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FORM AR27

Trade Union and Labour Relations (Consolidation) Act 1992

ANNUAL RETURN FOR AN EMPLOYERS' ASSOCIATION

Name of Employers' Association:	ROAD HAULAGE ASSOCIATION
Year ended:	31 DECEMBER 2017
List No:	CO/1417E
Head or Main Office:	ROADWAY HOUSE BRETTON WAY BRETTON PETERBOROUGH PE3 8DD
Website address (if available)	www.rha.uk.net
Has the address changed during the year to which the return relates?	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> (Tick as appropriate)
General Secretary:	CR SECRETARIES LIMITED
Contact name for queries regarding the completion of this return:	JO LEWIS
Telephone Number:	07710 173030
e-mail:	j.lewis@rha.uk.net

PLEASE FOLLOW THE GUIDANCE NOTES IN THE COMPLETION OF THIS RETURN.
Any difficulties or problems in the completion of this return should be directed to the Certification Office as below or by telephone to: 020 7210 3734

The address to which returns and other documents should be sent are:

For Employers' Associations based in England and Wales:
Certification Office for Trade Unions and Employers' Associations
22nd Floor, Euston Tower, 286 Euston Road, London NW1 3JJ

For Employers' Associations based in Scotland:
Certification Office for Trade Unions and Employers' Associations
Melrose House, 69a George Street, Edinburgh EH2 2JG



RETURN OF MEMBERS

(see note 9)

NUMBER OF MEMBERS AT THE END OF THE YEAR				
Great Britain	Northern Ireland	Irish Republic	Elsewhere Abroad (including Channel Islands)	TOTALS
6937	173	7	6	7123

OFFICERS IN POST

(see note 10)

Please attach as an annexe to this form a complete list of all officers in post at the end of the year to which this form relates, with the title of each persons office.

CHANGE OF OFFICERS

Please complete the following to record any changes of officers during the twelve months covered by this return.

Title of Office	Name of Officer ceasing to hold office	Name of Officer Appointed	Date of Change
Director	Mr Peter Barber		Resigned 25 May 2017
Director	Mr Andrew Boyle		Resigned 25 May 2017
Director	Mr Andrew Jenkins		Resigned 6 November 2017
Director	Mr Iain Mitchell		Resigned 25 May 2017
Director		Mr Andrew Malcolm	Appointed 24 May 2017
Director		Mr David Ward	Appointed 21 June 2017
Director		Mr Robert Wilcox	Appointed 21 November 2017
Director		Mr Steven Zwinkels	Appointed 24 May 2017

REVENUE ACCOUNT/GENERAL FUND

(see notes 11 to 16)

Previous Year		£	£
	INCOME		
	From Members Subscriptions, levies, etc	3,935,204	
	Investment income Interest and dividends (gross) Bank interest (gross) Other (specify)	6,260	
	Other income Rents received Insurance commission Consultancy fees Publications/Seminars Miscellaneous receipts (specify)	18,000 7,065,649	
			11,025,113
	TOTAL INCOME		
	EXPENDITURE		
	Administrative expenses		
	Remuneration and expenses of staff	4,902,674	
	Occupancy costs	79,599	
	Printing, Stationery, Post	690,562	
	Telephones		
	Legal and Professional fees	236,934	
	Miscellaneous (specify)		
	Other charges		
	Bank charges	46,374	
	Depreciation	118,388	
	Amortisation	294,421	
	Sums written off	(2,119)	
	Affiliation fees		
	Donations	19,277	
	Conference and meeting fees		
	Expenses:		
	Motor & travel	779,778	
	Bank interest paid	12,374	
	Promotions & Public relations	298,345	
	Establishment costs	344,230	
	Miscellaneous	80,247	
	Direct cost of membership services	2,767,841	
	Taxation	87,552	
	TOTAL EXPENDITURE		10,756,477

	Surplus/Deficit for year	268,636
	Amount of fund at beginning of year	3,725,801
	Amount of fund at end of year	3,994,437

ACCOUNTS OTHER THAN THE REVENUE ACCOUNT/GENERAL FUND

(see notes 17 to 18)

