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BRITISH EDUCATIONAL
SUPPLIERS ASSOCIATION



Annual Report

2023

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Chair's Introduction

Christine Major

Chair of the British Educational Suppliers Association

Finding the right words to open the Chair's Report used to be difficult but not anymore, it seems. This isn't because of any Chat GPT assistance but rather it's the same opening statement you've heard twice before. Quite frankly, I can't think of a better way to describe the past 12 months other than, it's been another unprecedented year. At the risk of repeating myself, when I predicted it would be another 'bumpy year' in education, it's clear that I underestimated things. But here we are, committed to education and together as a trade association.

You might not hear it from our current friends in Government so let me take this opportunity to thank you for what you do – you've continued to show incredible integrity and resolve. You've continued to focus on what's needed for the education community, to provide value to schools and much-needed support. In a time when mental health is one of the biggest barriers to learning, teachers are leaving the profession in their droves and there's an ever-widening attainment gap, you've created and offered solutions that address these urgent issues. Dare I say you've done more to support the so-called Levelling Up agenda than any other sector.

This is my 25th anniversary in education – from my Hackney classroom through to the BESA AGM. My reflection upon this time is clear – industry is a key stakeholder in supporting the education of our young people and we must continue the effort to be recognised as such. Let's hope we can make some new friends in Government and find those ways of working more cohesively. To that end, we will continue the endeavour to try and engage positively; to share experiences, evidence, and collaborate with Government leads. Our resolve to stay united as an industry will be critical – we must continue to find new ways of standing together and of evidencing that ongoing value. On this piece, I know you'll all join me in commending the extraordinary effort from Caroline, Julia and the BESA team in representing BESA members. I'm genuinely excited to see how you develop this even further as part of the upcoming 5-year strategy.

It has been such a privilege to be Chair of BESA this year and I'd like to thank each member of Executive Council and the Finance and Resources Committee for their unrelenting support. I'm incredibly grateful for their counsel, wisdom and patience. In particular, I would like to thank Vice Chair Simon Hill and Treasurer Simon Winfield. I'd also like to extend my appreciation and gratitude to the members of the Council who will be leaving this year – your significant contribution will not be forgotten. We extend the same sentiment to BESA team leavers and equally, we welcome incoming team members to the BESA community.

We thank all the Executive Council election candidates and wish you luck – I have every confidence you'll last longer and have a greater, more positive impact than some recent political leaders. Congratulations in advance to all successful candidates.

Finally, I would also like to thank you, our BESA members. BESA is our trade association, representing our needs – thank you for your engagement and participation. We've never been stronger.

Director General's Introduction

Caroline Wright

Director General of the British Educational Suppliers Association



After the gradual reopening of the global economy throughout the autumn and winter of 2021/22, BESA's 2022/23 membership year has been very much focussed on rebuilding and re-engaging internationally on behalf of members to help secure new channels and routes to worldwide education export opportunities.

We hit the ground running in the popular export markets of the US, UAE, Saudi Arabia and ASEAN (attending events in Indonesia, Thailand and India), as well as organising and co-ordinating trade missions to the new and emerging education markets of Cambodia, Egypt and Morocco. We have continued to expand our offer into the current membership year adding events in Vietnam, Australia, Kazakhstan and Hong Kong into our international programme.

Whilst the global education market continues to expand at pace, difficult trading circumstances continue in the UK home market with early years, schools and colleges facing continued financial and workforce pressures. We have sought to engage proactively and positively with Government, parliamentarians and policy-makers to help inform the effective development and implementation of national business and education policies. In most cases our engagement has been well received and I continue to represent BESA international and governmental advisory groups including the joint Department for Business and Trade/Department for Education's Education Sector Advisory Group, DfE's Digital Standards Working Group, DfE Data Transformation Working Group, and OECD Digital Education Infrastructure advisory group among others.

