 (continued)**

The degree of change undertaken within the business, combined with a focus on improving standards and quality, has resulted in a slowdown in completed units in the year ended 30 June 2022, driving a loss before tax of £14.0m before exceptional items (FY21: £3.5m profit for the one month period). This includes £19.7m interest cost on the loan from our immediate parent following the acquisition in May 2021 (FY21: £0.7m).

During the year the Tilia Homes Limited Board has been restructured with both of the current directors being appointed during the period, and the new management team have put in place plans to operationally strengthen the business. The primary focus has been in the construction and commercial operations, with a significant change in personnel, who aspire to improve the quality and efficiency of our build process, whilst building stronger relationships with our materials and sub-contractor suppliers. Not only will this drive timely delivery of a better quality product but will also ensure we are managing costs tightly and delivering targeted margins.

It was also clear to the new management team that the systems and processes the business relied upon were not best in class. Consequently, the Company has replaced its ERP system, implementing COINS. COINS is the ERP system of choice for UK house builders of any size and allows full and joined up granularity of build programmes, costs to complete, and land appraisals. Currently the first two modules (Financial and Commercial) have been successfully implemented, with four more to follow including Construction. Implementation will materially improve the efficiency and effectiveness of the business, driving up build rates and improving cost control. In addition, implementation of the Finance module has given the Company full control of supplier payments (previously part of Kier Shared Service), allowing Tilia to pay suppliers promptly, improving operational relationships and keeping material supply flowing.

Investment in land will help drive the business forward and the land teams have a clear strategy in place to ensure we secure the right opportunities, at the right price, and commence development in the right way, with the backing of our new owners. In the year ended 30 June 2022 Tilia Homes Limited completed the purchase of 4 new sites, investing £35.3m which has been provided by the shareholder. In addition, 3 further sites were acquired by the Tilia Cross Keys joint venture, investing £9.3m.

Health and safety remains the number one priority at Tilia and we achieved an AIR (Accident Incident Rate) of 191 at June 2022 (127 as at June 2021), significantly below the HSE and HBF benchmarks of 272 and 239 respectively.

#### **Acquisition of Hopkins Homes**

On 20 January 2022, the Group acquired Hopkins Homes Group Limited and subsidiaries ('Hopkins') for £290.3m, the largest privately-owned housebuilder in East Anglia. This acquisition underpins the Group's confidence in the UK homebuilding sector and sets Hopkins up in a position to continue to grow and evolve its business model alongside Tilia.

During the period, Hopkins observed strong demand in the market coming out of Covid-19 lockdowns. Thanks to the resilience and hard work of everyone across the business, Hopkins has benefitted from this demand and delivered profit before tax for the 14-month period to 30 June 2022 of £40.9m and contributed £16.5m profit before tax for the post-acquisition period.

Hopkins continue to focus on delivering a quality product to their customers. Operationally, the focus has been on core disciplines enhancing business processes. Future investment in land will help drive the business forward and the land teams have a clear strategy in place to ensure we secure the right opportunities, at the right price, and commence development in the right way.

# **Tilia Group Holdings Limited**

## **Strategic Report for the year ended 30 June 2022 (continued)**

### **Housing market**

In the year ended 30 June 2022 the UK housing market returned to the positive level that was seen pre COVID-19, supported by the ongoing significant shortage of housing combined with stronger demand, facilitated by macroeconomic factors and relatively cheap mortgage financing. We continued to see selling prices remaining resilient.

Economic uncertainty such as continued cost inflation and a return to increasing interest rates, have resulted in the housing market beginning to slow, albeit from an abnormal high. The Stamp duty land tax reduction introduced in September 2022 will help support the broader market, although the recent increases in mortgage interest rates are likely to have a greater negative effect on demand. Tilia's focus on smaller houses and first time / second time buyers should protect it to some degree from any market slowdown.

The business continues to work closely with its supply chain looking to utilise new house types and designs to improve cost effectiveness and mitigate ongoing cost inflation. In addition, the business is looking to develop closer strategic supplier and subcontractor relationships to mitigate supply risks and benefit all parties.

The Board will ensure close management of the activities of the business and will ensure robust financial controls are in place.

### **Environmental impact and carbon use disclosures**

The Group identifies sustainability as a fundamental aspect to ensure the long-term success of the Group. Being a sustainable business is more important than ever and we continue in the work towards changing mindsets to embrace sustainability so that it becomes embedded within every part of the business. Our new standard house type range is being designed to further reduce our carbon footprint and achieve the energy efficiency standards. We have instructed external consultants, Energist UK, to assist us with this. We are currently working with our ESG partners to establish policies to further demonstrate our commitment.

We continue to demonstrate our ongoing commitment to sustainability in the reduction of our carbon footprint. Smart meters are installed in all our new homes and electric charging points can be seen at all our regional offices. Our company car options demonstrate this further in line with our commitment with 40% of the available options being electric vehicles.

We continue to source timber products delivered with a full chain custody from a credible, independent certification scheme, approved by the UK Government and we record our waste movements via Smartwaste and are currently reporting over 90% diversion rates from landfill.

In accordance with the Companies Act 2006 (Strategic Report and Directors' Report) Regulations 2013, we report on our greenhouse gas emissions as part of this Strategic Report.

Our methodology has been based on the principals of the Greenhouse Gas Protocol, taking account of the 2015 amendment which sets out a 'dual reporting' methodology for the reporting of Scope 2 emissions.

The emissions data is for the 2021-22 reporting for the Group's trading entities. The comparative data is for the full year 2020-21.

## Tilia Group Holdings Limited

### Strategic Report for the year ended 30 June 2022 (continued)

#### Greenhouse gas emissions and intensity ratio

Emission Type	kWh			CO <sub>2</sub> e tonnes (Location Based)		
	Current Year (2021-22)	Previous Year (2020-21)	Var. %	Current Year (2021-22)	Previous Year (2020-21)	Var. %
Scope 1: Combustion	7,363,245	8,937,050	-17.6%	1,720.86	2,076.77	-17.1%
Total Scope 1	7,363,245	8,937,050	-17.6%	1,720.86	2,076.77	-17.1%
Scope 2: Purchased Energy	1,177,705	923,626	27.5%	250.06	215.33	16.1%
Total Scope 2	1,177,705	923,626	27.5%	250.06	215.33	16.1%
Scope 3: Indirect Energy use	3,036,847	3,419,039	-11.2%	721.58	822.52	-12.3%
Total Scope 3	3,036,847	3,419,039	-11.2%	721.58	822.52	-12.3%
<b>Total</b>	<b>11,577,797</b>	<b>13,279,715</b>	<b>-12.8%</b>	<b>2,692.50</b>	<b>3,114.62</b>	<b>-13.6%</b>

	Current Year	Prior Year	Var. %
Number of employees	640	448	+42.9%
Intensity Ratio (tCO <sub>2</sub> /no of employees)	4.2	7.0	-40.0%
Turnover (£000s)	181,429	68,494	+164.9%
Intensity Ratio (tCO <sub>2</sub> e/£100,000)	0.0148	0.0455	-67.5%

Emission Type	CO <sub>2</sub> e tonnes (Dual Reporting Methodology)		
	Location Based	Market Based (Supplier Specific)	Var. %
Scope 1: Combustion	1,720.86	1,720.86	0%
Total Scope 1	1,720.86	1,720.86	0%
Scope 2: Purchased Energy	250.06	0.00	-100%
Total Scope 2	250.06	0.00	-100%
Scope 3: Indirect Energy use	721.58	721.58	0%
Total Scope 3	721.58	721.58	0%
<b>Total</b>	<b>2,692.50</b>	<b>2,442.44</b>	<b>-9.3%</b>

## Tilia Group Holdings Limited

### Strategic Report for the year ended 30 June 2022 (continued)

#### People

We want the Group to continue to be a great place to work with a flexible, stimulating and supportive environment where people feel recognised and appreciated. We help our people achieve their personal and professional goals and encourage the next generation of talent through internal career progression. Our annual appraisal scheme sets individual objectives and a clear development pathway through tailored training, centralised resources and e-learning. We offer our teams an advanced Employee Assistance Programme and 24-hour access to a GP. The health and wellbeing of our people is extremely important to us. We have a monthly Living-Well newsletter, trained Mental Health First Aiders across the business and access to mental health counselling.

Key recent achievements include: Access to an online hub for information and resources; A focused induction package to support all new joiners; Regular ‘Livewire’ email updates to update on company news and progress; ‘Perks’ employee discount platform.

#### Principal risks and uncertainties

The performance of the business is subject to several risks and the management of these is a key operating component of the Group. The long-term success of the business is impacted by the risk management approach adopted by the Group. The Group has identified, evaluated, and put in place strategies to mitigate the principal risks and uncertainties faced by the business, and these are formally reviewed by the Board.

The principal operating risks of the Group include, but are not limited to, the following areas:

Key Risk	Nature of risk	Mitigation
Downturn in housing market	Major price or sales volume reductions due to macro market forces	Structural market under-supply lowers long term risk. In short term conservative management, a focus on cash flow, and a strengthened balance sheet will help mitigate. A managed approach to building plots to control WIP spend and therefore control cash outflows is key
Increase in construction costs or reductions in availability	Materials and labour shortages, inflation in cost prices, and understated cost forecasts	Initiatives to mitigate include: Standard house types, increased central procurement, introduction of Group Commercial function, and the introduction of COINS ERP system
Land acquisitions	Inability to procure land at satisfactory margins	Initiatives underway to reduce operating costs to improve land affordability
Failure to maintain a safe working environment	Impact of a major incident on staff, contractors, and reputation	Independent team in place to ensure adherence to our non-negotiable health and safety policies. Training and management disciplines strongly enforced
Personnel retention	Staff turnover and inability to recruit quality personnel	HR Committee in place to review and react to the risk. Remuneration packages continually under review to ensure we remain competitive in the marketplace. New ownership reinforces Group’s future growth prospects



## Tilia Group Holdings Limited

### Strategic Report for the year ended 30 June 2022 (continued)

Key Risk	Nature of risk	Mitigation
Customer satisfaction	Poor customer satisfaction impacting reputation and ability to sell	Customer journey simplified, improved build quality reviews being introduced. Standard house types and finishes improving end quality
Cyber attack and associated fraud	Risk of damage to data, systems, and reputation as a result of cyber-attacks or fraudulent activities	New post-Kier IT environment being designed with focus on security and fraud prevention first. Strong focus on segregation of duties. Training in place for staff. Additional security layers such as 2FA being introduced. Whistleblowing process in place
Government / regulatory Change	Risk of additional costs and complexity arising from changes in legislation and regulation	Close relationship built with HBF and Homes England to understand potential changes and to enable us to escalate and influence
Recurrence of Covid-19 lockdowns or other global pandemics	Impacts ability to build and sell	We have a 2021 playbook in place which allows the business to operate Covid-19 secure and continue to build despite broader national restrictions
Claims arising in relation to historic pre-acquisition completed projects	Potential financial impact if company is deemed liable and are required to rectify	Detailed review of old projects underway to identify potential risk. In places liability remains with Kier Group
JV under-delivery	Under-performance in JVs risking default against banking covenants	Performance and forecasts, including projected covenant results are reviewed monthly, with action plans where possible. Relationships with lenders are open and supportive. Opportunity to waive or amend facilities if necessary has historically been available
Major supplier or sub-contractor failure, including impact of global conflicts (e.g. Ukraine)	Risk of rising costs and impacts on supply chain and lead times for goods	Ensure sufficient diversifications of supply chain and continued frequent dialogue with key suppliers

#### **Financial Review**

##### **Results**

Revenue for the year was £181.4m (2021: £17.1m) in comparison to the prior year which had one month of trading. The Group made EBITDA of £8.7m (2021: £4.4m).

In the year the Group achieved 1,424 (2021: 210) legal completions. The Group operate though a number of joint ventures and of these total units, 739 (2021: 133) of these were delivered through the joint ventures.

## Tilia Group Holdings Limited

### Strategic Report for the year ended 30 June 2022 (continued)

	Year ended 30 June 2022 No.	1 month period ended 30 June 2021 No.
<b>Legal completions</b>		
Group companies	685	77
Joint ventures	739	133
Total	1,424	210

	Year ended 30 June 2022 £ 000	1 month period ended 30 June 2021 £ 000
<b>Other KPIs</b>		
Revenue	181,429	17,053
Operating profit *	7,052	4,152
EBITDA *	8,685	4,397
(Loss)/profit before tax *	(14,032)	3,484

\* Presented before exceptional items.

