

# **Ongo Home Sales Limited**

Report and Financial Statements

For year ended 31 March 2021

Company Number 11077525 (England and Wales)

# Ongo Home Sales Limited

Report and Financial Statements  
For year ended 31 March 2021

---

## Contents

### Page:

3	Executives and advisors
4	Directors' Report
7	Independent Auditor's Report
10	Statement of Comprehensive Income
11	Statement of Financial Position
12	Statement of Changes in Equity
13	Index of notes
14	Notes forming part of the financial statements

---

# Ongo Home Sales Limited

## Report and Financial Statements For year ended 31<sup>st</sup> March 2021

---

### Board Members

The following members, who are formally recognised as Directors at Companies House, have held office during the period and to the date of this report unless otherwise stated:

S Jones  
P Stones  
E Cook  
N Cresswell

<b>Executive leadership team:</b>	Chief Executive	S Hepworth
	Property Director	P Stones
	Director of Resource and Commercial Services	A Harrison
	Director of Corporate & Compliance Services	J Sugden
	Director of Communities	K Hornsby

<b>Secretary and registered office:</b>	J Sugden Ongo House High Street Scunthorpe North Lincolnshire DN15 6AT
---	---

<b>Company Number</b>	11077525
-----------------------	----------

<b>Auditor:</b>	BDO LLP Central Square 29 Wellington Street Leeds LS1 4DL
-----------------	---

<b>Bankers:</b>	Barclays Bank plc One Snowhill Snow Hill Queensway Birmingham B4 6GN
-----------------	---

<b>Solicitors:</b>		
Devonshires Solicitors Park House Park Square Leeds LS1 2PW	Forbes Solicitors Rutherford House 4 Wellington Street (St Johns) Blackburn BB1 8DD	MSB Solicitors 17a-b Allerton Road Allerton Liverpool L18 1LG
Bermans Exchange Station Titheburn Street Liverpool L2 2QP	Trowers and Hamblins 55 Princess Street Manchester M2 4EW	Wilkin Chapman LLP Cartergate House 26 Chantry Lane Grimsby DN31 2LJ

Knights Professional Services Limited  
The Lexicon  
Munt Street  
Manchester  
M2 5FA

# Ongo Home Sales Limited

## Directors' Report For year ended 31<sup>st</sup> March 2021

---

The Directors present their report and audited Financial Statements of the Company for the period ended 31 March 2021.

### **Nature of Business**

Ongo Homes Sales Limited is a company limited by shares which are wholly-owned by Ongo Homes Limited. The ultimate parent company is Ongo Partnership Limited.

The corporate structure of the Ongo Partnership group is clearly defined and the relationship between this Company, the parent and its other subsidiaries is set out in Intra-Group agreements which were considered and approved by each of their Boards.

The role of the Company is to develop properties for the commercial market to enable Ongo Homes Limited to achieve its build programme aspirations in the most efficient and economic manner.

### **Board and Executive Directors**

The Board Members and Executive Management Team serving during the period and up to the date of signing the Financial Statements are listed on page 3. None of the Board Members and Executive Management Team holds any interests in the capital of this company. The Board Members listed are the statutory Directors of the Company in line with the requirements of Companies Act 2006.

Members of the Executive Management Team act as executives within the authority delegated through the Intra-group Agreement between Ongo Partnership Limited, Ongo Homes Limited and Ongo Homes Sales Limited. The Company's insurance policies indemnify Board Members and officers against liability when acting on its behalf.

### **Going Concern**

The ongoing impact of the COVID-19 pandemic and its financial effect has meant that the executive leadership team and the board have reviewed financial assumptions during the budget process to ensure the company remains a going concern. The budget is subject to sensitivity testing to assess the possible financial impacts of various scenarios and the resilience of the budget. In all scenarios the company remains financially viable.

Given the strength of the balance sheet and liquidity the board believes that, while some uncertainty remains in respect of COVID-19, this does not pose a material uncertainty that would cast doubt on the company's ability to continue as a going concern. The company's financial performance in 2020/21 proved resilient and on this basis, the board has a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future, being a period of twelve months after the date on which the report and financial statements are signed. For this reason, it continues to adopt the going concern basis in the financial statements.