After exploring every possible avenue of dialogue and negotiation with the many and varied Secretaries of States for Education during 2022 on the issue of the establishment of Oak National Academy as a new curriculum arms length body, we were left disappointed by the collective Ministerial disregard for the damaging impact and market distortion that Oak National Academy will cause. As a result of DfE's refusal to act on the concerns raised, BESA, as part of a consortium of concerned trade associations and representative bodies, has submitted an application to apply for a judicial review of the Government's decision. We await the High Court's decision on our application at this stage.

Looking ahead to 2024, I am grateful to BESA's Executive Council members for their input, expert advice and support in the development of a new five-year strategy for BESA. We are currently inviting views from the wider membership, as part of our annual survey, on a number of new and exciting initiatives and services that we plan to introduce during the course of the next year. This will include an improved training offer, with certification and accreditation, more schools and market facing BESA activity and an increased focus on data, insights and research for member use.

I am grateful to the entire BESA secretariat and their dedication day-after-day to continually deliver a vast and varied range of services and support for BESA members. Finally, thank you to each and every BESA member. Your collective contributions, expert insights, and collaboration at BESA meetings, activities and events helps ensure that BESA continues to be able to speak out as the trade association for our sector, and I am very proud to continue to have the privilege of serving BESA members as Director General.



Treasurer's Report

Annual Accounts 2022/2023

Simon Winfield

Treasurer of the British Educational Suppliers Association

Over the past year, we have witnessed a continuously evolving and changing global landscape due to the far-reaching impacts of Covid-19, both on a global scale and within our Association. Coupled with the economic and political challenges we have encountered, I am pleased to report that we have not only weathered these storms but have also continued to strengthen the financial foundations of BESA.

Our approach has been one of prudence and practicality, focused on managing costs while simultaneously bolstering the skills and capabilities within our professional team. This strategy will persist as we move forward.

Although income from events has not yet returned to pre-pandemic levels, we are making substantial progress, particularly in our international events, where we are witnessing a return to pre-Covid levels.

For our membership, we have successfully organised a series of outstanding "online" events and webinars, which have been open to both members and non-members, generating income for the Association, including through sponsorship. We extend our sincere gratitude to the organisations that have supported us in this endeavour.

Our membership subscription income remains positive, and with our subscription model and the collective efforts of the BESA team, we are optimistic that this will continue to grow and evolve.

One notable factor impacting our expenditure this year has been the political landscape, as mentioned earlier, specifically in relation to our legal costs associated with the Oak National Academy. These costs have amounted to £64,021, and we await further legal updates regarding the outcome.

As an organisation committed to the benefit of our members, we firmly believe that this action was necessary to safeguard the short and long-term future of all education suppliers. We view this as an investment in our collective future.

As a result, we have achieved a small surplus of £2,871 during the year, a testament to our resilience and adaptability in the face of various challenges. Our reserves currently stand at £858,950 compared to £856,073 the previous year.

Given the ongoing challenges in education funding from the government, we remain committed to staying responsive to new ways of operating, maintaining a focus on our members, and exploring additional avenues of income.

As an organisation, I have full confidence that, with the expertise of the BESA team, the guidance of the Finance and Resources Committee, and the unwavering support of the Executive Committee, we will continue to grow BESA and deliver value to our members.

I would like to extend my thanks to Caroline, Julia and the entire BESA team for their dedication and support throughout the past year. Their efforts have ensured our smooth operation and informed decision-making on behalf of our members.

I also wish to express our appreciation to Gerald Edelman Chartered Accountants for their diligent work in preparing the audit and I submit the accounts for formal approval at the AGM.