#### Balance sheet at 30 June 2022

The Group had net assets of £49.5m (2021: £65.7m) and a cash balance of £32.1m (2021: £43.6m) at the year end.

The Group's inventory was £367.0m (2021: £113.8m). The Group also holds an investment of £112.5m (2021: £108.4m) in joint ventures.

At 30 June 2022, the Group had net debt of £430.8m (2021: £66.4m). Loan funding is provided to the Group via a £424.9m (2021: £110.0m) loan from a related party Foster Investments Limited. The loan is repayable on demand, however the Group and Company have received written confirmation from Foster Investments Limited that the loan will not be recalled for at least 12 months from the date of approval of the financial statements. The interest rate is 8%. The Group also holds a Revolving Credit Facility (RCF), with £38.0m drawn at 30 June 2022, which expires in February 2028 with interest rate of SONIA plus 2.5-3%.

Approved by the Board on 23 March 2023 and signed on its behalf by:

.....

A W Richardson  
Director

# Tilia Group Holdings Limited

## Directors' Report for the year ended 30 June 2022

The directors present their report and the audited financial statements for the year ended 30 June 2022. The Company was incorporated in Guernsey on 23 March 2021.

### Principal activities

The Company is a holding company for a house building Group.

### Results and dividends

The results for the year ended 30 June 2022 are set out in the consolidated income statement, with the results discussed in the preceding Strategic Report.

No dividends were paid in the year.

### Directors of the Company

The directors who held office during the year and up to the date of signing these financial statements were as follows:

I Bharadwaj (resigned 14 April 2022)

A W Richardson

J Thompson (appointed 14 April 2022, resigned 13 December 2022)

S Bateman (appointed 13 December 2022)

A Gibbs (appointed 13 December 2022)

### Statement of Directors' Responsibilities

The directors are responsible for preparing the Annual Report and Financial Statements in accordance with applicable law and regulation.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have prepared the group financial statements in accordance with International Financial Reporting Standards (IFRSs) as adopted by the EU and the company financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 101 "Reduced Disclosure Framework", and applicable law).

Under company law, 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 group and company and of the profit or loss of the group for that year. In preparing the financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- state whether applicable IFRSs as adopted by the EU have been followed for the group financial statements and United Kingdom Accounting Standards, comprising FRS 101 have been followed for the company financial statements, subject to any material departures disclosed and explained in the financial statements;
- make judgements and accounting estimates that are reasonable and prudent; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group and company will continue in business.

The directors are responsible for safeguarding the assets of the group and company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The directors are also responsible for keeping adequate accounting records that are sufficient to show and explain the group's and company's transactions and disclose with reasonable accuracy at any time the financial position of the group and company and enable them to ensure that the financial statements comply with the applicable Guernsey law.

## **Tilia Group Holdings Limited**

### **Directors' Report for the year ended 30 June 2022 (continued)**

#### **Employment of disabled persons**

The companies in the Group are equal opportunities employers and consider applications for employment from disabled persons. Facilities, equipment and training are provided to assist disabled employees and, should an employee become disabled during their employment, efforts would be made to retain them in their current role or to explore opportunities for re-deployment in the Group.

#### **Future developments**

The Group continues to identify and invest in suitable land for future developments. Concurrently, we continue to work with local housing associations to tender for suitable projects. The business is conscious of the evolving and ongoing situation in Ukraine but as yet is not experiencing any direct impact.

#### **Directors' liabilities**

The articles of association of the Company entitle the directors of the Company, to the extent permitted by the applicable Guernsey law and other applicable legislation, to be indemnified out of the assets of the Company in the event that they suffer any expenses in connection with certain proceedings relating to the execution of their duties as directors of the Company.

In addition, insurance is maintained for the directors and officers of companies within the Group to cover certain losses or liabilities to which they may be exposed due to their office.

#### **Reappointment of auditors**

Under section 257 of the Companies (Guernsey) Law 2008, PricewaterhouseCoopers LLP will be deemed to have been reappointed as auditors 28 days after these financial statements were sent to members or 28 days after the latest date prescribed for filing the accounts with the registrar, whichever is earlier.

#### **Dividends**

There was no dividend declared for the year.

#### **Going concern**

The directors adopt the going concern basis in preparing the Group's financial statements.

The Group has net assets and cash as at 30 June 2022 of £49.5m and £32.1m respectively. Funding to the Group is provided in the form of a loan from a related party, Foster Investments Limited. The principal amount of loan outstanding at 30 June 2022 was £424.9m. The loan is repayable on demand, however the Group and Company have received written confirmation from Foster Investments Limited that the loan will not be recalled for at least 12 months from the date of approval of the financial statements. The interest rate on the loan is 8%. The Group also holds a RCF from a third party with a total limit of £120.0m, with £38.0m drawn at 30 June 2022, which expires in February 2028 with interest rate of SONIA plus 2.5-3%.

The Board has reviewed the business's cash flow forecasts for the period to 31 March 2024, based on certain key assumptions which include the price and volume of completed house sales over that period and changes in supplier purchases. The models have a base scenario compared to prudent downside scenarios. The Board has considered the Group's going concern by reviewing the cash flow forecasts of both Tilia and Hopkins, being the two main trading entities of the Group, which are modelled separately. Under both, the Group still maintains adequate liquidity without the need for additional funding. As a result the Directors are satisfied that the Group and Company will be able to continue to be able to pay its liabilities as they fall due for a period of at least 12 months from the date of signing these financial statements and therefore the Board has prepared the accounts on a going concern basis.

## Tilia Group Holdings Limited

### Directors' Report for the year ended 30 June 2022 (continued)

#### Disclosure of information to the auditors

Under applicable Guernsey law, each director has taken steps that they ought to have taken as a director in order to make themselves aware of any relevant audit information and to establish that the Company's auditors are aware of that information. The directors confirm that there is no relevant information that they know of and of which they know the auditors are unaware.

Approved by the Board on 23 March 2023 and signed on its behalf by:



A W Richardson  
Director

# Independent auditors' report to the members of Tilia Group Holdings Limited

## Report on the audit of the financial statements

### Opinion

In our opinion:

- Tilia Group Holdings Limited's group financial statements and company financial statements (the "financial statements") give a true and fair view of the state of the group's and of the company's affairs as at 30 June 2022 and of the group's loss and the group's cash flows for the year then ended;
- the group financial statements have been properly prepared in accordance with International Financial Reporting Standards (IFRSs) adopted in the European Union;
- the company financial statements have been properly prepared in accordance with FRS 101 "Reduced Disclosure Framework"; and
- the financial statements have been prepared in accordance with the requirements of the Companies (Guernsey) Law, 2008.

We have audited the financial statements, included within the Annual Report and Financial Statements (the "Annual Report"), which comprise: the Consolidated Statement of Financial Position and Company Statement of Financial Position as at 30 June 2022; the Consolidated Income Statement, Consolidated Statement of Comprehensive Income, Consolidated Statement of Changes in Equity, Consolidated Cash Flow Statement and Company Statement of Changes in Equity for the year then ended; and the notes to the financial statements, which include a description of the significant accounting policies.

### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs (UK)") and applicable law. Our responsibilities under ISAs (UK) are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Independence

We remained independent of the group in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, which includes the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

### Conclusions relating to going concern

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the group's and the company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

In auditing the financial statements, we have concluded that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

However, because not all future events or conditions can be predicted, this conclusion is not a guarantee as to the group's and the company's ability to continue as a going concern.

Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report.

# Independent auditors' report to the members of Tilia Group Holdings Limited (continued)

## Reporting on other information

The other information comprises all of the information in the Annual Report other than the financial statements and our auditors' report thereon. The directors are responsible for the other information. Our opinion on the financial statements does not cover the other information and, accordingly, we do not express an audit opinion or, any form of assurance thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If we identify an apparent material inconsistency or material misstatement, we are required to perform procedures to conclude whether there is a material misstatement of the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report based on these responsibilities.

## Responsibilities for the financial statements and the audit

### Responsibilities of the directors for the financial statements

As explained more fully in the Statement of Directors' Responsibilities, the directors are responsible for the preparation of the financial statements in accordance with the applicable framework and for being satisfied that they give a true and fair view. The directors are also responsible for such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the group's and the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the group or the company or to cease operations, or have no realistic alternative but to do so.

### Auditors' responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

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

Based on our understanding of the group and industry, we identified that the principal risks of non-compliance with laws and regulations related to Health and Safety legislation and building regulations, and we considered the extent to which non-compliance might have a material effect on the financial statements. We also considered those laws and regulations that have a direct impact on the financial statements such as Companies (Guernsey) Law, 2008 and UK tax legislation. We evaluated management's incentives and opportunities for fraudulent manipulation of the financial statements (including the risk of override of controls), and determined that the principal risks were related to posting inappropriate journal entries to increase revenue or reduce expenditure and management bias in accounting estimates. Audit procedures performed by the engagement team included:

- Discussions with management including consideration of known or suspected instances of non-compliance with laws and regulations and fraud;
- Evaluation of management's controls designed to prevent and detect irregularities;

# Independent auditors' report to the members of Tilia Group Holdings Limited (continued)

- Review of the financial statement disclosure and underlying support documentation;
- Challenging assumptions and judgments made by management in their accounting estimates, in particular in relation to work in progress;
- Identifying and testing journal entries, in particular any journal entries posted with unusual account combinations.

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

A further description of our responsibilities for the audit of the financial statements is located on the FRC's website at: [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditors' report.

## Use of this report

This report, including the opinions, has been prepared for and only for the company's members as a body in accordance with Section 262 of The Companies (Guernsey) Law, 2008 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

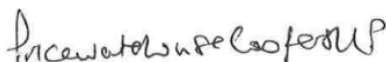
## Other required reporting

### Companies (Guernsey) Law, 2008 exception reporting

Under the Companies (Guernsey) Law, 2008 we are required to report to you if, in our opinion:

- we have not obtained all the information and explanations we require for our audit; or
- proper accounting records have not been kept by the company; or
- the company financial statements are not in agreement with the accounting records.

We have no exceptions to report arising from this responsibility.



PricewaterhouseCoopers LLP  
Chartered Accountants  
London  
24 March 2023



## Tilia Group Holdings Limited

### Consolidated Income Statement for the year ended 30 June 2022

	Note	Year ended 30 June 2022			1 month period ended 30 June 2021		
		Before exceptional items £000	Exceptional items (note 6) £000	Total £000	Before exceptional items £000	Exceptional items (note 6) £000	Total £000
Revenue	4	181,429	-	181,429	17,053	-	17,053
Cost of sales		(160,173)	-	(160,173)	(16,175)	(321)	(16,496)
<b>Gross profit</b>		<b>21,256</b>	<b>-</b>	<b>21,256</b>	<b>878</b>	<b>(321)</b>	<b>557</b>
Administrative expenses		(27,049)	(3,003)	(30,052)	(1,193)	(66)	(1,259)
Share of post-tax results of joint ventures	16	12,845	-	12,845	4,467	-	4,467
<b>Operating profit</b>	5	<b>7,052</b>	<b>(3,003)</b>	<b>4,049</b>	<b>4,152</b>	<b>(387)</b>	<b>3,765</b>
Gain on bargain purchase	6	-	-	-	-	31,453	31,453
<b>Profit before interest and tax</b>		<b>7,052</b>	<b>(3,003)</b>	<b>4,049</b>	<b>4,152</b>	<b>31,066</b>	<b>35,218</b>
Finance income	7	23	-	23	155	-	155
Finance costs	7	(21,107)	-	(21,107)	(823)	-	(823)
<b>Net finance cost</b>		<b>(21,084)</b>	<b>-</b>	<b>(21,084)</b>	<b>(668)</b>	<b>-</b>	<b>(668)</b>
<b>(Loss)/profit before tax</b>		<b>(14,032)</b>	<b>(3,003)</b>	<b>(17,035)</b>	<b>3,484</b>	<b>31,066</b>	<b>34,550</b>
Income tax (expense)/credit	11	222	571	793	928	-	928
<b>(Loss)/profit for the financial year</b>		<b>(13,810)</b>	<b>(2,432)</b>	<b>(16,242)</b>	<b>4,412</b>	<b>31,066</b>	<b>35,478</b>

The above results were derived from continuing operations.

The accompanying notes form an integral part of the financial statements.

## Tilia Group Holdings Limited

### Consolidated Statement of Comprehensive Income for the year ended 30 June 2022

	2022 £ 000	2021 £ 000
(Loss)/profit for the year	(16,242)	35,478
Total comprehensive (expense)/income for the year	(16,242)	35,478

The accompanying notes form an integral part of the financial statements.