# Ongo Home Sales Limited

## Directors' Report (*continued*) For year ended 31<sup>st</sup> March 2021

---

### Statement of the Directors' Responsibilities

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

Company law requires the Directors to prepare financial statements for each financial year. Under that law the Directors have elected to prepare the financial statements in accordance with United Kingdom Accounting Standards and applicable law (UK Generally Accepted Accounting Practice). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Company and of the profit or loss of the Company for that period.

In preparing those financial statements, the Directors are required to:

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

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and enable it to ensure that the financial statements comply with the Companies Act 2006. They have general responsibility for taking such steps as are reasonably open to them for safeguarding the assets of the Company and to prevent and detect fraud and other irregularities.

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

### External Audit

In so far as the Board is aware, all of the current board members have taken all the steps that they ought to have taken to make themselves aware of any information needed by the company's auditor for the purposes of their audit and to establish that the auditor is aware of that information. The directors are not aware of any relevant audit information of which the auditor is unaware.

### NHF Code of Governance

The Board has adopted the National Housing Federation (NHF) Code of Governance and following an assessment against the code complies in all but one area. The area of non-compliance is B4 (size of Board). The Board has four members and this was agreed as the appropriate and proportionate level for the company accepting the recommendations of an external governance review undertaken in 2019 agreed by Ongo Homes Ltd (parent company) and Ongo Partnership Ltd (ultimate parent company). The following areas of the Code are not applicable to this company:

- B8 (shareholders)
- D6 & D7 (provisions regarding nomination and election)
- H2(2) (charity law)
- H2(3) (Co-operative and Community Benefit Legislation)
- H6 (requirement to publish annual report)
- H7 (strategy for communicating to stakeholders)

### Auditors

BDO LLP are in the third year of their three year appointment to serve as auditors for the company.

# Ongo Home Sales Limited

Directors' Report (*continued*)  
For year ended 31<sup>st</sup> March 2021

---

## Small companies provisions

This Directors' report has been prepared in accordance with the small companies provisions of the Companies Act 2006.

By Order of the Board



**E Cook**  
Director

Date: 2<sup>nd</sup> September 2021

# Ongo Home Sales Limited

## Independent Auditor's Report to the members of Ongo Home Sales Limited for the year ended 31 March 2021

---

### Opinion on the financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the Company's affairs as at 31 March 2021 and of its loss for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

We have audited the financial statements of Ongo Home Sales Limited ("the Company") for the year ended 31 March 2021 which comprise the Statement of comprehensive income, Statement of financial position, Statement of changes in equity and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* (United Kingdom Generally Accepted Accounting Practice).

### Basis for opinion

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

### *Independence*

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

### Conclusions relating to going concern

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

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

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

### Other information

The directors are responsible for the other information. The other information comprises the information included in the Report other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon. Our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the course of the audit, or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether this gives rise to a material misstatement in the financial statements themselves. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

# Ongo Home Sales Limited

## Independent Auditor's Report to the members of Ongo Home Sales Limited for the year ended 31 March 2021 (continued)

---

### Other Companies Act 2006 reporting

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Directors' report has been prepared in accordance with applicable legal requirements.

In the light of the knowledge and understanding of the Company and its environment obtained in the course of the audit, we have not identified material misstatements in the Directors' report.

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

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

### Responsibilities of Directors

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

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

### Auditor's responsibilities for the audit of the financial statements

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

#### *Extent to which the audit was capable of detecting irregularities, including fraud*

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 Company and the sector in which it operates, we identified that the principal risks of non-compliance with laws and regulations related to their compliance with Companies Act and tax legislation.

# Ongo Home Sales Limited

## Independent Auditor's Report to the members of Ongo Home Sales Limited for the year ended 31 March 2021 (continued)

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 manipulate financial results and management bias in accounting estimates.

Auditing standards limit the required audit procedures to identify non-compliance with these laws and regulations to enquiry of the Directors and other management and inspection of regulatory and legal correspondence if any.

The audit procedures to address the risks identified included:

- Identifying and testing journal entries, in particular any journal entries posted from staff members with privilege access rights, journals posted by key management and journals posted after the year end.
- In respect of income from contracts and projects agreement to support providing evidence of delivery and timing of delivery.
- Reading minutes of meetings of those charged with governance, reviewing internal audit reports and reviewing correspondence with HMRC.