ACCOUNT 2		Fund Account	
Name of account:		£	£
Income	From members Investment income Other income (specify)		
	Total Income		
Expenditure	Administrative expenses Other expenditure (specify)		
	Total Expenditure		
	Surplus (Deficit) for the year		
	Amount of fund at beginning of year		
	Amount of fund at the end of year (as Balance Sheet)		

ACCOUNT 3		Fund Account	
Name of account:		£	£
Income	From members Investment income Other income (specify)		
	Total Income		
Expenditure	Administrative expenses Other expenditure (specify)		
	Total Expenditure		
	Surplus (Deficit) for the year		
	Amount of fund at beginning of year		
	Amount of fund at the end of year (as Balance Sheet)		

ACCOUNTS OTHER THAN THE REVENUE ACCOUNT/GENERAL FUND

(see notes 17 to 18)

ACCOUNT 4		Fund Account	
Name of account:		£	£
Income	From members Investment income Other income (specify)		
	Total Income		
Expenditure	Administrative expenses Other expenditure (specify)		
	Total Expenditure		
	Surplus (Deficit) for the year		
	Amount of fund at beginning of year		
	Amount of fund at the end of year (as Balance Sheet)		

ACCOUNT 5		Fund Account	
Name of account:		£	£
Income	From members Investment income Other income (specify)		
	Total Income		
Expenditure	Administrative expenses Other expenditure (specify)		
	Total Expenditure		
	Surplus (Deficit) for the year		
	Amount of fund at beginning of year		
	Amount of fund at the end of year (as Balance Sheet)		

ACCOUNTS OTHER THAN THE REVENUE ACCOUNT/GENERAL FUND

(see notes 17 to 18)

ACCOUNT 6		Fund Account	
Name of account:		£	£
Income	From members Investment income Other income (specify)		
		Total Income	
Expenditure	Administrative expenses Other expenditure (specify)		
		Total Expenditure	
		Surplus (Deficit) for the year	
		Amount of fund at beginning of year	
		Amount of fund at the end of year (as Balance Sheet)	

ACCOUNT 7		Fund Account	
Name of account:		£	£
Income	From members Investment income Other income (specify)		
		Total Income	
Expenditure	Administrative expenses Other expenditure (specify)		
		Total Expenditure	
		Surplus (Deficit) for the year	
		Amount of fund at beginning of year	
		Amount of fund at the end of year (as Balance Sheet)	

FIXED ASSETS ACCOUNT

(see note 21)

	Land & Buildings	Fixtures & Fittings	Motor Vehicles & Equipment	Total
	£	£	£	£
COST OR VALUATION				
At start of period	1,573,196	198,970	378,057	2,150,223
Additions during period	0	78,027	52,128	130,155
Less: Disposals during period	0	0	13,580	13,580
Less: DEPRECIATION:	81,578	156,419	288,210	526,207
Total to end of period	34,003	25,685	41,406	101,094
BOOK AMOUNT at end of period	1,457,615	94,893	86,989	1,639,497
Freehold				
Leasehold (50 or more years unexpired)				39,343
Intangible Assets				437,711
AS BALANCE SHEET				2,116,551

ANALYSIS OF INVESTMENTS

(see note 22)

		Other Funds £
QUOTED	British Government & British Government Guaranteed Securities	
	British Municipal and County Securities	
	Other quoted securities (to be specified)	
	TOTAL QUOTED (as Balance Sheet)	
	*Market Value of Quoted Investments	
UNQUOTED	British Government Securities	
	British Municipal and County Securities	
	Mortgages	
	Other unquoted securities (to be specified)	
	Investment in The Commercial Vehicle Show LLP	100,001
	Investment property	204,000
	TOTAL QUOTED (as Balance Sheet)	
*Market Value of Unquoted Investments	304,001	

* Market value of investments to be stated where these are different from the figures quoted in the balance sheet

ANALYSIS OF INVESTMENT INCOME (CONTROLLING INTERESTS)

(see notes 23 to 25)