**Tilia Group Holdings Limited**  
(Registration number: (68989))

**Consolidated Statement of Financial Position as at 30 June 2022**

	Note	Group 2022 £ 000	Group 2021 (restated*) £ 000
<b>Non-current assets</b>			
Intangible assets	12	132,892	1,510
Property, plant and equipment	13	3,652	146
Right of use assets	14	2,092	382
Investment in joint ventures	16	112,492	108,420
Deferred tax assets	11	2,762	3,424
Trade and other receivables	18	4,129	2,236
		<b>258,019</b>	<b>116,118</b>
<b>Current assets</b>			
Inventories	17	366,987	113,788
Trade and other receivables	18	41,720	27,144
Cash and cash equivalents	19	32,097	43,588
		<b>440,804</b>	<b>184,520</b>
<b>Total assets</b>		<b>698,823</b>	<b>300,638</b>
<b>Current liabilities</b>			
Trade and other payables	20	(102,768)	(61,405)
Lease liabilities	22	(942)	(252)
Loans and borrowings	21	(483,338)	(110,000)
Provisions	23	(14,673)	(8,013)
Current tax liability	11	(1,234)	-
		<b>(602,955)</b>	<b>(179,670)</b>
<b>Non-current liabilities</b>			
Trade and other payables	20	(39,532)	(47,359)
Lease liabilities	22	(1,260)	(126)
Provisions	23	(5,592)	(7,757)
		<b>(46,384)</b>	<b>(55,242)</b>
<b>Total liabilities</b>		<b>(649,339)</b>	<b>(234,912)</b>
<b>Net assets</b>		<b>49,484</b>	<b>65,726</b>
<b>Equity</b>			
Called up share capital	25	30,248	30,248
Retained earnings		19,236	35,478
<b>Total equity</b>		<b>49,484</b>	<b>65,726</b>

**Tilia Group Holdings Limited**

**(Registration number: (68989))**

**Consolidated Statement of Financial Position as at 30 June 2022 (continued)**

\* See note 32 to the financial statements for detail on the FY21 restatement.

The financial statements on pages 15 to 53 were approved by the Board on 23 March 2023 and signed on its behalf by:



A W Richardson  
Director

The accompanying notes form an integral part of the financial statements.

## Tilia Group Holdings Limited

### Consolidated Statement of Changes in Equity for the year ended 30 June 2022

	Share capital £ 000	Retained earnings £ 000	Total £ 000
<b>At 23 March 2021</b>	<b>30,248</b>	<b>-</b>	<b>30,248</b>
Profit for the year and total comprehensive income	-	35,478	35,478
<b>At 30 June 2021</b>	<b>30,248</b>	<b>35,478</b>	<b>65,726</b>
	Share capital £ 000	Retained earnings £ 000	Total £ 000
<b>As at 1 July 2021</b>	<b>30,248</b>	<b>35,478</b>	<b>65,726</b>
Loss for the year and total comprehensive expense	-	(16,242)	(16,242)
<b>At 30 June 2022</b>	<b>30,248</b>	<b>19,236</b>	<b>49,484</b>

The accompanying notes form an integral part of the financial statements.

## Tilia Group Holdings Limited

### Consolidated Cash Flow Statement for the year ended 30 June 2022

	Note	2022	2021
<b>Cash flows from operating activities</b>		<b>£ 000</b>	<b>£ 000</b>
(Loss)/profit for the year		(16,242)	35,478
<i>Adjustments for:</i>			
Depreciation	13, 14	885	37
Amortisation	12	748	56
Interest payable	7	20,630	820
Taxation	11	(793)	(928)
Share of results of equity accounted joint ventures	16	(12,845)	(4,467)
Profit on disposal of right of use assets		(19)	-
Gain on bargain purchase	6	-	(31,453)
Increase in provisions	23	8,503	594
<b>Operating cash flow before changes in working capital</b>		<b>867</b>	<b>137</b>
Increase in trade and other receivables	18, 11, 30	(10,988)	(1,706)
(Increase)/decrease in inventories	17, 30	(29,430)	10,491
(Decrease)/increase in trade and other payables	20, 11, 30	(45,663)	13,932
<b>Cash flow from operating activities</b>		<b>(85,214)</b>	<b>22,854</b>
Tax paid	11	(4,150)	-
<b>Net cash flow from operating activities</b>		<b>(89,364)</b>	<b>22,854</b>
<b>Cash flows from investing activities</b>			
Acquisition of intangible assets	12	(1,357)	(140)
Acquisition of tangible assets	13	(430)	-
Dividends from equity accounted joint ventures	16	6,052	-
Loan repayments from equity accounted joint ventures	16	685	-
Acquisition of subsidiary undertaking, net of cash acquired	30	(239,992)	(119,374)
<b>Net cash flows from investing activities</b>		<b>(235,042)</b>	<b>(119,514)</b>
<b>Cash flows from financing activities</b>			
Proceeds from share issue	25	-	30,248
Principal element of leasing payments	14	(1,946)	-
Proceeds from loan	21	314,861	110,000
<b>Net cash flow from financing activities</b>		<b>312,915</b>	<b>140,248</b>
<b>Net (decrease)/ increase in cash and cash equivalents</b>		<b>(11,491)</b>	<b>43,588</b>
Cash and cash equivalents at beginning of period		43,588	-
<b>Cash and cash equivalents at 30 June</b>	19	<b>32,097</b>	<b>43,588</b>

The accompanying notes form an integral part of the financial statements.

# Tilia Group Holdings Limited

## Notes to the Financial Statements for the year ended 30 June 2022

### 1 General information

Tilia Group Holdings Limited ('the Company') and its subsidiaries (together 'the Group') are engaged in the building of residential properties.

The Company is a private limited company which is incorporated in Guernsey and domiciled in the UK. The address of the registered office is:

2 Trafalgar Court  
Les Banques  
St Peter Port  
Guernsey  
GY1 4LY

The registered number is 68989.

### 2 Accounting policies

#### Summary of significant accounting policies and key accounting estimates

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

#### Basis of preparation

The consolidated financial statements of Tilia Group Holdings Limited have been prepared in accordance with International Financial Reporting Standards (IFRSs) and IFRS Interpretations Committee (IFRIC) interpretations as adopted by the European Union (EU). The consolidated financial statements have been prepared under the historical cost convention.

The preparation of consolidated financial statement in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Group's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the consolidated financial statement are disclosed in note 3.

#### Going concern

The directors adopt the going concern basis in preparing the Group's financial statements.

The Group has net assets and cash as at 30 June 2022 of £49.5m and £32.1m respectively. Funding to the Group is provided in the form of a loan from a related party, Foster Investments Limited. The principal amount of loan outstanding at 30 June 2022 was £424.9m. The loan is repayable on demand, however the Group and Company have received written confirmation from Foster Investments Limited that the loan will not be recalled for at least 12 months from the date of approval of the financial statements. The interest rate on the loan is 8%. The Group also holds a RCF from a third party with a total limit of £120.0m, with £38.0m drawn at 30 June 2022, which expires in February 2028 with interest rate of SONIA plus 2.5-3%.

The Board has reviewed the business's cash flow forecasts for the period to 31 March 2024, based on certain key assumptions which include the price and volume of completed house sales over that period and changes in supplier purchases. The models have a base scenario compared to prudent downside scenarios. The Board has considered the Group's going concern by reviewing the cash flow forecasts of both Tilia and Hopkins, being the two main trading entities of the Group, which are modelled separately. Under both, the Group still maintains adequate liquidity without the need for additional funding. As a result the Directors are satisfied that the Group and Company will be able to continue to be able to pay its liabilities as they fall due for a period of at least 12 months from the date of signing these financial statements and therefore the Board has prepared the accounts on a going concern basis.

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 2 Accounting policies (continued)

##### Changes in accounting policy

The following new standards, amendments to standards and interpretations are effective for the financial year ended 30 June 2021 onwards, none of which have had a material impact on the reported results:

- Amendment to IAS 1 'Presentation of financial statements', effective 1 January 2021.
- Amendment to IAS 8 'Accounting policies, changes in accounting estimates and errors', effective 1 January 2021.
- Amendment to IFRS3, 'Definition of a business', effective 1 January 2021.

The following amendments to standards and interpretations are effective for annual years beginning after 1 January 2022, which are not expected to have a material impact on reported results and have not been early adopted in preparing these financial statements:

- Amendment to IFRS16 'Leases', effective 1 June 2021.

##### Business Combinations

Business combinations are accounted for using the acquisition method as at the acquisition date, which is the date on which control is transferred to the Group.

The Group measures goodwill at the acquisition date as:

- the fair value of the consideration transferred; plus
- the recognised amount of any non-controlling interests in the acquiree; plus
- the fair value of the existing equity interest in the acquiree; less
- the net recognised amount (generally fair value) of the identifiable assets acquired and liabilities assumed.

When the excess is negative, a bargain purchase gain is recognised immediately in profit or loss.

Transaction costs related to the acquisition are expensed in profit or loss.

Any contingent consideration payable is recognised at fair value at the acquisition date. If the contingent consideration is classified as equity, it is not remeasured, and settlement is accounted for within equity. Otherwise, subsequent changes to the fair value of the contingent consideration are recognised in profit and loss.

On a transaction-by-transaction basis, the Group elects to measure non-controlling interests, which have both present ownership interests and are entitled to a proportionate share of net assets of the acquiree in the event of liquidation, either at its fair value or at its proportionate interest in the recognised amount of the identifiable net assets of the acquiree at the acquisition date. All other non-controlling interests are measured at their fair value at the acquisition date.



# Tilia Group Holdings Limited

## Notes to the Financial Statements for the year ended 30 June 2022 (continued)

### 2 Accounting policies (continued)

#### Consolidation

##### *a) Subsidiaries*

Subsidiaries are all entities (including structured entities) over which the Group has control. The Group controls an entity when the Group is exposed to, or has rights to, variable returns from its involvement with the entity and can affect those returns through its power over the entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are deconsolidated from the date that control ceases.

Inter-company transactions, balances and unrealised gains on transactions between Group companies are eliminated. Unrealised losses are also eliminated. When necessary, amounts reported by subsidiaries have been adjusted to conform to the Group's accounting policies.

##### *b) Joint arrangements*

The Group applies IFRS 11 to all joint arrangements. Under IFRS 11 investments in joint arrangements are classified as either joint operations or joint ventures depending on the contractual rights and obligations of each investor. The Group has assessed the nature of its joint arrangements and determined them to be joint ventures. Joint ventures are accounted for using the equity method.

Under the equity method of accounting, interests in joint ventures are initially recognised at cost and adjusted thereafter to recognise the Group's share of the post-acquisition profits or losses and movements in other comprehensive income. When the Group's share of losses in a joint venture equals or exceeds its interests in the joint venture (which includes any long-term interests that, in substance, form part of the Group's net investment in the joint venture), the Group does not recognise further losses, unless it has incurred obligations or made payments on behalf of the joint venture.

Accounting policies of the joint ventures have been changed where necessary to ensure consistency with the policies adopted by the Group.

#### **Functional and presentational currency**

Items included in the financial statements of the Group are measured using the currency of the primary economic environment in which the Group operates ('the functional currency'). The financial statements are presented in 'Pounds Sterling' (£) which is also the Group's functional currency.

#### **Current and deferred income tax**

The tax expense for the year comprises current and deferred tax. Tax is recognised in profit or loss, except that a change attributable to an item of income or expense recognised as other comprehensive income is also recognised directly in other comprehensive income.

The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the reporting date in the countries where the Group operates and generates taxable income.

Deferred income tax is recognised on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements and on unused tax losses or tax credits in the Group. Deferred income tax is determined using tax rates and laws that have been enacted or substantively enacted by the reporting date.

The carrying amount of deferred tax assets are reviewed at each reporting date and a valuation allowance is set up against deferred tax assets so that the net carrying amount equals the highest amount that is more likely than not to be recovered based on current or future taxable profit.

# Tilia Group Holdings Limited

## Notes to the Financial Statements for the year ended 30 June 2022 (continued)

### 2 Accounting policies (continued)

#### Property, plant and equipment and depreciation

Land is not depreciated. Property, plant and equipment is stated in the statement of financial position at historical cost, less any accumulated depreciation. The cost of property, plant and equipment includes directly attributable incremental costs incurred in their acquisition and installation. Subsequent costs, such as refurbishment costs, are included in the asset's carrying value or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance costs are charged to the income statement during the financial year in which they are incurred.