Minutes of the 2022 Annual General Meeting of the British Educational Suppliers Association

Date: 3 November 2022

Venue: Church House, Westminster

Attendance: 86 BESA companies in attendance, plus 14 BESA staff

Minutes

1. Start – The meeting commenced at 11.30am.

2. Minutes – Minutes of the 2021 AGM were approved.

3. Introduction – The Chair, Christine Major, opened the AGM and gave her Chair's report.

4. Treasurer's Report – The Treasurer Simon Winfield introduced Treasurer's report and Annual Report and Accounts 2021/22

4. Approval of resolutions

- The Chair introduced resolution A 'That the Annual Report and Accounts for 2021/22 are approved'. Resolution A was agreed nem. con.
- The Chair introduced resolution B 'That Gerald Edelman, Chartered Accountants, be appointed auditors for 2022/2023.' Resolution B was agreed nem. con.
- The Chair introduced resolution C 'That Association subscriptions for 2023/2024 be increased by 5%.' Resolution C was agreed nem. con.
- The Chair introduced resolution D 'That the Association subscription bandings be updated as per the proposal circulated with the annual report in advance, effective from 1 April 2023'. Resolution D was agreed by a majority vote, with one company opposed.

5. New Council members – The Director General, Caroline Wright, announced the results of the voting for the Executive Council elections Anthony Coxon, Rebecca Cullen, Simon Hill, Jane Mann, Nick Mahadjiv, Chris Mahady, Dan Sandhu and Claire Varlet-Baker were duly elected.

6. Close – The meeting closed at 11.45am.

BESA Annual General Meeting 2023

Proposed change to process for approving subscription rate increases

At the September meeting of the Executive Council it was decided that a change is needed to the process for agreeing the annual inflation-related increase in membership fees.

Since 2017 we have asked members to approve the proposed increase at the Autumn AGM and then applied the increase from the following 1 April. The timelag between seeking approval and applying the increase has led to misjudgements in the rate of inflation. See chart below which shows actual rate of inflation vs applied membership increase each year.

Year starting 1 April	Subscription % increase as agreed at AGM	Inflation in previous December	Difference
2023	5%	10.5%	5.5%
2022	3%	5.4%	2.4%
2021	0%	0.6%	0.6%
2020	2%	1.3%	-0.7%
2019	2%	2.1%	0.1%
2018	3%	3.0%	0.0%
2017	0%	1.6%	1.6%

BESA Annual General Meeting 2023

Proposed Ordinary Resolutions

The current decision is also made before the annual budget process is completed and so any new financial investment that might be needed to support member services or membership growth is not taken into account.

The proposal is to move the decision making to later in the year, to December. Executive Council will debate the proposed increase, look at the current rate of inflation and take account of the budget and business plan for BESA for the following year before voting on the appropriate rate of increase.

This increase will then be applied on the 1 April that follows. The proposal would no longer be taken to the AGM for ratification.

To support this change of process, please vote 'Yes' to Resolution C.

That from now onwards, membership subscription increases will be agreed by the Executive Council during the December council meeting, for application to membership fees from the following April.

Resolution A: That the Annual Report and Accounts for 2022/2023 are approved.

Resolution B: That Gerald Edelman, Chartered Accountants, be appointed auditors for 2023/2024.

Resolution C: That from now onwards, membership subscription increases will be agreed by the Executive Council during the December council meeting, for application to membership fees from the following April.

Resolution D (only if Resolution C is not passed): The Association subscriptions for 2024/2025 be increased by 6.5%

Company registration number 01097059 (England and Wales)

**BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION
ANNUAL REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2023**

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

COMPANY INFORMATION

Directors	C Major J K Mann S W Winfield M J Koster-Marcon C D Mahady S C Hill A Coxon N N Madhavji D L Hallybone A J Kingsley C M Morrison A Staneff P J Wesolowski M Hudson J E Doherty (Appointed 3 November 2022) S Huber (Appointed 3 November 2022) R A G R Harrington (Appointed 3 November 2022)
Secretary	C J P Wright
Company number	01097059
Registered office	81 Rivington Street London EC2A 3AY
Auditor	Gerald Edelman LLP 73 Cornhill London EC3V 3QQ

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

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BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 MARCH 2023

The directors present their annual report and financial statements for the year ended 31 March 2023.

Principal activities

The principal activity of the company continued to be that of activities of business and employers membership organisations.