Does the association, or any constituent part of the association, have a controlling interest in any limited company?		YES ✓	NO
If YES name the relevant companies:			
COMPANY NAME THE COMMERCIAL VEHICLE SHOW LIMITED LIABILITY PARTNERSHIP RHA TRUSTEES LIMITED	COMPANY REGISTRATION NUMBER (if not registered in England & Wales, state where registered) OC346384 09131008		
INCORPORATED EMPLOYERS' ASSOCIATIONS			
Are the shares which are controlled by the association registered in the association's name		YES ✓	NO
If NO, please state the names of the persons in whom the shares controlled by the association are registered.			
COMPANY NAME	NAMES OF SHAREHOLDERS		
UNINCORPORATED EMPLOYERS ASSOCIATIONS			
Are the shares which are controlled by the association registered in the names of the association's trustees?		YES	NO
If NO, state the names of the persons in whom the shares controlled by the association are registered.			
COMPANY NAME	NAMES OF SHAREHOLDERS		

SUMMARY SHEET

(see notes 26 to 35)

	All funds except Political Funds £	Political Funds £	Total Funds £
INCOME			
From Members	3,935,204		3,935,204
From Investments	18,000		18,000
Other Income (including increases by revaluation of assets)	7,071,909		7,071,909
Total Income	11,025,113		11,025,113
EXPENDITURE (including decreases by revaluation of assets)	10,756,477		10,756,477
Total Expenditure			
Funds at beginning of year (including reserves)	3,725,801		3,725,801
Funds at end of year (including reserves)	3,994,437		3,994,437
ASSETS			
Fixed Assets			2,116,551
Investment Assets			304,001
Other Assets			5,502,784
		Total Assets	7,923,336
LIABILITIES		Total Liabilities	3,928,899
NET ASSETS (Total Assets less Total Liabilities)			3,994,437

NOTES TO THE ACCOUNTS

(see note 36)

All notes to the accounts must be entered on or attached to this part of the return.

AS ATTACHED

ACCOUNTING POLICIES


(see notes 37 and 38)

AS ATTACHED

SIGNATURES TO THE ANNUAL RETURN

(see notes 39 and 40)

including the accounts and balance sheet contained in the return.

Secretary's Signature: <u>Andrew</u> Name: <u>CR SECRETARIES LIMITED</u> Date: <u>30/05/18</u>	Chairman's Signature:  (or other official whose position should be stated) Name: <u>Andrew Howard</u> Date: <u>30/5/18</u>
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CHECK LIST

(see note 41)

(please tick as appropriate)

IS THE RETURN OF OFFICERS ATTACHED? (see Page 3)	YES	<input checked="" type="checkbox"/>	NO	
HAS THE RETURN OF CHANGE OF OFFICERS BEEN COMPLETED? (see Page 3)	YES	<input checked="" type="checkbox"/>	NO	
HAS THE RETURN BEEN SIGNED? (see Note 38)	YES	<input checked="" type="checkbox"/>	NO	
HAS THE AUDITOR'S REPORT BEEN COMPLETED (see Note 39)	YES	<input checked="" type="checkbox"/>	NO	
IS A RULE BOOK ENCLOSED? (see Note 40)	YES	<input checked="" type="checkbox"/>	NO	
HAS THE SUMMARY SHEET BEEN COMPLETED (see Notes 6 and 25 to 34)	YES	<input checked="" type="checkbox"/>	NO	

AUDITOR'S REPORT

(see notes 42 to 47)

made in accordance with section 36 of the Trade Union and Labour Relations (Consolidation) Act 1992.

1. In the opinion of the auditors or auditor do the accounts they have audited and which are contained in this return give a true and fair view of the matters to which they relate?
(See section 36(1) and (2) of the 1992 Act and notes 43 and 44)

YES/~~NO~~

If "No" please explain below.

2. Have the auditors or auditor carried out such investigations in the preparation of their audit report as will enable them to form an opinion as to:
- (a) whether the trade union has kept proper accounting records in accordance with section 28 of the 1992 Act;
 - (b) whether it has maintained a satisfactory system of control over its transactions in accordance with the requirements of that section; and
 - (c) whether the accounts to which the report relates agree with the accounting records?
- (See section 36(3) of the 1992 Act, set out in note 43)

YES/~~NO~~

If "No" please explain below.