Depreciation is charged to write off the cost of assets in equal annual instalments over the year of their estimated economic lives, which are principally as follows:

Leasehold buildings and improvements	Year of lease
Freehold property	50 years
Plant and equipment (including vehicles)	3-12 years

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting year.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposal are determined by comparing the proceeds with the carrying amount and are recognised within 'Administrative expenses' in the income statement where appropriate.

#### Investment in subsidiaries

Investment in subsidiaries are held at cost less accumulated impairment losses.

#### Investments in joint ventures

Investments in joint ventures are accounted for at the cost of the initial capital contribution and profits recognised via equity accounting shown in the financial statement under share of joint ventures profits. Joint ventures are fundamental to the Company's operations and therefore the share of post-tax results of joint ventures is presented within operating profit.

#### Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and call deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of changes in value.

#### Trade and other receivables

Trade receivables are amounts due from customers for stock sold or services performed in the ordinary course of business.

Trade receivables are recognised initially at the transaction price. They are subsequently measured at amortised cost using the effective interest method, less provision for impairment.

The Group applies the IFRS 9 expected credit and losses method to estimate the provision for impairment for trade receivables at year end.

# Tilia Group Holdings Limited

## Notes to the Financial Statements for the year ended 30 June 2022 (continued)

### 2 Accounting policies (continued)

#### **Inventories**

The cost of finished goods and work in progress comprises direct materials and, where applicable, direct labour costs and those overheads that have been incurred in bringing the inventories to their present location and condition. At each reporting date, inventories are assessed for impairment. If inventory is impaired, the carrying amount is reduced to its selling price less costs to complete and sell; the impairment loss is recognised immediately in profit or loss.

Contract work in progress is stated at costs incurred, less those transferred to the income statement, after deducting foreseeable losses and payments on account not yet matched with turnover.

Speculative housing land, stock plots and work in progress, which includes attributable overheads, is stated at the lower of cost or net realisable value.

Part exchange stock is stated at the lower of cost or net realisable value.

#### **Provisions**

Provisions are recognised when the Group has a present or legal constructive obligation as a result of a past event, and where it is probably that an outflow will be required to settle the obligation and the amount can be reliably estimated.

#### **Contingent liabilities**

In accordance with IAS 37, the Group monitors, as contingent liabilities, those possible obligations arising from past events, whose existence will be confirmed by the occurrence or non-occurrence of uncertain future events not wholly within its control; and those present obligations arising from past events not recognised because it is either not probable that an outflow of resources will be required to settle the obligation or the amount cannot be measured with sufficient reliability.

#### **Employee benefits**

A defined contribution plan is a pension plan under which the Group pays fixed contributions into a separate entity. The Group has no legal or constructive obligations to pay further contributions if the fund does not hold sufficient assets to pay all employees the benefits relating to employee service in the current and prior years. Obligations for contributions to defined contribution pension plans are recognised as an expense in the profit and loss account in the years during which services are rendered by employees.

#### **Borrowings**

All borrowings are initially recorded at the amount of proceeds received, net of transaction costs. Borrowings are subsequently carried at amortised cost, with the difference between the proceeds, net of transaction costs, and the amount due on redemption being recognised as a charge to the income statement over the year of the relevant borrowing.

Interest expense is recognised on the basis of the effective interest method and is included in finance costs.

Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the reporting date.

#### **Share capital**

Ordinary shares are classified as equity. Equity instruments are measured at the fair value of the cash or other resources received or receivable, net of the direct costs of issuing the equity instruments. If payment is deferred and the time value of money is material, the initial measurement is on a present value basis.

# Tilia Group Holdings Limited

## Notes to the Financial Statements for the year ended 30 June 2022 (continued)

### 2 Accounting policies (continued)

#### Dividends

Dividend distribution to the Group's shareholders is recognised as a liability in the Group's financial statements in the year in which the dividends are approved by the Group's shareholder.

#### Revenue and profit recognition

##### *Recognition*

There are three streams all of which are a result of the Group's principle activity as a regional housebuilder.

##### *Private sales*

Revenue is recognised at the fair value of the consideration received or receivable on legal completion, being the point that control is deemed to pass to the customer.

Profit is recognised on the sale by reference to the estimated cost based on an allocation from the expected overall cost out-turn for the development site. The principal estimation technique used by the Company in attributing profit on sites to a particular period is the preparation of forecasts of costs to complete on a site-by-site basis. Consistent review procedures are in place in respect of site forecasting.

##### *Affordable housing*

The Company constructs and sells residential properties and undertakes associated development activities under long-term contracts with customers. Such contracts are entered into before construction of residential properties or associated development activities begin. Under the terms of the contracts, the Company has an enforceable right to payment for work done. Revenue from construction of residential properties and associated development activities is therefore recognised over time based on a certified monthly valuation of work performed or the assessed physical stage of completion at the balance sheet date.

The Company reports the net contract position for each contract as either an asset or a liability. A contract represents an asset where costs incurred plus recognised profits (less recognised losses) exceeds progress billings; a contract represents a liability where the opposite is the case.

##### *Part exchange*

In certain situations, a property may be accepted in part consideration for a sale of a residential property. The fair value is established by independent surveyors and we take into consideration costs to sell the part exchange property in the future. Gross proceeds generated from the subsequent sale of part exchange properties are recorded as a revenue event with a corresponding cost of sale. The original sale is recorded with the fair value of the exchanged property replacing cash receipts.

##### *Cash incentives*

The transaction price may include cash incentives. These act as a discount from the purchase price offered to the customer and accounted for as a reduction to revenue.

# Tilia Group Holdings Limited

## Notes to the Financial Statements for the year ended 30 June 2022 (continued)

### 2 Accounting policies (continued)

#### Interest income

Interest income is recognised using the effective interest method. When a loan and receivable is impaired, the Group reduces the carrying amount to its recoverable amount, being the estimated future cash flow discounted at the original effective interest rate of the instrument and continues unwinding the discount as interest income. Interest income on impaired loan and receivables is recognised using the original effective interest rate.

#### Forward land

Expenditure relating to forward land is initially recognised on the balance sheet within inventories. These amounts are reviewed regularly and written off to the income statement when it is not probable that related options will be exercised.

#### Share based payments

The Group operates an equity-settled, share-based compensation plan, under which the entity receives services from employees as consideration for equity instruments (options) of the entity. The fair value of the employee services received is measured by reference to the estimated fair value at the grant date of equity instruments granted and is recognised as an expense over the vesting year. The estimated fair value of the option granted is calculated using the Black Scholes option pricing model. The total amount expensed is recognised over the vesting year, which is the year over which all the specified vesting conditions are to be satisfied.

The proceeds received net of any directly attributable transaction costs are credited to share capital (nominal value) and share premium when the options are exercised.

Following the sale of the Tilia Homes Limited and its associated subsidiaries from Kier Group plc, the awarding of new share-based payments ceased.

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 2 Accounting policies (continued)

##### Intangible assets

Goodwill arising on the acquisition of an entity represents the excess of the cost of acquisition over the Group's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities of the entity recognised at the date of acquisition. Goodwill is initially recognised as an asset at cost and is subsequently measured at cost less any accumulated impairment losses.

Goodwill is not subject to amortisation but is tested for impairment.

Costs associated with maintaining computer software programmes are recognised as expenses as incurred. Development costs that are directly attributable to the design and testing of identifiable and unique software products controlled by the Group are recognised as intangible assets when the following criteria are met:

- it is technically feasible to complete the software so that it will be available for use;
- management intends to complete the software and use it;
- there is an ability to use the software;
- it can be demonstrated how the software will generate probable future economic benefits;
- adequate technical, financial and other resources to complete the development and to use the software are available; and
- the expenditure attributable to the software during its development can be reliably measured.

Directly attributable costs that are capitalised as part of the software include the software development employee costs.

Other development expenditures that do not meet these criteria are recognised as an expense as incurred. Development costs previously recognised as an expense are not recognised as an asset in a subsequent year.

Computer software development costs recognised as assets are amortised on a straight-line basis over their estimated useful lives, which does not exceed 7 years.

Brand is recognised as an asset and is amortised on a straight-line basis over its estimated useful life, which does not exceed 20 years.

The line item of the income statement in which amortisation of intangible assets is included is administrative expenses.

##### Trade and other payables

Creditors are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Trade and other payables are classified as current liabilities if payment is due within one year or less (or in the normal operating cycle of the business if longer). If not, they are presented as non-current liabilities.

Trade payables are recognised initially at the transaction price and subsequently measured at amortised cost using the effective interest method.

Land creditors are discounted at an appropriate rate and measured at present value within the balance sheet.

# Tilia Group Holdings Limited

## Notes to the Financial Statements for the year ended 30 June 2022 (continued)

### 2 Accounting policies (continued)

#### Leases

As required under IFRS16, assets and liabilities arising from a lease are initially measured on a present value basis. Lease liabilities include the net present value of the following lease payments:

- Fixed payments (including in-substance fixed payments), less any lease incentives receivable;
- Variable lease payments that are based on an index or a rate, initially measured using the index or rate as at the commencement date;
- Amounts expected to be payable by the Group under residual value guarantees;
- The exercise price of a purchase option if the Group is reasonably certain to exercise that option; and
- Payments of penalties for terminating the lease, if the lease term reflects the Group exercising that option.

Lease payments to be made under reasonably certain extension options are also included in the measurement of the liability.

The lease payments are discounted using the interest rate implicit in the lease. If that rate cannot be readily determined, which is generally the case for leases in the Group, the lessee's incremental borrowing rate is used, being the rate that the individual lessee would have to pay to borrow the funds necessary to obtain an asset of similar value to the right-of-use asset in a similar economic environment with similar terms, security and conditions.

The Group is exposed to potential future increases in variable lease payments based on an index or rate, which are not included in the lease liability until they take effect. When adjustments to lease payments based on an index or rate take effect, the lease liability is reassessed and adjusted against the right-of-use asset.

Lease payments are allocated between principal and finance cost. The finance cost is charged to profit or loss over the lease year to produce a constant yearic rate of interest on the remaining balance of the liability for each year.

Right-of-use assets are measured at cost comprising the following:

- The amount of the initial measurement of lease liability;
- Any lease payments made at or before the commencement date less any lease incentives received;
- Any initial direct costs; and
- Any restoration costs.

Right-of-use assets are generally depreciated over the shorter of the asset's useful life and the lease term on a straight-line basis. If the Group is reasonably certain to exercise a purchase option, the right-of-use asset is depreciated over the underlying asset's useful life.

The Group has elected to use the following recognition exemptions, as permitted by the standard:

- Leases of low-value items - The Group has defined low value items as assets that have a value when new of less than £5k. Low value items comprise IT equipment and small items of plant.
- Short-term leases - Leases with a lease term of less than 12 months at inception.

For leases in the above categories, a lease liability or right-of-use asset is not recognised. Instead, the Group recognises the related lease payments within WIP or as an expense on a straight-line basis over the lease term.

Contracts may contain both lease and non-lease components. The Group allocates the consideration in the contract to the lease and non-lease components based on their relative stand-alone prices.

Leased properties that meet the definition of investment properties are presented within 'investment properties' rather than 'right-of-use assets' on the balance sheet.

# Tilia Group Holdings Limited

## Notes to the Financial Statements for the year ended 30 June 2022 (continued)

### 2 Accounting policies (continued)

#### Exceptional items

Exceptional items are items that are material either individually or, if of a similar type, in aggregate and which, due to their nature or the infrequency of the events giving rise to them, are presented separately to enhance understanding of the financial performance of the Group. Such items are excluded from the profit and loss account before exceptional items because they are not considered to be representative of the trading performance of the Group during the year.

### 3 Critical accounting judgements and key sources of estimation uncertainty

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Company's accounting policies, making a judgement on the recoverability of inventory and judgement over the treatment of joint ventures. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed below.

#### Other sources of estimation uncertainty

##### *Cost allocation and estimation*

In order to determine the profit that the Group is able to recognise on its developments in a specific year, the Group has to allocate site-wide development costs between units built in the current year and in future years. It also has to estimate costs to complete, including those driven by climate related regulation, on such developments, and make estimates relating to future sales price margins on those developments and units. In making these assessments, there is a degree of inherent uncertainty. The range of possible outcomes naturally increases in periods of economic uncertainty and the Group's margin is sensitive to cost inflation, particularly if not offset by house price inflation, and a fall in sales rates.

##### *Fair value of assets and liabilities*

As per IFRS 3, the general measurement principle of identifiable assets acquired and liabilities assumed in a business combination is their fair values. In assessing the fair values of the Hopkins brand intangible and inventory work in progress, there is a degree of inherent estimation uncertainty. The Group has taken into account the valuation made in calculating the net assets acquired.