Directors

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

C Major
J K Mann
S W Winfield
M J Koster-Marcon
C D Mahady
D Jones (Resigned 3 November 2022)
S C Hill
G Coleman (Resigned 1 September 2022)
A Coxon
J Finnan (Resigned 3 November 2022)
N N Madhavji
D L Hallybone
A J Kingsley
C M Morrison
A Staneff
P J Wesolowski
M Hudson
J E Doherty (Appointed 3 November 2022)
S Huber (Appointed 3 November 2022)
R A G R Harrington (Appointed 3 November 2022)

Auditor

In accordance with the company's articles, a resolution proposing that Gerald Edelman LLP be reappointed as auditor of the company will be put at a General Meeting.

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2023

Statement of directors' responsibilities

The directors are responsible for preparing the annual report and the financial statements in accordance with applicable law and regulations.

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

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

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

Statement of disclosure to auditor

So far as each person who was a director at the date of approving this report is aware, there is no relevant audit information of which the company's auditor is unaware. Additionally, the directors individually have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the company's auditor is aware of that information.

Going concern

Having reviewed the company's financial forecasts and expected future cash flows. The directors have a reasonable expectation that the company has adequate resources available to continue in operational existence for the foreseeable future, a period of not less than 12 months from the date of approval of these financial statements.

The financial statements reflect a resurgence in revenue after a challenging period in 2020 and 2021. The company was able to achieve pre-pandemic results, largely attributable to the conferences that were postponed and rescheduled this year. Additionally, the company was able to maintain strong cash reserves, and the directors are confident that the company will continue to be profitable in the future.

Accordingly, the directors continues to adopt the going concern basis in preparing the financial statements for the year ended 31 March 2023.

This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies exemption.

On behalf of the board


S W Winfield
Director

Date: 6th October 2023

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

INDEPENDENT AUDITOR'S REPORT

TO THE MEMBERS OF BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

Opinion

We have audited the financial statements of British Educational Suppliers Association (the 'company') for the year ended 31 March 2023 which comprise the income and expenditure account, the balance sheet and notes to the financial statements, including 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).

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 March 2023 and of its surplus 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.

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 are 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. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

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 other information comprises the information included in the annual report other than the financial statements and our auditor's report thereon. The directors are responsible for the other information contained within the annual report. 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.

Opinions on other matters prescribed by the Companies Act 2006

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

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

INDEPENDENT AUDITOR'S REPORT (CONTINUED)

TO THE MEMBERS OF BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

Matters on which we are required to report by exception

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' exemption in preparing the directors' report and from the requirement to prepare a strategic report.

Responsibilities of directors

As explained more fully in the directors' responsibilities statement, 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.

The extent to which our procedures are capable of detecting irregularities, including fraud, is detailed below.

We planned our audit so that we have a reasonable expectation of detecting material misstatements in the financial statements resulting from irregularities, fraud or non-compliance with law or regulations.

The extent to which the audit was considered capable of detecting irregularities including fraud

In identifying and assessing risks of material misstatement in respect of irregularities, including fraud and non-compliance with laws and regulations, our procedures included the following:

- The engagement partner ensured that the engagement team collectively had the appropriate competence, capabilities and skills to identify or recognise non-compliance with applicable laws and regulations.
- Enquiring of management of whether they are aware of any non-compliance with laws and regulations.
- Enquiring of management whether they have knowledge of any actual, suspected or alleged fraud.
- Enquiring of management their internal controls established to mitigate risk related to fraud or non-compliance with laws and regulations.
- Discussions amongst the engagement team on how and where fraud might occur in the financial statements and any potential indicators of fraud. As part of this discussion, we identified potential for fraud in posting of unusual journals.
- Obtaining understanding of the legal and regulatory framework the company operates in focusing on those laws and regulations that had a direct effect on the financial statements or that had a fundamental effect on the operations. The key laws and regulations we considered in this context included UK Companies Act, tax legislation, employment law, data protection, and anti-bribery.

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

INDEPENDENT AUDITOR'S REPORT (CONTINUED)

TO THE MEMBERS OF BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

Audit response to risks identified ***Fraud due to management override***

To address the risk of fraud through management bias and override of controls, we:

- Performed analytical procedures to identify any unusual or unexpected relationships.
- Audited the risk of management override of controls, including through testing journal entries for appropriateness.