3. Are the auditors or auditor of the opinion that the union has complied with section 28 of the 1992 Act and has:
- (a) kept proper accounting records with respect to its transactions and its assets and liabilities; and
 - (b) established and maintained a satisfactory system of control of its accounting records, its cash holding and all its receipts and remittances.
- (See section 36(4) of the 1992 Act set out in note 43)

YES/~~NO~~

If "No" please explain below.

4. Please set out a copy of the report made by the auditors or auditor to the union on the accounts to which this AR27 relates. The report is to set out the basis upon which the audit has been conducted and/or such other statement as the auditor considers appropriate. Such a statement may be provided as a separate document.
(See note 45)

AUDITOR'S REPORT (continued)

In our opinion, the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2017 and of its profit for the year ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
- have been prepared in accordance with the requirements of the Companies Act 2006, and
- have been prepared in accordance with the requirements of section 36 of the Trade Union and Labour Relations (Consolidation) Act 1992.

Signature(s) of auditor or auditors:	<div style="border: 1px solid black; padding: 5px; font-family: cursive;">Grant Thornton UK LLP</div>	
Name(s):	<div style="border: 1px solid black; padding: 5px;">GRANTTHORNTON UK LLP</div>	
Profession(s) or Calling(s):	<div style="border: 1px solid black; padding: 5px;">CHARTERED ACCOUNTANTS</div>	
Address(es):	<div style="border: 1px solid black; padding: 5px;">101 CAMBRIDGE SCIENCE PARK MILTON ROAD CAMBRIDGE CB4 0FY</div>	
Date:	<div style="border: 1px solid black; padding: 5px;">6 JULY 2018</div>	
Contact name and telephone number:	<div style="border: 1px solid black; padding: 5px;">DAVID NEWSTEAD</div>	

N.B. When notes to the accounts are referred to in the auditor's report a copy of those notes must accompany

Registered number: 00391886

ROAD HAULAGE ASSOCIATION LIMITED
(A company limited by guarantee)

ANNUAL REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2017



ROAD HAULAGE ASSOCIATION LIMITED
(A company limited by guarantee)

STRATEGIC REPORT
FOR THE YEAR ENDED 31ST DECEMBER 2017

Introduction

The directors of the Road Haulage Association Limited (RHA) have pleasure in submitting their report and accounts for the year ended 31 December 2017. The members of the Board of Directors are appointed or elected in accordance with the Articles of Association and retire biennially. The company is limited by guarantee and does not have share capital.

Business review

The RHA's vision is to be the trade association of choice for the road haulage industry, being the only UK trade association dedicated solely to the needs of UK road transport operators.

The RHA has "done the right thing" for the industry with regards to the European Truck Manufacturers Cartel, by leading a group claim for compensation on behalf of operators (members and non-members alike) to the Competition Appeal Tribunal in London.

That being said, the primary objective of the RHA is to support its members and deliver value for money.

The RHA provides a valuable service to its members: with advice, information and guidance, up-to-the-minute research, area manager support and it offers a comprehensive range of products and services to meet the needs of its members in the areas of compliance and improved business performance.

Complimenting the direct support that the RHA provides its members, the RHA also provides intelligence and communication, which aid both the Government and public's understanding of the road haulage industry through extensive media and press coverage. Thanks to an ever-increasing media profile the RHA achieved a reach of 397 million in 2017 – in terms of the number of people consuming media content about us on all platforms.

To support the on-going strategy of growth, the RHA aims to increase membership numbers whilst developing and growing commercial services.

The RHA must align to market changes, so it can effectively work with the industry, its members and to engage even better with Government. With Brexit negotiations ongoing, there will be an increased speed at which the UK Government will drive change. The RHA needs to be adept at what these changes will mean for the road transport industry as well as keeping aligned to technological changes. To achieve this, the RHA needs to reinvest in the structure for the future and growth in commercial services plays a vital part.