Our audit procedures were designed to respond to risks of material misstatement in the financial statements, recognising that 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, misrepresentations or through collusion. There are inherent limitations in the audit procedures performed and the further removed non-compliance with laws and regulations is from the events and transactions reflected in the financial statements, the less likely we are to become aware of it.

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

### Use of our report

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

DocuSigned by:  
**HELEN KNOWLES**  
DAED9B91914A4A7...

Helen Knowles (Senior Statutory Auditor)  
For and on behalf of BDO LLP, statutory auditor  
Manchester

Date : 17 September 2021

BDO LLP is a limited liability partnership registered in England and Wales (with registered number OC305127).

**Ongo Home Sales Limited**  
**Statement of comprehensive income**  
**for the year ended 31 March 2021**

	Note	2021 £	2020 £
Turnover		-	-
Cost of sales		-	-
<b>Gross profit / (loss)</b>		<b>-</b>	<b>-</b>
Administration expenses		(1,993)	(8,968)
<b>Operating loss</b>	<b>3</b>	<b>(1,993)</b>	<b>(8,968)</b>
Interest payable		-	-
<b>Loss on ordinary activities before taxation</b>		<b>(1,993)</b>	<b>(8,968)</b>
Tax on loss on ordinary activities	6	-	-
<b>Loss for the financial year</b>		<b>(1,993)</b>	<b>(8,968)</b>

The notes on pages 13 to 16 form part of these financial statements.

**Ongo Home Sales Limited**  
**Statement of financial position**  
**at 31 March 2021**

Company number: 11077525	Note	2021 £	2020 £
<b>Current Assets</b>			
Cash at bank and short term deposits		28,398	30,766
<b>Total current assets</b>		<u>28,398</u>	<u>30,766</u>
Creditors: amounts falling due within one year	7	<u>-</u>	<u>(375)</u>
<b>Net current assets</b>		<u>28,398</u>	<u>30,391</u>
Creditors: amounts falling due after more than one year		<u>-</u>	<u>-</u>
<b>Net assets</b>		<u><u>28,398</u></u>	<u><u>30,391</u></u>
<b>Capital and reserves</b>			
Share capital	8	50,000	50,000
Profit and loss account		(21,602)	(19,609)
<b>Total shareholder funds</b>		<u><u>28,398</u></u>	<u><u>30,391</u></u>

The financial statements were approved by the Board of Directors and authorised for issue on 2 September 2021



**E Cook**  
**Director**



**S Hepworth**  
**Chief Executive Officer**

The notes on pages 13 to 16 form part of these financial statements.

**Ongo Home Sales Limited**  
**Statement of changes in equity**  
**for the year ended 31 March 2021**

Year ended 31 March 2021	Profit & Loss Account £	Called Up Share Capital £	Total £
Balance at 1 April 2020	(19,609)	50,000	30,391
Profit / (loss) for the year	(1,993)	-	(1,993)
Other comprehensive income for the year	-	-	-
<b>Balance at 31 March 2021</b>	<b>(21,602)</b>	<b>50,000</b>	<b>28,398</b>

Year ended 31 March 2020	Profit & Loss Account £	Called Up Share Capital £	Total £
Balance at 1 April 2019	(10,641)	50,000	39,359
Profit / (loss) for the year	(8,968)	-	(8,968)
Other comprehensive income for the period	-	-	-
<b>Balance at 31 March 2020</b>	<b>(19,609)</b>	<b>50,000</b>	<b>30,391</b>

The notes on pages 13 to 16 form part of these financial statements.

**Ongo Home Sales Limited**  
**Notes forming part of the financial statements**  
**for the year ended 31 March 2021**

---

**INDEX OF NOTES**

**General notes**

- 1 Accounting policies

**Statement of comprehensive income related notes**

- 2 Analysis of turnover  
3 Operating profit  
4 Employees  
5 Directors' remuneration  
6 Taxation on profit on ordinary activities

**Statement of financial position related notes**

- 7 Creditors  
8 Share capital  
9 Related party disclosures

**Ongo Home Sales Limited**  
**Notes forming part of the financial statements**  
**for the year ended 31 March 2021**

---

**1 Significant Accounting policies**

Ongo Home Sales Limited is a company limited by shares incorporated in England & Wales under the Companies Act 2006. The address of the registered office is given on the contents page and the nature of the company's operations and its principal activities are set out in the directors' report. The financial statements have been prepared under the historical cost convention and in accordance with FRS 102, the Financial Reporting Standard applicable in the United Kingdom and the Republic of Ireland and the Companies Act 2006.