Irregularities and non-compliance with laws and regulations

In response to the risk of irregularities and non compliance with laws and regulations, we designed procedures which included, but are not limited to:

- Agreeing financial statements disclosures to underlying supporting documentation
- Enquiring of management as to actual and potential litigation claims.

The test nature and other inherent limitations of an audit, together with the inherent limitations of any accounting and internal control system, mean that there is an unavoidable risk that even some material misstatements in respect of irregularities may remain undiscovered even though the audit is properly planned and performed in accordance with ISAs (UK). Furthermore, the more removed that laws and regulations are from financial transactions, the less likely that we would become aware of non-compliance. Our examination should therefore not be relied upon to disclose all such material misstatements or frauds, errors or instances of non-compliance that might exist. The responsibility for safeguarding the assets of the company and for the prevention and detection of fraud, error and non-compliance with law or regulations rests with the directors.

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.

Hiten Patel FCCA
Senior Statutory Auditor
For and on behalf of Gerald Edelman LLP

Date:

Chartered Accountants
Statutory Auditor

73 Cornhill
London
EC3V 3QQ

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

INCOME AND EXPENDITURE ACCOUNT

FOR THE YEAR ENDED 31 MARCH 2023

	Notes	2023 £	2022 £
Income	3	1,553,659	1,438,153
Cost of sales		(506,728)	(482,052)
Gross surplus		1,046,931	956,101
Administrative expenses		(1,070,543)	(841,622)
Other operating income		25,183	-
Operating surplus		1,571	114,479
Interest receivable and similar income	7	1,300	138
Surplus before taxation		2,871	114,617
Tax on surplus		-	-
Surplus for the financial year		2,871	114,617

The income and expenditure account has been prepared on the basis that all operations are continuing operations.

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

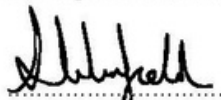
BALANCE SHEET

AS AT 31 MARCH 2023

	Notes	2023		2022	
		£	£	£	£
Fixed assets					
Tangible assets	8		9,492		13,913
Current assets					
Debtors	9	703,408		707,169	
Cash at bank and in hand		1,064,674		1,159,401	
		<u>1,768,082</u>		<u>1,866,570</u>	
Creditors: amounts falling due within one year	10	<u>(732,528)</u>		<u>(830,800)</u>	
Net current assets			<u>1,035,554</u>		<u>1,035,770</u>
Total assets less current liabilities			<u>1,045,046</u>		<u>1,049,683</u>
Provisions for liabilities	11		<u>(186,096)</u>		<u>(193,610)</u>
Net assets			<u>858,950</u>		<u>856,073</u>
Reserves					
Called up share capital	12		-		-
Income and expenditure account			<u>858,950</u>		<u>856,073</u>
Members' funds			<u>858,950</u>		<u>856,073</u>

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies regime.

The financial statements were approved by the board of directors and authorised for issue on 6 October 2023 and are signed on its behalf by:



S W Winfield
Director

Company Registration No. 01097059

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2023

1 Accounting policies

Company information

British Educational Suppliers Association is a private company limited by guarantee incorporated in England and Wales. The registered office is 81 Rivington Street, London, EC2A 3AY.

1.1 Accounting convention

These financial statements have been prepared in accordance with FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" ("FRS 102") and the requirements of the Companies Act 2006 as applicable to companies subject to the small companies regime. The disclosure requirements of section 1A of FRS 102 have been applied other than where additional disclosure is required to show a true and fair view.

The financial statements are prepared in sterling, which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £.

The financial statements have been prepared under the historical cost convention. The principal accounting policies adopted are set out below.

1.2 Going concern

Having reviewed the company's financial forecasts and expected future cash flows. The directors have a reasonable expectation that the company has adequate resources available to continue in operational existence for the foreseeable future, a period of not less than 12 months from the date of approval of these financial statements.