#### Critical accounting judgements

##### *Joint ventures*

In accordance with IFRS 11 joint ventures are identified where the control of an arrangement is shared and decisions around activities require unanimous consent if the action significantly affects the investees return. The key judgement involved in determining joint control is that the Board structure does not give any one party majority control over relevant activities, regardless of the economic split between partners.



## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 4 Revenue

An analysis of the Group's revenue is as follows:

	<b>2022</b>	<b>2021</b>
	<b>£ 000</b>	<b>£ 000</b>
Revenue from the sale of private housing	161,237	13,325
Revenue from the sale of affordable housing	18,596	3,630
Revenue from the sale of part exchange properties	1,596	98
Total revenue	181,429	17,053

#### 5 Operating profit

Arrived at after charging/(crediting):

		<b>2022</b>	<b>2021</b>
	<b>Note</b>	<b>£ 000</b>	<b>£ 000</b>
Amortisation expense	12	748	56
Depreciation expense	13	97	3
Depreciation of right of use assets	14	788	34
Exceptional items	6	3,003	(31,066)

#### 6 Exceptional items

Included in the income statement are the following:

		<b>2022</b>	<b>2021</b>
		<b>£ 000</b>	<b>£ 000</b>
Acquisition costs		(3,003)	-
Separation costs		-	(66)
Gain on bargain purchase		-	31,453
Costs incurred exiting fixed price build contracts		-	(321)
		(3,003)	31,066

Exceptional items of £3,003k relating to the acquisition of Hopkins Homes were incurred during the year.

During the prior year a £31,453k gain on bargain purchase credit in relation to the acquisition of the Kier Living group of companies (see note 31 of FY21 statutory accounts). Exit costs of £321k, associated with fixed price build contracts, were incurred. Separation costs of £66k were incurred predominantly in relation to rebranding and marketing.

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 7 Finance costs/(income)

	<b>2022</b>	<b>2021</b>
	<b>£ 000</b>	<b>£ 000</b>
Interest due on loan with related party Foster Investments Limited	19,657	820
Interest due on external bank loan	840	-
Interest on finance lease liabilities	133	3
Unwinding of discount on land creditors and other items	477	-
Interest due on loan from related party Foster Topco Limited	(19)	-
Other finance income	(4)	(155)
	21,084	668
Net finance costs	21,084	668

#### 8 Staff costs

The aggregate payroll costs (including directors' remuneration) for the year were as follows:

	<b>2022</b>	<b>2021</b>
	<b>£ 000</b>	<b>£ 000</b>
Wages and Salaries	29,968	2,150
Social Security costs	3,518	228
Pension costs, defined contribution scheme	1,147	102
	34,633	2,480

The average monthly number of persons employed by the Group (including directors) during the year, analysed by category was as follows.

	<b>2022</b>	<b>2021</b>
	<b>No.</b>	<b>No.</b>
Production	419	285
Administration and support	88	55
Sales, marketing and distribution	133	108
	640	448

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 9 Directors' remuneration

None of the directors are remunerated by the Group. The directors do not receive any remuneration for their role as statutory directors. The directors are covered by a Directors and Officers Liability insurance policy.

##### Remuneration of key management personnel

The key management personnel comprise the statutory directors of the Group's main trading entity, Tilia Homes Limited. The remuneration of the key management personnel of the Group is set out below in aggregate for the year.

	<b>2022</b>	<b>2021</b>
	<b>£ 000</b>	<b>£ 000</b>
Salaries and short-term employment benefits	3,371	645
Pension contributions	182	9
	3,553	654

#### 10 Auditors' remuneration

	<b>2022</b>	<b>2021</b>
	<b>£ 000</b>	<b>£ 000</b>
Audit of the parent company and consolidated financial statements	60	75
Audit of the financial statements of the Group's subsidiaries	235	195
Total audit services	295	270

In addition, the auditor also audits Group's joint ventures for fees of £284k (2021: £225k).

#### 11 Income tax credit

	<b>2022</b>	<b>2021</b>
	<b>£ 000</b>	<b>£ 000</b>
Analysis of tax credit for the year:		
<b>Current tax</b>		
UK corporation tax at 19%	1,952	-
UK residential property developer tax	101	-
Adjustment in respect of prior year	828	-
<b>Deferred taxation</b>		
Origination and reversal of timing differences	(1,256)	(928)
Adjustments in respect of prior years	(744)	-
Effect of tax rate change on opening balance of losses brought forward	(1,214)	-
Effect of tax rate change on closing balance from current year movement	(460)	-
Tax credit on profit on ordinary activities	(793)	(928)

The tax on (loss)/profit before tax for the year is lower (2021: lower) than the standard rate of corporation tax in the UK of 19% (period from 23 March 2021 to 30 June 2021: 19%).

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 11 Income tax credit (continued)

The differences are reconciled below:

	<b>2022</b>	<b>2021</b>
	<b>£ 000</b>	<b>£ 000</b>
(Loss)/profit before tax	(17,035)	34,550
Tax on (loss)/profit at standard CT rate of 19%	(3,237)	6,565
Expenses not deductible for tax purposes	4,300	254
Income not taxable for tax purposes	-	(7,747)
Additional deduction from transition to FRS101	(367)	-
UK residential property developer tax	101	-
Adjustment post acquisition - current tax	828	-
Adjustments in respect of prior years - deferred tax	(744)	-
Effect of tax rate change	(1,674)	-
Tax credit for the year	<u>(793)</u>	<u>(928)</u>

The deferred tax balance as at the year end has been recognised at 25% (2021: 19%) in respect of tax losses and 25% (2021: 25%) in respect of accelerated tax depreciation.

#### Deferred tax

Deferred tax movement during the year:

	<b>As at 1 July</b>	<b>Recognised</b>	<b>Fair value</b>	<b>At</b>
	<b>2021</b>	<b>in income</b>	<b>adjustments</b>	<b>30 June</b>
	<b>£ 000</b>	<b>statement</b>	<b>on</b>	<b>2022</b>
		<b>£ 000</b>	<b>acquisition</b>	<b>£ 000</b>
Tax losses	3,169	3,873	-	7,042
Accelerated tax depreciation	255	(223)	-	32
Short term timing differences	-	23	-	23
Liability on fair value uplifts on acquisition	-	-	(4,335)	(4,335)
Net tax assets	<u>3,424</u>	<u>3,673</u>	<u>(4,335)</u>	<u>2,762</u>

Deferred tax movement during the prior period:

	<b>Arising on</b>	<b>Recognised in</b>	<b>At</b>
	<b>acquisition</b>	<b>income</b>	<b>30 June 2021</b>
	<b>£ 000</b>	<b>statement</b>	<b>£ 000</b>
		<b>£ 000</b>	
Tax losses	2,309	860	3,169
Accelerated tax depreciation	187	68	255
Net tax assets	<u>2,496</u>	<u>928</u>	<u>3,424</u>

**Tilia Group Holdings Limited**  
**Notes to the Financial Statements for the year ended 30 June 2022 (continued)**

**11 Income tax credit (continued)**

**Current tax**

Current tax movement during the year:

	At 1 July 2021 £ 000	Arising on acquisition £ 000	Recognised in income statement £ 000	Payments £ 000	At 30 June 2022 £ 000
Liability acquired on acquisition	-	(2,503)	-	-	(2,503)
True-up post acquisition	-	-	(828)	-	(828)
Residential property developer tax	-	-	(101)	-	(101)
UK corporation tax	-	-	(1,952)	-	(1,952)
Payments	-	-	-	4,150	4,150
Net tax assets	-	(2,503)	(2,881)	4,150	(1,234)

**12 Intangible assets**

	CRM system £ 000	Assets under construction £ 000	ERP £ 000	Brand £ 000	Goodwill £ 000	Total £ 000
<b>Cost</b>						
At 1 July 2021	1,426	140	-	-	-	1,566
Arising on acquisition (see note 30)	-	-	-	15,076	115,697	130,773
Additions	-	-	1,357	-	-	1,357
Transfer to 'ERP'	-	(140)	140	-	-	-
At 30 June 2022	1,426	-	1,497	15,076	115,697	133,696
<b>Accumulated amortisation</b>						
At 1 July 2021	56	-	-	-	-	56
Charge for the year	669	-	79	-	-	748
At 30 June 2022	725	-	79	-	-	804
<b>Net book amount</b>						
At 30 June 2022	701	-	1,418	15,076	115,697	132,892
At 30 June 2021	1,370	140	-	-	-	1,510

An amortisation expense of £748k (2021: £56k) has been charged to administrative expenses in the income statement during the year ended 30 June 2022. The remaining amortisation year of the CRM system is 1 year.

Goodwill of £115,697k arose on the acquisition of Hopkins Homes on 20 January 2022. Hopkins Homes is the largest privately-owned house builder in East Anglia. The acquisition is in line with the Group's strategy of investing in high-quality, asset backed businesses with strong growth potential in the house building sector. The acquired business consists of one cash generating unit. The forecast future cash flows of Hopkins Homes support the recoverability of goodwill and is subject to annual impairment reviews.

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 13 Property, plant and equipment

	Freehold £ 000	Other £ 000	Total £ 000
<b>Cost</b>			
At 1 July 2021	-	149	149
Arising on acquisition	3,097	76	3,173
Additions	-	430	430
Disposals	-	(325)	(325)
At 30 June 2022	3,097	330	3,427
<b>Accumulated Depreciation</b>			
At 1 July 2021	-	3	3
Charge for the year	11	86	97
Disposals	-	(325)	(325)
At 30 June 2022	11	(236)	(225)
<b>Carrying amount</b>			
At 30 June 2022	3,086	566	3,652
At 30 June 2021	-	146	146

Depreciation expense of £97k (2021: £3k) has been charged to administrative expenses in the income statement during the year ended 30 June 2022.

#### 14 Right of use assets

	Land and buildings £ 000	Motor vehicles £ 000	IT equipment £ 000	Total £ 000
<b>Carrying amount</b>				
At 1 July 2021	35	347	-	382
Arising on acquisition	-	516	63	579
Additions	1,018	928	-	1,946
Disposals	-	(27)	-	(27)
Depreciation charge for the year	(262)	(510)	(16)	(788)
At 30 June 2022	791	1,254	47	2,092

Expenses relating to short-term and low value assets for the year was £nil (2021: £16.5k).

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 15 Subsidiary undertakings of the Group

The following information relates to the principal subsidiary undertakings of the Group. In the opinion of the directors, these companies are those whose results or financial position principally affect the results of the Group.

Name of subsidiary	Principal activity	Registered office	Start date of consolidation in Group accounts	Group's effective shareholding 2022	Group's effective shareholding 2021
Allison Homes Eastern Limited	Dormant	Tungsten Building, Blythe Valley Business Park, Solihull, England, B90 8AU	28 May 2021	100%	100%
Balaam Wood Management Company Limited	Management Company	94 Park Lane, Croydon, Surrey, England, CR0 1JB	28 May 2021	100%	100%
Bellwinch Homes Limited	Dormant	Tungsten Building, Blythe Valley Business Park, Solihull, England, B90 8AU	28 May 2021	100%	100%
Bellwinch Homes (Western) Limited	Dormant	Tungsten Building, Blythe Valley Business Park, Solihull, England, B90 8AU	28 May 2021	100%	100%
Bellwinch Limited	Dormant	Tungsten Building, Blythe Valley Business Park, Solihull, England, B90 8AU	28 May 2021	100%	100%
Connect 21 Community Limited	Management Company	Queensway House, 11 Queensway, New Milton, Hampshire, England, BH25 5NR	28 May 2021	100%	100%
Elesa Park Bourne Management Company Limited	Management Company	86A The Maltings, Roydon Road, Stanstead Abbots, Herts, SG12 8UU, England	28 May 2021	100%	100%
Heatherwood (Thetford) Management Company Limited	Management Company	86A The Maltings, Roydon Road, Stanstead Abbots, Herts, SG12 8UU	28 May 2021	100%	100%
Tilia Bidco Limited *	Intermediate Holding Company	2 Trafalgar Court, Les Banques, St Peter Port, Guernsey, GY1 4LY	23 March 2021	100%	100%
Tilia Homes Limited	Residential housebuilding	Tungsten Building, Blythe Valley Business Park, Solihull, England, B90 8AU	28 May 2021	100%	100%
Sea Place Management Limited	Dormant	Queensway House, 1 Queensway, New Milton, Hampshire, BH25 5NR	28 May 2021	100%	100%
Tilia Homes Caledonia Limited	Residential development	Tungsten Building, Blythe Valley Business Park, Solihull, England, B90 8AU	28 May 2021	100%	100%