The total membership of the association on 31 December 2017 was 7,123 (2016: 6,941) giving a net increase of 2.6% versus prior year and represents over 250,000 vehicles.

The directors are pleased to report a surplus for the year of £351,636 (2016: £799,896). The company has made full provision for the deficit on the actuarial valuation of the Defined Benefits Pension Scheme of £370,000 which is included within the company's reserves amounting to £3,994,437 (2016: £3,725,801).

Principal risks and uncertainties

The directors remain vigilant to the risks prevalent in a commercial environment and continue to take steps to minimise or mitigate these risks. They consider the primary business risks affecting the company to be the competitive marketplace, changes in legislation and a possible downturn in the economy.

Member growth and retention is highly dependent on the perceived value for money RHA membership delivers.

Continued investment in optimising the business structure and processes, coupled with the development of services, are deemed essential strategies in protecting the business from these risks.

ROAD HAULAGE ASSOCIATION LIMITED
(A company limited by guarantee)

DIRECTORS' REPORT
FOR THE YEAR ENDED 31ST DECEMBER 2017

The directors present their report and the financial statements for the year ended 31 December 2017.

Directors

The directors who served during the year were:

Mr Peter Walter Barber (resigned 25 May 2017)
Mr James Anthony French
Mr Andrew Percival Howard
Mr Andrew Patrick Keith Boyle (resigned 25 May 2017)
Mr Andrew William Robert Jenkins (resigned 6 November 2017)
Mr James Richard Dodd
Mr David Craig Bratt
Mrs Carol Lesley O'Brien
Mr Andrew MacRae
Mr William Cyril Hockin
Mr Ashley Benjamin Barry McCulla
Mr John Iain Mitchell (resigned 25 May 2017)
Mr Timothy John Slater
Mr David James McCutcheon
Mr Andrew Buchanan Malcolm (appointed 24 May 2017)
Mr David Ward (appointed 21 June 2017)
Mr Robert Henry Wilcox (appointed 21 November 2017)
Mr Steven Zwinkels (appointed 24 May 2017)

Directors' responsibilities statement

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law), including FRS 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'. 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 and profit or loss of the company of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and 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 to 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.

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

ROAD HAULAGE ASSOCIATION LIMITED
(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31ST DECEMBER 2017

28. Pension commitments (continued)

Defined Contributions Scheme

As from 1 October 1999, the Company introduced a new Defined Contributions Pension Scheme' in respect of new entrants. The pension charge for the year was Nil (2016: Nil). The pension scheme closed as from 31 January 2006 and where appropriate, the accrued benefit transferred to the GPP Pension scheme.

Group Personal Pension Plan

As from 1 February 2006 the Company introduced a new 'Group Personal Pension Plan in respect of new entrants and those already in the Defined Contributions Pension Scheme. The contribution rates in respect of the 'Group Personal Pension Plan' are set out as follows:

Employer's contributions - matched contributions from 1% to 5%

Employee's contributions - 0.8% minimum up to HM Revenue and Customs limit

All contributions are invested with Aviva. The pension charge for the year was £103,764 (2016: £94,653).

29. Commitments under operating leases

At 31st December 2017 the company had future minimum lease payments under non-cancellable operating leases as follows:

	2017 £	2016 £
Later than 1 year and not later than 5 years	629,821	313,947
Later than 5 years	66,757	100,246
	<u>696,578</u>	<u>414,193</u>

30. Special Interest Groups

The results of the related activities undertaken by the Special Interest Groups are not considered part of the Company's activities and accordingly are not included in the Company's Statement of Comprehensive Income. The Company holds funds on behalf of these Groups which at 31 December 2017 amounted to £314,106 (2016: £310,911).

31. Related party transactions

The Company's related parties comprise its Board of Directors and its key management. There were no related party transactions with Directors of key management to disclose.

Key management personnel compensation for the financial year totalled £1,319,411 (2016: £1,070,511).