The financial statements reflect a resurgence in revenue after a challenging period in 2020 and 2021. The company was able to achieve pre-pandemic results, largely attributable to the conferences that were postponed and rescheduled this year. Additionally, the company was able to maintain strong cash reserves, and the directors are confident that the company will continue to be profitable in the future.

Accordingly, the directors continues to adopt the going concern basis in preparing the financial statements for the year ended 31 March 2023.

1.3 Income and expenditure

Event/service turnover includes charges (excluding VAT) invoiced to participating members for space and services at exhibitions, missions, seminars and other non-subscription services and is included within the financial statements for the period in which the event has been concluded.

Event/service turnover also consists of grants provided by the Department for Business and Trade ('DBT'). Participating members apply to British Educational Suppliers Association (BESA) for support and then BESA makes these applications to the DBT. The DBT provides BESA with the grants to be issued to participating members in addition to a mark-up, meaning that a small surplus is made on each grant application. Turnover and expenses are included within the financial statements for the period in which the event to which the grants relate has been concluded.

Membership subscriptions are recognised in the year to which they relate. Admission fees are charged at a time a member joins the Association and are recognised in the year of admission.

When cash inflows are deferred and represent a financing arrangement, the fair value of the consideration is the present value of the future receipts. The difference between the fair value of the consideration and the nominal amount received is recognised as interest income.

1.4 Tangible fixed assets

Tangible fixed assets are initially measured at cost and subsequently measured at cost, net of depreciation and any impairment losses.

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

1 Accounting policies

(Continued)

Depreciation is recognised so as to write off the cost of assets less their residual values over their useful lives on the following bases:

Fixtures and fittings	Straight line over 10 years
Office equipment	Straight line over 4 years

The gain or loss arising on the disposal of an asset is determined as the difference between the sale proceeds and the carrying value of the asset, and is credited or charged to surplus or deficit.

1.5 Impairment of fixed assets

At each reporting period end date, the company reviews the carrying amounts of its tangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in surplus or deficit, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

Recognised impairment losses are reversed if, and only if, the reasons for the impairment loss have ceased to apply. Where an impairment loss subsequently reverses, the carrying amount of the asset (or cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in surplus or deficit, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

1.6 Cash and cash equivalents

Cash and cash equivalents are basic financial assets and include cash in hand, deposits held at call with banks, other short-term liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities.

1.7 Financial instruments

The company has elected to apply the provisions of Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instruments Issues' of FRS 102 to all of its financial instruments.

Financial instruments are recognised in the company's balance sheet when the company becomes party to the contractual provisions of the instrument.

Financial assets and liabilities are offset, with the net amounts presented in the financial statements, when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

1 Accounting policies

(Continued)

Basic financial assets

Basic financial assets, which include debtors and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest. Financial assets classified as receivable within one year are not amortised.

Classification of financial liabilities

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

Basic financial liabilities

Basic financial liabilities, including creditors, are initially recognised at transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest. Financial liabilities classified as payable within one year are not amortised.

Debt instruments are subsequently carried at amortised cost, using the effective interest rate method.

Trade creditors are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Amounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Trade creditors are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest method.

1.8 Taxation

The company is exempt from corporation tax, it being a company not carrying on a business for the purposes of making a profit. However, the company was subject to corporation tax on non-members income and bank interest receivable during the year at the normal UK corporation tax rates.

1.9 Provisions

Provisions are recognised when the company has a legal or constructive present obligation as a result of a past event, it is probable that the company will be required to settle that obligation and a reliable estimate can be made of the amount of the obligation.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the reporting end date, taking into account the risks and uncertainties surrounding the obligation. Where the effect of the time value of money is material, the amount expected to be required to settle the obligation is recognised at present value. When a provision is measured at present value, the unwinding of the discount is recognised as a finance cost in surplus or deficit in the period in which it arises.

1.10 Employee benefits

The costs of short-term employee benefits are recognised as a liability and an expense, unless those costs are required to be recognised as part of the cost of stock or fixed assets.

The cost of any unused holiday entitlement is recognised in the period in which the employee's services are received.