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 15 Subsidiary undertakings of the Group (continued)

Tilia Homes Northern Limited	Dormant	Tungsten Building, Blythe Valley Business Park, Solihull, England, B90 8AU	28 May 2021	100%	100%
Tilia Land Limited	Dormant	Tungsten Building, Blythe Valley Business Park, Solihull, England, B90 8AU	28 May 2021	100%	100%
Tilia Living Developments Limited	Dormant	Tungsten Building, Blythe Valley Business Park, Solihull, England, B90 8AU	28 May 2021	100%	100%
Tilia Partnership Homes Limited	Residential housebuilding	Tungsten Building, Blythe Valley Business Park, Solihull, England, B90 8AU	28 May 2021	100%	100%
Tempsford Cedars Limited	Non-trading	Tungsten Building, Blythe Valley Business Park, Solihull, England, B90 8AU	28 May 2021	100%	100%
Twigden Homes Limited	Dormant	Tungsten Building, Blythe Valley Business Park, Solihull, England, B90 8AU	28 May 2021	100%	100%
Twigden Homes Southern Limited	Dormant	Tungsten Building, Blythe Valley Business Park, Solihull, England, B90 8AU	28 May 2021	100%	100%
Manor Kingsway Management Company Limited	Dormant	Fisher House, 84 Fisherton Street, Salisbury, England, SP2 7QY	28 May 2021	100%	100%
Hopkins Homes Group Limited	Intermediate Holding Company	Melton Park House, Melton, Woodbridge, Suffolk, United Kingdom, IP12 1TJ	20 January 2022	100%	100%
Hopkins Homes Holdings Limited	Intermediate Holding Company	Melton Park House, Melton, Woodbridge, Suffolk, United Kingdom, IP12 1TJ	20 January 2022	100%	100%
Hopkins Homes Limited	Residential housebuilding	Melton Park House, Melton, Woodbridge, Suffolk, United Kingdom, IP12 1TJ	20 January 2022	100%	100%
Hopkins Homes Lease Company Limited	Non-trading	Melton Park House, Melton, Woodbridge, Suffolk, United Kingdom, IP12 1TJ	25 January 2022	100%	100%

\* indicates direct investment of the Company



## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 16 Investment in joint ventures

	£ 000
<b>Investment in JVs</b>	
At 1 July 2021	108,420
Share of post-tax results of joint ventures	12,845
Dividends received	(6,052)
Loan repayments	(685)
Fair value adjustments	<u>(2,036)</u>
At 30 June 2022	<u>112,492</u>
<b>Carrying amount</b>	
At 30 June 2022	<u>112,492</u>
At 30 June 2021	<u>108,420</u>

The Group's share of assets and liabilities of jointly controlled entities is as follows:

Non-current assets	-
Current assets	240,093
Non-current liabilities	-
Current liabilities	<u>(127,601)</u>
Net assets as at 30 June 2022	<u>112,492</u>

The Group's share of current assets and liabilities in respect of joint ventures comprises trade debtors and creditors arising in the normal course of business and tangible stocks of land and work-in-progress on each development.

The Group's share of non-current assets and liabilities in respect of joint ventures comprises long term loans due to third parties and joint venture partners.

The Group's share of income and expenses for the year of jointly controlled entities is as follows:

Revenue	158,532
Expenses	<u>(145,687)</u>
Share of profit for the year	<u>12,845</u>

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 16 Investments in joint ventures (continued)

Name of joint venture	Principal activity	Registered office	Proportion of ownership interest	
			2022	2021
Black Rock Devco LLP	Residential development	One St Peters Square, Manchester, England, M2 3DE	50%	50%
Black Rock Holdco 1 LLP	Investment holding Company	One St Peters Square, Manchester, England, M2 3DE	50%	50%
Black Rock Holdco 2 LLP	Investment holding Company	One St Peters Square, Manchester, England, M2 3DE	50%	50%
Driffield Devco LLP	Residential Development	One St Peters Square, Manchester, England, M2 3DE	50%	50%
Driffield Holdco 1 LLP	Investment holding Company	One St Peters Square, Manchester, England, M2 3DE	50%	50%
Driffield Holdco 2 LLP	Investment holding Company	One St Peters Square, Manchester, England, M2 3DE	50%	50%
Easingwold Devco LLP	Residential Development	One St Peters Square, Manchester, England, M2 3DE	50%	50%
Easingwold Holdco 1 LLP	Investment holding Company	One St Peters Square, Manchester, England, M2 3DE	50%	50%
Easingwold Holdco 2 LLP	Investment holding Company	One St Peters Square, Manchester, England, M2 3DE	50%	50%
Tilia Cross Keys Dev LLP	Residential development	One St Peters Square, Manchester, England, M2 3DE	90%	90%
Tilia Cross Keys Holdco 1 LLP	Investment holding Company	One St Peters Square, Manchester, England, M2 3DE	90%	90%
Tilia Cross Keys Holdco 2 LLP	Investment holding Company	One St Peters Square, Manchester, England, M2 3DE	90%	90%
Tilia Community Living LLP	Residential Development	One St Peters Square, Manchester, England, M2 3DE	69%	69%
Tilia Community Living Holdco 1 LLP	Investment holding Company	One St Peters Square, Manchester, England, M2 3DE	69%	69%
Tilia Community Living Holdco 2 LLP	Investment holding Company	One St Peters Square, Manchester, England, M2 3DE	69%	69%
Tilia Community Living Topco 1 LLP	Investment holding Company	One St Peters Square, Manchester, England, M2 3DE	69%	69%
Tilia Community Living Topco 2 LLP	Investment holding Company	One St Peters Square, Manchester, England, M2 3DE	69%	69%
TCK Peterborough Devco LLP	Residential Development	One St Peters Square, Manchester, England, M2 3DE	90%	90%
TCK Peterborough Holdco 1 LLP	Investment holding Company	One St Peters Square, Manchester, England, M2 3DE	90%	90%
TCK Peterborough Holdco 2 LLP	Investment holding Company	One St Peters Square, Manchester, England, M2 3DE	90%	90%

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 16 Investments in joint ventures (continued)

Name of joint venture	Principal activity	Registered office	Proportion of ownership interest	
			2022	2021
Tilia Sovereign LLP	Residential Development	One St Peters Square, Manchester, England, M2 3DE	50%	50%
Notaro Kier LLP	Residential Development	81 Fountain Street, Manchester, England, M2 2EE	50%	50%
Stokesley LLP	Residential Development	One St Peters Square, Manchester, England, M2 3DE	50%	50%
Stokesley Holdco 1 LLP	Investment holding Company	One St Peters Square, Manchester, England, M2 3DE	50%	50%
Stokesley Holdco 2 LLP	Investment holding Company	One St Peters Square, Manchester, England, M2 3DE	50%	50%

#### Tilia Cross Keys Dev LLP

The Group indirectly holds 90% beneficial interest and 50% voting rights in Tilia Cross Keys Dev LLP which is incorporated in England and Wales with the principal activity of residential development. The total carrying value of investment is £58,910k (2021: £56,243k). Trading profit in the year was £9,956k (2021: £15,312k).

#### Tilia Community Living LLP

The Group indirectly holds 69% ownership in Tilia Community Living LLP which is incorporated in England and Wales with the principal activity of residential development. Total carrying amount of investment is £41,038k (2021: £36,943k). There were trading profits in the year of £5,935k (2021: £3,289k).

#### 17 Inventories

	2022	2021
	£ 000	£ 000
Work in progress	366,987	113,788

Work in progress is carried in accordance with the valuation methodology as outlined in note 2 to the consolidated financial statements.

The cost of inventories expensed in the year and included within cost of sales was £157,132k (2021: £16,496k).

The directors consider all inventories to be essentially current in nature although the Group's operational cycle is such that a proportion of inventories will not be realised with 12 months. It is not possible to accurately determine when specific inventory will be realised as this is subject to several issues including consumer demand and planning permission.

Included within inventories are £231k (2021: £985k) of part exchange properties.

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 18 Trade and other receivables

	<b>2022</b>	<b>2021</b>
<b>Current</b>	<b>£ 000</b>	<b>£ 000</b>
Trade receivables	6,120	7,849
Amounts due from related parties	15,091	13,196
Prepayments	3,585	1,353
Contract assets	4,990	2,383
Other receivables	11,934	2,363
Total current trade and other receivables	41,720	27,144
	<b>2022</b>	<b>2021</b>
	<b>£ 000</b>	<b>£ 000</b>
Non-current		
Total non-current trade and other receivables	4,129	2,236

Balances for related parties include normal trading balances which will be settled in accordance with normal business trading.

The Group's exposure to credit and market risks, including maturity analysis, relating to trade and other receivables is disclosed in the financial risk management note (note 26).

#### 19 Cash and cash equivalents

	<b>2022</b>	<b>2021</b>
	<b>£ 000</b>	<b>£ 000</b>
Cash on hand	32,097	43,588

#### 20 Trade and other payables

	<b>2022</b>	<b>2021</b>
<b>Current</b>	<b>£ 000</b>	<b>£ 000</b>
Trade payables	39,688	14,110
Land development payables	22,980	9,936
Accrued expenses (restated – see note 32)	33,819	31,392
Amounts due to related parties	2,091	1,186
Contract liabilities	1,254	1,922
Social security and other taxes	2,765	2,283
Other payables	171	576
Total current trade and other payables	102,768	61,405

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 20 Trade and other payables (continued)

	<b>2022</b>	<b>2021</b>
<b>Non-current</b>	<b>£ 000</b>	<b>£ 000</b>
Trade payables	7,902	10,000
Land development payables	30,776	37,359
Amounts due to related parties	177	-
Contract liabilities	667	-
Social security and other taxes	10	-
	<hr/>	<hr/>
Total non-current trade and other payables	<u>39,532</u>	<u>47,359</u>

Balances for related parties include £256k (2021: £366k) normal trading balances with joint ventures which will be settled in accordance with normal business trading and £2,012k (2021: £Nil) advisory fees due to a related party Foster Investments Limited.

The table below analyses the Group's financial liabilities into the relevant maturity groupings based on the remaining year at the balance sheet date to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows. Contract liabilities and statutory liabilities are excluded from trade and other payables as these are not financial instruments.

	<b>Trade and other payables</b>	<b>Land development payables</b>	<b>30 June 2022</b>
	<b>£ 000</b>	<b>£ 000</b>	<b>£ 000</b>
Less than one year	78,628	24,750	103,378
More than one year and less than two years	3,246	7,215	10,461
More than two years and less than five	1,974	19,877	21,851
More than five years	-	4,116	4,116
	<hr/>	<hr/>	<hr/>
	<u>83,848</u>	<u>55,958</u>	<u>139,806</u>

	<b>Trade and other payables</b>	<b>Land development payables</b>	<b>30 June 2021</b>
	<b>£ 000</b>	<b>£ 000</b>	<b>£ 000</b>
Less than one year (restated – see note 32)	47,265	9,936	57,201
More than one year and less than two years	5,280	5,148	10,428
More than two years and less than five	3,188	21,072	24,260
More than five years	1,531	13,076	14,607
	<hr/>	<hr/>	<hr/>
	<u>57,264</u>	<u>49,232</u>	<u>106,496</u>

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 21 Loans and borrowings

	2022 £ 000	2021 £ 000
Loan from related party	445,338	110,000
RCF from third party	38,000	-
Total loans and borrowings	483,338	110,000

This related party loan is repayable on demand, however the Group and Company have received written confirmation from Foster Investments Limited that the loan will not be recalled for at least 12 months from the date of approval of the financial statements. The interest rate is 8%. The Group also holds a RCF, with £38,000k drawn at 30 June 2022, which expires in February 2028 with interest rate of SONIA plus 2.5-3%.