The preparation of financial statements in compliance with FRS 102 requires the use of certain critical accounting estimates. It also requires company management to exercise judgement in applying the company's accounting policies. Management do not consider that there are any significant judgements or estimates associated with the preparation of the financial statements.

The presentation currency of the financial statements is the Pound Sterling (£), rounded to the nearest £1.

The following principal accounting policies have been applied:

*Financial Reporting Standard 102 – reduced disclosure exemptions*

The company has taken advantage of the following disclosure exemptions in preparing these financial statements, as permitted by

- o the requirements of Section 4 Statement of Financial position paragraph 4.12(a)(iv);
- o the requirements of Section 7 Statement of Cash Flows;
- o the requirements of Section 3 Financial Statement Presentation paragraph 3.17(d);
- o the requirements of Section 11 Financial Instruments paragraphs 11.39 to 11.48A;
- o the requirements of Section 12 Other Financial Instruments paragraphs 12.26 to 12.29; and
- o the requirements of Section 33 Related Party Disclosures paragraph 33.7.

This information is included in the consolidated financial statements of Ongo Partnership Limited as at 31 March 2021 and these financial statements may be obtained from Ongo House, High Street, Scunthorpe, North Lincolnshire, DN15 6AT.

*Going concern*

The company has not been negatively impacted by Covid-19 and has sufficient cash reserves and net current assets at 31 March 2021 to meet any obligation for at least twelve months beyond the date of approval of the accounts.

The board are therefore satisfied that the financial statements should be prepared on a going concern basis.

*Turnover*

Revenue will be recognised on the sale of properties at the point at which the company becomes contractually entitled to payment for property or services provided.

*Current and deferred taxation*

The tax expense for the period comprises current and deferred tax.

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 company's subsidiaries operate and generate taxable income.

Deferred balances are not recognised in respect of any timing differences that have originated but not reversed by the balance sheet date.

**Ongo Home Sales Limited**  
**Notes forming part of the financial statements**  
**for the year ended 31 March 2021**

**2 Analysis of turnover**

There is no turnover in the financial year. All future turnover is expected to take place in the UK.

**3 Operating profit**

All fees for the audit of the company's annual accounts are paid by the ultimate parent company of the Group.

**4 Employees**

No employees are paid directly by the company, although it will be re-charged by the group entity for employment costs incurred on its behalf. At the end of this accounting period no charge has been made as work has not yet commenced on any projects.

**5 Directors' remuneration**

Directors' costs are paid by Ongo Partnership Limited and the relevant portion is recharged to Ongo Home Sales Limited (with a mark-up) through their management fee.

**6 Taxation**

Ongo Home Sales Limited, having incurred losses for this period, is not liable to UK corporation tax in the year.

Deferred tax balances are not recognised.

	2021	2020
	£	£
Charge for the year	-	-
	<u>-</u>	<u>-</u>
	<u>-</u>	<u>-</u>
	2021	2020
	£	£
<b>7 Reconciliation of tax charge</b>		
Loss on ordinary activities before tax	<u>(1,993)</u>	<u>(8,968)</u>
Tax on loss on ordinary activities at standard CT rate of 19%	(379)	(1,704)
<i>Effects of:</i>		
Group relief surrendered	379	1,704
	<u>-</u>	<u>-</u>
	<u>-</u>	<u>-</u>

**Ongo Home Sales Limited**  
**Notes forming part of the financial statements**  
**for the year ended 31 March 2021**

7	Creditors	2021	2020
		£	£
	Accruals and deferred income	-	375
		<u>-</u>	<u>375</u>
		<u>-</u>	<u>375</u>
8	Share capital	2021	2020
		£	£
	<i>Allotted, called up and fully paid</i>		
	50,000 Ordinary shares of £1.00 each	50,000	50,000
		<u>50,000</u>	<u>50,000</u>
		<u>50,000</u>	<u>50,000</u>

**9 Related party transactions**

The ultimate controlling party is Ongo Partnership Limited and its consolidated accounts are available to the public from Companies House, Crown Way, Maindy, Cardiff, CF14 3UZ.

Other than transactions between the group parent and other group subsidiaries, the company does not believe it has any 'Related Parties'.