Termination benefits are recognised immediately as an expense when the company is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

1.11 Retirement benefits

Payments to defined contribution retirement benefit schemes are charged as an expense as they fall due.

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

1 Accounting policies

(Continued)

1.12 Leases

Rentals payable under operating leases, including any lease incentives received, are charged to profit or loss on a straight line basis over the term of the relevant lease except where another more systematic basis is more representative of the time pattern in which economic benefits from the leases asset are consumed.

1.13 Foreign exchange

Transactions in currencies other than pounds sterling are recorded at the rates of exchange prevailing at the dates of the transactions. At each reporting end date, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing on the reporting end date. Gains and losses arising on translation in the period are included in income or expenditure.

2 Judgements and key sources of estimation uncertainty

In the application of the company's accounting policies, the directors are required to make judgements, estimates and assumptions about the carrying amount of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised where the revision affects only that period, or in the period of the revision and future periods where the revision affects both current and future periods.

There were no significant judgements and key sources of estimation uncertainty.

3 Turnover

An analysis of the company's turnover is as follows:

	2023	2022
	£	£
Subscriptions	604,606	575,845
Admission fees	3,651	2,500
Event/service turnover	945,402	859,808
	<u>1,553,659</u>	<u>1,438,153</u>
	2023	2022
	£	£
Other significant revenue		
Other income	<u>25,183</u>	<u>-</u>

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

4 Exceptional item

	2023	2022
	£	£
Expenditure		
Exceptional item	64,021	-
	<u>64,021</u>	<u>-</u>

The exceptional cost relates to one-off legal fees incurred during the year.

5 Auditor's remuneration

	2023	2022
	£	£
Fees payable to the company's auditor and associates:		
For audit services		
Audit of the financial statements of the company	11,000	9,000
	<u>11,000</u>	<u>9,000</u>
For other services		
Taxation compliance services	1,000	1,000
	<u>1,000</u>	<u>1,000</u>

6 Employees

The average monthly number of persons (including directors) employed by the company during the year was:

	2023	2022
	Number	Number
Total	31	27
	<u>31</u>	<u>27</u>

7 Interest receivable and similar income

	2023	2022
	£	£
Interest receivable and similar income includes the following:		
Interest receivable	1,300	138
	<u>1,300</u>	<u>138</u>

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

8 Tangible fixed assets

	Fixtures and fittings £	Office equipment £	Total £
Cost			
At 1 April 2022	34,323	102,283	136,606
Additions	-	1,643	1,643
At 31 March 2023	<u>34,323</u>	<u>103,926</u>	<u>138,249</u>
Depreciation and impairment			
At 1 April 2022	33,783	88,910	122,693
Depreciation charged in the year	275	5,789	6,064
At 31 March 2023	<u>34,058</u>	<u>94,699</u>	<u>128,757</u>
Carrying amount			
At 31 March 2023	<u>265</u>	<u>9,227</u>	<u>9,492</u>
At 31 March 2022	<u>540</u>	<u>13,373</u>	<u>13,913</u>

9 Debtors

	2023 £	2022 £
Amounts falling due within one year:		
Trade debtors	204,321	239,906
Other debtors	499,087	467,263
	<u>703,408</u>	<u>707,169</u>

10 Creditors: amounts falling due within one year

	2023 £	2022 £
Trade creditors	136,698	148,617
Taxation and social security	55,133	57,103
Deferred income	485,773	551,752
Other creditors	25,737	5,591
Accruals	29,187	67,737
	<u>732,528</u>	<u>830,800</u>

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

11 Provisions for liabilities

	2023 £	2022 £
Refund provision	186,096	193,610

Event commission income is determined in reference to the historic agreement with the event organiser. The above provision is in relation to the previous years where the event organiser informed BESA of the amount of its share of the income from the show. This commission income is based on the exhibition square meterage. The event organiser informed BESA in August 2018 that the amount they had told BESA to invoice them for over the past six years had been overstated. An agreement has been reached with the event organiser that BESA will make good the overpayment by reducing the future income received from the event organiser in relation to the event by 50% on future events.