ROAD HAULAGE ASSOCIATION LIMITED
(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31ST DECEMBER 2017

28. Pension commitments (continued)

Composition of plan assets:

	2017 £	2016 £
Present value of Scheme assets at the beginning of period	17,595,000	15,182,000
Interest on Scheme assets	468,000	569,000
Actuarial gains/(losses)	357,000	2,244,000
Benefits paid	(832,000)	(682,000)
Contributions paid by the Association	274,000	275,000
Employee contributions	7,000	7,000
Total plan assets	17,869,000	17,595,000

	2017 £	2016 £
Present value of plan liabilities	370,000	505,000
Net pension scheme liability	370,000	505,000

The amounts recognised in profit or loss are as follows:

	2017 £	2016 £
Current service cost	(25,000)	(25,000)
Interest on obligation	(10,000)	(16,000)
Total	35,000	41,000
Interest on pension scheme liabilities	16,000	16,000
	(16,000)	(16,000)

ROAD HAULAGE ASSOCIATION LIMITED
(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31ST DECEMBER 2017

24. Deferred taxation (continued)

The deferred tax asset is made up as follows:

	2017 £	2016 £
Pension deficit	<u>63,000</u>	<u>101,000</u>

25. Reserves

Deemed cost

The directors have elected to value freehold properties at fair value on the date of transition to FRS 102 and to use that fair value as the deemed cost at that date. As a result, a deemed cost reserve was created.

The investment property is carried at fair value in accordance with accounting standards with the directors valuing the property annually.

Profit and loss account

Included all current and prior period retained profits and losses.

26. Contingent liabilities

There is a contingent liability attaching to any IRU carnet issued within the previous 27 months but not yet returned and subsequently proved to be used fraudulently. The directors are not aware of any such claims.

27. Capital commitments

At 31st December 2017 the company had capital commitments as follows:

	2017 £	2016 £
Contracted for but not provided in these financial statements	<u>288,411</u>	<u>80,751</u>

ROAD HAULAGE ASSOCIATION LIMITED
(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31ST DECEMBER 2017

19. Cash and cash equivalents

	2017 £	2016 £
Cash at bank and in hand	<u>2,698,960</u>	<u>1,781,428</u>

20. Creditors: Amounts falling due within one year

	2017 £	2016 £
Bank loans	199,304	23,816
Trade creditors	1,446,606	338,808
Corporation tax	46,343	70,843
Other taxation and social security	171,945	249,800
Other creditors	486,587	1,002,280
Accruals and deferred income	1,208,114	261,305
	<u>3,558,899</u>	<u>1,946,852</u>

The bank loan outstanding at 31 December 2017 was repaid in full to National Westminster Bank Plc on 1 February 2018.

21. Creditors: Amounts falling due after more than one year

	2017 £	2016 £
Bank loans	<u>-</u>	<u>199,508</u>

Secured loans

The bank loan is secured against one of the Company's freehold properties.

ROAD HAULAGE ASSOCIATION LIMITED
(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31ST DECEMBER 2017

15. Fixed asset investments

	Total £
Cost or valuation	
At 1 January 2017	100,001
At 31st December 2017	<u>100,001</u>
Net book value	
At 31st December 2017	<u>100,001</u>
<i>At 31st December 2016</i>	<u>100,001</u>

The Road Haulage Association Limited, the Society of Motor Manufacturers and Traders Limited and SOE Services Limited, jointly and equally controlled The Commercial Vehicle Show LLP. The LLP undertakes arrangements for, and the staging of, the Commercial Vehicle Shows.

The profit/loss of The Commercial Vehicle Show LLP is shared equally between the three partners. In the year ended 31 December 2017, the the Road Haulage Association Limited's share of profit was £389,462 (2016: £353,114) being one third of the LLP's profit of £1,168,388 (2016: £1,057,092) for the year ended 30 June 2017. The audited accounts of The Commercial Vehicle Show LLP for the year ended 30 June 2017 do not disclose any contingent liabilities or capital commitments.

The Road Haulage Association Limited's investment of £100,000 (2016: £100,000) represents one third of £300,000 share of The Commercial Vehicle Show LLP.