#### 22 Lease liabilities

The lease liability is presented as follows:

	2022 £ 000	2021 £ 000
Current	942	252
Non-current	1,260	126
Total lease liabilities	2,202	378

#### Lease liabilities maturity analysis

Future minimum lease payments as at 30 June 2022 are as follows:

	2022 £ 000	2021 £ 000
Less than one year	1,066	272
One to two years	712	92
Two to three years	465	40
Three to four years	188	2
Four to five years	14	-
Five years and above	9	-
Total gross payments	2,454	406
Impact of finance expenses	(252)	(28)
Carrying amount of liability	2,202	378

#### Total cash outflows related to leases for the year

	2022 £ 000	2021 £ 000
Principal elements of lease payments	840	32
Interest	133	3
Total cash outflow	975	35

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 23 Provisions

	Onerous fixed build contracts £'000	Closed sites £'000	Maintenance £'000	Total provisions £'000
At the beginning of the year (as previously presented)	11,498	-	253	11,751
Amounts reclassified from accruals (note 32)	-	2,134	1,885	4,019
At the beginning of the year (restated)	11,498	2,134	2,138	15,770
Arising on acquisition	-	2,174	1,000	3,174
Charged to the income statement in the year	1,226	5,338	1,939	8,503
Utilised in the year	(3,389)	(1,346)	(2,446)	(7,181)
At the end of the year	9,335	8,300	2,631	20,266
<b>Analysis of total provisions:</b>			<b>2022 £ 000</b>	<b>2021 £ 000</b>
Due within one year (restated – see note 32)			14,674	8,013
Due after one year			5,592	7,757
Total			20,266	15,770

In 2021 the group established a provision for the cost of onerous fixed build contracts on a small number of developments, this was increased in 2022 to account for the latest estimate of costs to complete.

The closed sites provision consists of costs to complete on closed sites and the maintenance provision covers after care on completed homes. This includes costs to rectify fire safety defects identified on a limited number of historic buildings. In preparing the financial statements, currently available information has been considered, including the current best estimate of the extent and future costs of work required, based on the reviews and physical inspections undertaken.

Where an obligation has been established and a reliable estimate of the costs to rectify is available, a provision has been made. No provision has been made where an obligation has not been established.

These estimates may be updated as further inspections are completed and as work progresses or if Government legislation and regulation further evolves.

There is inherent uncertainty in assessing the values and timing of these provisions. They are reviewed regularly throughout the year by management.

#### 24 Contract Balances

In relation to contracts in progress at the balance sheet date:

	2022 £ 000	2021 £ 000
Net customer contract position	3,069	461
Total	3,069	461

Revenue recognised for the year on open contracts amounts to £12,968k (2021: £3,339k). During the year costs of £11,170k (2021: £2,773k) have been recognised within costs of sales in respect of contract assets.

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 25 Called up share capital

##### Allotted, called up and fully paid shares

		2022		2021
	No.	£ 000	No.	£ 000
Ordinary shares of £1 each	30,247,775	30,248	30,247,775	30,248

The holders of ordinary shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share at meetings of the Company.

#### 26 Financial instruments

##### Capital risk management

The Group's objective when managing capital is to safeguard the Group's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders by ensuring that the Group maintains sufficient liquidity to sustain its present and forecast operations.

The Group monitors current and forecast cash liquidity to ensure that there is sufficient capacity to meet requirements for the foreseeable future.

##### Financial risks and management

The Group's principal financial instruments comprised a term loan with Foster Investments Limited (a related party), development land payables and cash. The main purpose of these financial instruments is to raise finance for the Group's operations. The Group has other financial instruments including trade receivables and trade payables, which arise directly from operations.

No trading in financial instruments has been undertaken.

The Group has exposure to a variety of financial risks through the conduct of its operations. The Board reviews and agrees policies for managing risk as well as specific policies and guidelines.

The key financial risks resulting from the Group's use of financial instruments are credit risk, liquidity risk and market risk.

The principal operational risks of the business are detailed on pages 6 to 7.

##### (a) Credit risk

Credit risk is the risk of financial loss to the Group if a customer fails to meet its contractual obligations mainly arising on the Group's trade receivables. The Group's exposure to credit risk is limited for open market housebuilding activities as the Group typically receives cash at the point of legal completion of its sales.

The credit risk on registered provider sales depends on the individual characteristics of the counterparty many of whom are in the public sector or are funded by the public sector such as housing associations. The Board consider that the credit rating of these customers is good and the credit risk on outstanding balances to be low and no provision is held against these balances.



## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 26 Financial instruments (continued)

The Group does not have any concentration of risk in respect of amounts due from trade receivable balances, with amounts due spread across a wide range of customers.

The ageing of trade receivables (see note 18) is as follows:

	2022 £ 000	2021 £ 000
Not past due	4,786	3,408
Past due 1 to 30 days	739	399
Past due 31 to 60 days	-	1
Past due 61 to 90 days	33	73
Past due 91 to 365 days	1,036	499
Past due greater than one year	3,568	3,469
Total	<u>10,162</u>	<u>7,849</u>

The Group holds a provision for impairment of trade receivables of £122k (2021: £nil). Balances past due greater than one year relate to client retention which is within course of normal business and not a credit risk.

#### (b) Liquidity risk

Liquidity risk is the risk that the Group will not be able to meet its financial obligations as and when they fall due.

The Group's objective is to manage liquidity by ensuring that it will always have sufficient liquidity to meet its liabilities as they become due. This will be assessed under normal and stress conditions, without incurring losses or risking damage to the Group's reputation.

The Group has rigorous cash management processes. Cash balances are reported daily and variances to short term cash forecasts are analysed as appropriate. Every week the Group prepares a daily rolling cashflow forecast with a forecast year of 20 weeks. These forecasts complement a minimum of four long term quarterly cash forecasts each year which are compared to the annual cash flow budget and to previous quarterly forecasts. These facilitate management's assessments of the Group's expected cash performance.

Key risks to liquidity and cash balances are a decrease in the value of open market sales, a downturn in the UK housing market, deterioration in credit terms obtainable in the market from suppliers and subcontractors, a downturn in the profitability of work, delayed receipt of cash from customers and a general decline in the ability of local authorities to fund urban regeneration projects.

In order to mitigate this risk, the Group continually monitors open market house sales volumes and prices; working capital levels and contract profitability; and both client and supplier credit references and credit terms with clients and suppliers to ensure they continue to be appropriate.

The Group does not have any derivative financial liabilities.

# Tilia Group Holdings Limited

## Notes to the Financial Statements for the year ended 30 June 2022 (continued)

### 26 Financial instruments (continued)

#### (c) Market risk

Market risk is the risk that changes in market prices such as interest rates, house prices and foreign exchange rates will affect the Group income or the value of the Group's financial instruments.

##### *Interest rate risk*

Interest rate risk relates to the impact of interest rate increases on the Group's borrowing. The interest rate on the loan due to related party Foster Investments Limited is at 8% based on the loan agreement which is in place until May 2026. The interest rate on the bank RCF is at SONIA plus 2.5-3%. The Group has no other interest-bearing financial instruments.

##### *Housing market risk*

The Group is fundamentally affected by the level of UK house prices. These in turn are affected by factors such as credit availability, employment levels, interest rates, consumer confidence and supply of land with planning.

Furthermore, Government incentives, such as the "Help to Buy" scheme, have helped to stimulate consumer demand. Whilst these risks are beyond the Group's ultimate control, risk is spread across differing business activities undertaken by the Group and the geographical regions in which it operates.

The UK housing market affects the valuation of the Group's non-financial assets and liabilities and the critical judgements applied by management in these financial statements, including the valuation of land and work-in-progress.

##### *Currency risk*

The Group operates entirely in the United Kingdom. All of the Group's revenue is generated in the United Kingdom and is denominated in pounds sterling. Consequently, the Group has very limited exposure to currency risk.

#### **Fair values of financial instruments**

The Group's financial assets and liabilities that are measured subsequent to initial recognition at fair value, grouped into Levels 1 to 3 based on the degree to which the fair value is observable:

Level 1 - fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets;

Level 2 - fair value measurements are those derived from inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices); and

Level 3 - fair value measurements are those derived from valuation techniques that include inputs for the asset or liability that are not based on observable market data (unobservable inputs).

The fair value of the Group's financial assets and financial liabilities are equal to their carrying value.

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 26 Financial instruments (continued)

##### *Trade and other receivables*

The fair value of trade and other receivables is estimated as the present value of future cash flows, discounted at the market rate of interest at the balance sheet date if the effect is material. The carrying amount of trade and other receivables is a reasonable approximation of their fair value.

##### *Trade and other payables*

The fair value of development land payables is estimated as the present value of future cash flows, discounted at the market rate of interest at the balance sheet date if the effect is material. The carrying amount of trade and other payables and contract liabilities are a reasonable approximation of their fair value.

##### *Cash and cash equivalents*

The fair value of cash and cash equivalents is estimated at its carrying amount where the cash is repayable on demand.

##### *Borrowing facilities*

At 30 June 2022, the Group had committed borrowing facilities totalling £424,861k representing the loan due to a related party Foster Investments Limited.

The Group also holds an external bank RCF, with £38,000k drawn at 30 June 2022, which expires in February 2028 with interest rate of SONIA plus 2.5-3%.

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 27 Dividends

The directors do not recommend a payment of a dividend in respect of the year ended 30 June 2022.

#### 28 Related party transactions

The Group operates through several joint ventures which the directors regard as related parties. During the year, the Group has traded with these related parties and a summary of these transactions is below:

	<b>Management Fees/Recharges £ 000</b>
Driffield Devco LLP	162
Easingwold Devco LLP	341
Stokesley Devco LLP	208
Tilia Cross Keys Dev LLP	4,338
Tilia Community Living LLP	3,662
Total	8,711

The outstanding balances between the Group and joint venture related parties as at 30 June 2022 are detailed below:

	<b>Trade and Other Receivables £ 000</b>	<b>Trade and Other Payables £ 000</b>
Black Rock Devco LLP	-	46
Driffield Devco LLP	513	-
Easingwold Devco LLP	223	-
Notaro Kier LLP	105	-
Stokesley Devco LLP	2,187	-
Tilia Cross Keys Dev LLP	-	210
Tilia Community Living LLP	11,480	-
Total	14,508	256
Current	14,508	79
Non-current	-	177
Total	14,508	256

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 28 Related party transactions (continued)

Guy Hands, the ultimate controlling party of the Group, is a director and sole shareholder of Terra Firma Investments Limited. During the year ended 30 June 2022, the Group incurred advisory fees of £819k (2021: £136k) from Terra Firma Investments Limited. An amount of £300k (2021: £136k payable) was due to the Group from Terra Firma Investments Limited at 30 June 2022.

During the year ended 30 June 2022, the Group received additional loan funding of £314,861k from a related party Foster Investments Limited. Both the total loan amount of £424,861k and accrued interest of £20,477k were also outstanding at 30 June 2022. The loan is repayable on demand, however the Group and Company have received written confirmation from Foster Investments Limited that the loan will not be recalled for at least 12 months from the date of approval of the financial statements. The interest rate is 8%.

During the year ended the Group was also charged expenses from Terra Firma Holdings Limited and Terra Firma Capital Partners Limited of £7k and £5k respectively. These amounts were not outstanding at 30 June 2022.

#### 29 Parent of group in whose consolidated financial statements the Company is consolidated

The Company is a subsidiary undertaking of Foster Topco Limited, a company registered in Guernsey.

The Directors consider the ultimate parent undertaking to be Seaside Holdings (Nominee) Limited, a Guernsey incorporated investment vehicle. The Directors consider the ultimate controlling party to be Guy Hands. Tilia Group Holdings Limited (2 Trafalgar Court, Les Banques, St Peter Port, Guernsey, GY1 4LY) was the largest and smallest Group of which the Company was a member, and for which consolidated financial statements are prepared.

#### 30 Business combinations

On 20 January 2022, Tilia Bidco Limited, a directly owned subsidiary of the Company, acquired 100% of the issued share capital of the Hopkins Homes Group Limited, a residential house builder. The acquisition was made in line with the Group's growth strategy of investing in high-quality, asset backed businesses with strong growth potential. The Group comprises the following entities:

Hopkins Homes Holdings Ltd  
Hopkins Homes Ltd

The following table summarises the fair value of the consideration for the Group:

Consideration	£ 000
Cash consideration	290,337
<b>Total consideration</b>	<b>290,337</b>

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 30 Business combinations (continued)

The fair values of the assets and liabilities acquired are set out below:

	<b>Fair value £ 000</b>
Cash and cash equivalents	50,345
Brand intangibles	15,076
Property, plant and equipment	3,173
Right-of-use assets	579
Inventories	223,769
Trade and other receivables	5,481
Trade and other payables	(44,192)
Current tax liability	(2,503)
Deferred tax liability	(4,335)
Borrowings	(69,000)
Lease liabilities	(579)
Provisions	(3,174)
<b>Total identifiable net assets</b>	<b>174,640</b>
Goodwill	115,697
<b>Net assets acquired</b>	<b>290,337</b>

Acquisition-related costs of £3,003k have been charged to administrative expenses (note 6) in the consolidated income statement for the year ended 30 June 2022.