12 Members' liability

The association is limited by guarantee, not having a share capital and consequently the liability of members is limited, subject to an undertaking by each member to contribute to the net assets or liabilities of the association on winding up such amounts as may be required not exceeding £10.

13 Operating lease commitments

Lessee

At the reporting end date the company had outstanding commitments for future minimum lease payments under non-cancellable operating leases, as follows:

	2023 £	2022 £
	252,462	143,304

14 Related party transactions

During the year, the company paid £1,836 (2022 - nil) to from Winfields Bookkeeping Limited (a company owned by a close family member of Simon Winfield) in relation to bookkeeping service.

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

MANAGEMENT INFORMATION

FOR THE YEAR ENDED 31 MARCH 2023

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

DETAILED INCOME AND EXPENDITURE ACCOUNT

FOR THE YEAR ENDED 31 MARCH 2023

	2023		2022	
	£	£	£	£
Income				
Subscriptions		604,606		575,846
Admission fees		3,651		2,500
Event/service turnover		945,402		859,807
		<hr/>		<hr/>
		1,553,659		1,438,153
Cost of sales				
<i>Purchases and other direct costs</i>				
Travelling expenses	68,538		17,807	
Professional subscriptions	20,549		16,097	
Public affairs support	24,995		9,500	
Printing and stationery	6,318		2,257	
Advertising	46,217		54,110	
Events and Exhibitions	235,717		289,142	
Website costs	5,930		6,908	
Telecommunications	2,254		1,971	
Research and development costs	96,210		84,260	
	<hr/>		<hr/>	
Total purchases and other direct costs	506,728		482,052	
	<hr/>		<hr/>	
Total cost of sales		(506,728)		(482,052)
		<hr/>		<hr/>
Gross surplus	67.38%	1,046,931	66.48%	956,101
Other operating income				
Sundry income		25,183		-

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

DETAILED INCOME AND EXPENDITURE ACCOUNT (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

	2023		2022	
	£	£	£	£
Administrative expenses				
Wages and salaries	641,943		528,125	
Social security costs	72,761		54,163	
Staff recruitment costs	35,675		20,847	
Staff training	5,690		1,673	
Pension costs defined contribution	40,836		33,636	
Other staff costs	5,644		2,339	
Rent re operating leases	122,857		122,280	
Rates	-		(10,037)	
Equipment repairs	385		5,534	
Computer running costs	9,749		9,592	
Legal and professional fees	18,395		29,714	
Consultancy fees	2,525		5,250	
Accountancy fees	1,836		-	
Audit fees	11,000		9,000	
Bank charges	2,360		1,260	
Bad and doubtful debts	-		4,790	
Insurances (not premises)	19,075		10,433	
Entertaining	2,426		4,007	
Sundry expenses	3,957		1,800	
Depreciation	6,064		4,702	
(Profit) or loss on foreign exchange	3,344		2,514	
Exceptional item	64,021		-	
		(1,070,543)		(841,622)
Operating surplus		1,571		114,479
Interest receivable and similar income				
Bank interest received	1,300		138	
		1,300		138
Surplus before taxation	0.18%	2,871	7.97%	114,617

BRITISH EDUCATIONAL SUPPLIERS ASSOCIATION

SCHEDULES TO THE INCOME AND EXPENDITURE ACCOUNT

FOR THE YEAR ENDED 31 MARCH 2023

	2023	2022
	£	£
Cost of sales		
<i>Purchases and other direct costs</i>		
Travelling expenses	68,538	17,807
Professional subscriptions	20,549	16,097
Public affairs support	24,995	9,500
Printing and stationery	6,318	2,257
Advertising	46,217	54,110
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	<hr/>	<hr/>
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	<hr/>	<hr/>
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	<hr/> <hr/>	<hr/> <hr/>
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Audit fees	11,000	9,000
Bank charges	2,360	1,260
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Exceptional item	64,021	-
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	1,070,543	841,622
	<hr/> <hr/>	<hr/> <hr/>

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