The revenue in the consolidation income statement since 20 January 2022 contributed by the acquired Group was £96,526k. The acquired Group also contributed a profit before tax of £16,452k over the same period.

#### 31 Post balance sheet event

##### *(a) Shareholder funding*

On 12 August, 7 September and 30 September 2022 Foster Investments Limited advanced £12,000k, £2,125k and £14,459k respectively to Tilia Group Holdings Limited.

##### *(b) Refinancing*

On 22 February 2023 one of the Group's subsidiaries, Hopkins Homes Limited, extended its Revolving Credit Facility with HSBC UK Bank Plc from May 2023 to February 2028.

## Tilia Group Holdings Limited

### Notes to the Financial Statements for the year ended 30 June 2022 (continued)

#### 32 Prior year restatement

Cost and maintenance liabilities in relation to completed developments, previously included within accruals, have been reclassified as provisions within the FY21 comparative figures. This has resulted in a £4,019k increase to the FY21 provisions current balance (Statement of Financial Position) and a £4,019k decrease to the FY21 Trade and other payables current (accruals) balance (Statement of Financial Position). The below table illustrates the impact of this adjustment on the financial statements.

	<b>2021</b> <b>£ 000</b>	<b>Prior year</b> <b>restatement</b> <b>£ 000</b>	<b>2021 (restated)</b> <b>£ 000</b>
<b>Statement of Financial Position</b>			
Provisions current	(3,994)	(4,019)	(8,013)
Trade and other payables current (accruals)	(65,424)	4,019	(61,405)

Registration number: 68989

Tilia Group Holdings Limited

Company Financial Statements for the year ended 30 June 2022



# Tilia Group Holdings Limited

(Registration number: 68989)

## Company Statement of Financial Position as at 30 June 2022

	Note	Company 2022 £ 000	Company 2021 £ 000
<b>Non-current assets</b>			
Investment in subsidiaries	5	30,248	30,248
<b>Current assets</b>			
Trade and other receivables	6	445,286	110,820
Cash and cash equivalents		4	-
<b>Total assets</b>		<b>475,538</b>	<b>141,068</b>
<b>Current liabilities</b>			
Trade and other payables	7	(25)	(845)
Loan and borrowings	8	(445,338)	(110,000)
<b>Total liabilities</b>		<b>(445,363)</b>	<b>(110,845)</b>
<b>Net assets</b>		<b>30,175</b>	<b>30,223</b>
<b>Equity</b>			
Called up share capital	9	30,248	30,248
Retained earnings		(73)	(25)
<b>Total equity</b>		<b>30,175</b>	<b>30,223</b>

The Company has elected to take the exemption under section 244 of the Companies (Guernsey) Law, 2008 not to present the parent company profit and loss account.

The financial statements on pages 55 to 61 were approved by the Board and authorised for issue on 23 March 2023.

  
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A W Richardson  
Director  
Tilia Group Holdings Limited  
Company number: 68989

The accompanying notes form an integral part of these financial statements.

## Tilia Group Holdings Limited

### Company Statement of Changes in Equity for the year ended 30 June 2022

	Share capital £ 000	Retained earnings £ 000	Total £ 000
<b>Issue of shares at incorporation on 23 March 2021</b>	<b>30,248</b>	-	<b>30,248</b>
Loss for the year and total comprehensive expense	-	(25)	(25)
<b>At 30 June 2021</b>	<b>30,248</b>	<b>(25)</b>	<b>30,223</b>
<hr/>			
	Share capital £ 000	Retained earnings £ 000	Total £ 000
<b>At 1 July 2021</b>	<b>30,248</b>	<b>(25)</b>	<b>30,223</b>
Loss for the year and total comprehensive expense	-	(48)	(48)
<b>At 30 June 2022</b>	<b>30,248</b>	<b>(73)</b>	<b>30,175</b>
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# Tilia Group Holdings Limited

## Notes to the Company Financial Statements for the year ended 30 June 2022

### 1 General information

Tilia Group Holdings Limited ('the Company') is an investment holding company for a Group of companies principally engaged in residential house building.

The Company is a private company which is incorporated in Guernsey and domiciled in the UK. The address of the registered office is:

2 Trafalgar Court  
Les Banques  
St Peter Port  
Guernsey  
GY1 4LY

The registered number is 68989.

### 2 Accounting policies

#### Summary of significant accounting policies and key accounting estimates

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

#### Basis of preparation

The parent company financial statements of Tilia Group Holdings Limited were prepared in accordance with Financial Reporting Standard 101 Reduced Disclosure Framework ("FRS 101").

In preparing these financial statements, the Company applies the recognition, measurement and disclosure requirements of International Financial Reporting Standards (IFRSs) and IFRS Interpretations Committee (IFRIC) interpretations as adopted by the European Union (EU) and has set out below where advantage of the FRS101 disclosure exemptions has been taken.

The financial statements have been prepared under the historical cost convention.

In these financial statements, the Company has applied the exemptions available under FRS 101 in respect of the following disclosures:

- Cash flow statement and related notes.
- Comparative year reconciliations for share capital
- Disclosures in respect of transactions with wholly owned subsidiaries
- Disclosures in respect of capital management
- The effects of new but not yet effective IFRS
- Disclosures in respect of the compensation of key management personnel: and
- Disclosures of transactions with a management entity that provides key management personnel services to the Company.

As the consolidated financial statements of Tilia Group Holdings Limited include the equivalent disclosures, the Company has also taken the exemptions under FRS 101 available in respect of the following disclosures:

- Certain disclosures required by IFRS 13 *Fair Value Measurement* and the disclosures required by IFRS 7 *Financial Instrument Disclosures*.

The Company proposes to continue to adopt the reduced disclosure framework of FRS 101 in the next financial statements.

**Tilia Group Holdings Limited**  
**Notes to the Company Financial Statements for the year ended 30 June 2022**  
**(continued)**

**2 Accounting policies (continued)**

The preparation of the financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Group's accounting policies. The areas involving higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed in note 3 to the consolidated Group financial statements.

**Going concern**

The directors adopt the going concern basis in preparing the Company's financial statements.

The Company has net assets as at 30 June 2022 of £30.2m. Funding to the Company is provided in the form of a loan from a related party, Foster Investments Limited. The principal amount of loan outstanding at 30 June 2022 was £424.9m. The loan is repayable on demand, however the Company has received written confirmation from Foster Investments Limited that the loan will not be recalled for at least 12 months from the date of approval of the financial statements. The interest rate on the loan is 8%.

The Board has reviewed the business's cash flow forecasts for the period to 31 March 2024, based on certain key assumptions which include the price and volume of completed house sales over that period and changes in supplier purchases. The models have a base scenario compared to prudent downside scenarios. The Board has considered the Group's going concern by reviewing the cash flow forecasts of both Tilia and Hopkins, being the two main trading entities of the Group, which are modelled separately. Under both, the Group still maintains adequate liquidity without the need for additional funding. As a result the Directors are satisfied that the Group and Company will be able to continue to be able to pay its liabilities as they fall due for a period of at least 12 months from the date of signing these financial statements and therefore the Board has prepared the accounts on a going concern basis.

**Investments in subsidiary undertakings**

Investment in subsidiaries and associated undertakings are held at cost less accumulated impairment losses. The cost of investment in subsidiary undertakings is recorded as cash paid plus any further costs connected with the acquisition. An impairment is recognised when the carrying value of an investment exceeds its recoverable amount.

**Trade and other receivables**

Trade and other receivables are amounts due to the business from contractual agreements with customers, suppliers and other Group companies. If collection is expected in one year or less, they are classified as current assets. If not, they are presented as non-current assets.

Trade and other receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less provision for impairment.

**Trade and other payables**

Trade and other payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers.

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

# Tilia Group Holdings Limited

## Notes to the Company Financial Statements for the year ended 30 June 2022 (continued)

### 2 Accounting policies (continued)

#### Borrowings

All borrowings are initially recorded at the amount of proceeds received, net of transaction costs. Borrowings are subsequently carried at amortised cost, with the difference between the proceeds, net of transaction costs, and the amount due on redemption being recognised as a charge to the income statement over the year of the relevant borrowing.

Interest expense is recognised on the basis of the effective interest method and is included in finance costs.

Borrowings are classified as current liabilities unless the Company has an unconditional right to defer settlement of the liability for at least 12 months after the reporting date

#### Current and deferred income tax

The tax expense for the year comprises current and deferred tax. Tax is recognised in profit or loss, except that a change attributable to an item of income or expense recognised as other comprehensive income is also recognised directly in other comprehensive income.

The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the reporting date in the countries where the Group operates and generates taxable income.

Deferred income tax is recognised on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements and on unused tax losses or tax credits in the Group. Deferred income tax is determined using tax rates and laws that have been enacted or substantively enacted by the reporting date.

The carrying amount of deferred tax assets are reviewed at each reporting date and a valuation allowance is set up against deferred tax assets so that the net carrying amount equals the highest amount that is more likely than not to be recovered based on current or future taxable profit.

#### Dividends

Dividend distribution to the Company's shareholders is recognised as a liability in the Company's financial statements in the year in which the dividends are approved by the Company's shareholder.

### 3 Profit attributable to the parent of Tilia Group Holdings Limited

The Company has elected to take the exemption under section 244 of the Companies (Guernsey) Law, 2008 not to present the parent company profit and loss account.

### 4 Dividends

No dividends were paid in the year to 30 June 2022. The Directors do not recommend the payment of a final dividend in respect of the year ended 30 June 2022.

## Tilia Group Holdings Limited

### Notes to the Company Financial Statements for the year ended 30 June 2022 (continued)

#### 5 Investment in subsidiaries

Cost and net book value

	<b>30 June 2022</b>	<b>30 June 2021</b>
	<b>£ 000</b>	<b>£ 000</b>
As at balance sheet date	30,248	30,248

<b>Company</b>	<b>Principal activity</b>	<b>Proportion of ordinary shares held by the Company</b>
		<b>30 June 2022</b>
Tilia Bidco Limited	Investment Company	100%

#### 6 Trade and other receivables

	<b>30 June 2022</b>	<b>30 June 2021</b>
	<b>£ 000</b>	<b>£ 000</b>
Amount owed by subsidiary undertaking in less than one year	445,286	110,820
Total	445,286	110,820

£424,811k (2021: £110,000k) is a loan made to Tilia Bidco Limited. This loan bears interest at 8% per annum. The loan is unsecured and is repayable on demand. £20,475k (2021: £820k) is interest due from Tilia Bidco Limited on the aforementioned loan.

#### 7 Trade and other payables

	<b>30 June 2022</b>	<b>30 June 2021</b>
	<b>£ 000</b>	<b>£ 000</b>
Amount due to related parties	-	820
Accrued expenses	25	25
Total	25	845

## Tilia Group Holdings Limited

### Notes to the Company Financial Statements for the year ended 30 June 2022 (continued)

#### 8 Loan and borrowings

	30 June 2022	30 June 2021
	£ 000	£ 000
Loan from related party	445,338	110,000

This loan is repayable on demand, however the Group and Company have received written confirmation from Foster Investments Limited that the loan will not be recalled for at least 12 months from the date of approval of the financial statements. The interest rate is 8%.

#### 9 Called up share capital

Allotted, called up and fully paid

	30 June 2022	30 June 2021
	£ 000	£ 000
30,247,775 (2021: 30,247,775) ordinary £1 shares	30,248	30,248

The holders of ordinary shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share at meetings of the Company.

#### 10 Related party transactions

The Company is the ultimate parent undertaking of its Group in the United Kingdom and has prepared consolidated financial statements for the year ended 30 June 2022 and therefore the Company has relief on the exemptions contained within Financial Reporting Standard 101 in respect of the disclosure of related party transactions.

There are no other related party transactions that require disclosure in these financial statements.

#### 11 Subsidiaries and associates

A full list of Tilia Group Holdings Limited's subsidiary and associated undertakings is disclosed in note 15 to the consolidated Group financial statements.

#### 12 Ultimate parent undertaking

The Directors consider the ultimate parent undertaking to be Seaside Holdings (Nominee) Limited, a Guernsey incorporated investment vehicle. The Directors consider the ultimate controlling party to be Guy Hands. Tilia Group Holdings Limited (2 Trafalgar Court, Les Banques, St Peter Port, Guernsey, GY1 4LY) was the largest and smallest Group of which the Company was a member, and for which consolidated financial statements are prepared. Copies of the financial statements of Tilia Group Holdings Limited are available via the website [www.tiliahomes.co.uk](http://www.tiliahomes.co.uk).