The company acquired 100% of the issued share capital of European Tow Show Limited, a company incorporated in England and Wales, in 2008. The company ceased to trade from November 2008 and, in the opinion of the directors, the investment is correctly included in the financial statements at £Nil (2016: £Nil).

RHA Trustees Limited was incorporated in July 2014 when 1 Ordinary Share of £1 was allotted and issued to Road Haulage Association Limited. This company is a wholly owned subsidiary of Road Haulage Association Limited and has been dormant since incorporation. RHA Retirement Benefits Plan Trustees Limited acts as Corporate Trustee for the RHA Retirement Benefits Plan Pension Scheme.

ROAD HAULAGE ASSOCIATION LIMITED
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NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31ST DECEMBER 2017

12. Taxation (continued)

Deferred tax has not been provided, except in connection with the defined benefit pension scheme deficit, as it is otherwise considered to be immaterial.

13. Intangible assets

	Development Costs £
Cost	
At 1 January 2017	459,035
Additions - internal	292,093
At 31st December 2017	<u>751,128</u>
Amortisation	
At 1 January 2017	18,996
Charge for the year	294,421
At 31st December 2017	<u>313,417</u>
Net book value	
At 31st December 2017	<u>437,711</u>
<i>At 31st December 2016</i>	<u>440,039</u>

The intangible assets recognised on the Company's Statement of financial position represent development costs in progress for a CRM system and new website to enable the Company to provide a more efficient, tailored and valued added service to its members.

ROAD HAULAGE ASSOCIATION LIMITED
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NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31ST DECEMBER 2017

8. Employees

	2017 £	2016 £
Wages and salaries	4,305,194	3,500,953
Social security costs	463,415	392,918
Cost of defined benefit scheme	29,000	25,000
Cost of defined contribution scheme	105,065	215,306
	<u>4,902,674</u>	<u>4,134,177</u>

The average monthly number of employees, including the directors, during the year was as follows:

	2017 No.	2016 No.
Employees	<u>117</u>	<u>104</u>

9. Interest receivable

	2017 £	2016 £
Other interest receivable	<u>6,260</u>	<u>3,912</u>

10. Interest payable and similar charges

	2017 £	2016 £
Bank interest payable	<u>12,425</u>	<u>12,757</u>

11. Other finance costs

	2017 £	2016 £
Net interest on net defined benefit liability	<u>(10,000)</u>	<u>(16,000)</u>

ROAD HAULAGE ASSOCIATION LIMITED
(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31ST DECEMBER 2017

2. Accounting policies (continued)

2.14 Foreign currency translation

Functional and presentation currency

The company's functional and presentational currency is GBP.

Transactions and balances

Foreign currency transactions are translated into the functional currency using the spot exchange rates at the dates of the transactions.

At each period end foreign currency monetary items are translated using the closing rate. Non-monetary items measured at historical cost are translated using the exchange rate at the date of the transaction and non-monetary items measured at fair value are measured using the exchange rate when fair value was determined.

Foreign exchange gains and losses resulting from the settlement of transactions and from the translation at period-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the Statement of comprehensive income except when deferred in other comprehensive income as qualifying cash flow hedges.

Foreign exchange gains and losses that relate to borrowings and cash and cash equivalents are presented in the Statement of comprehensive income within 'finance income or costs'. All other foreign exchange gains and losses are presented in the Statement of comprehensive income within 'other operating income'.

2.15 Finance costs

Finance costs are charged to the Statement of Comprehensive Income over the term of the debt using the effective interest method so that the amount charged is at a constant rate on the carrying amount. Issue costs are initially recognised as a reduction in the proceeds of the associated capital instrument.

2.16 Operating leases: the company as lessee

Rentals paid under operating leases are charged to the Statement of comprehensive income on a straight line basis over the lease term.

Benefits received and receivable as an incentive to sign an operating lease are recognised on a straight line basis over the lease term, unless another systematic basis is representative of the time pattern of the lessee's benefit from the use of the leased asset.

The company has taken advantage of the optional exemption available on transition to FRS 102 which allows lease incentives on leases entered into before the date of transition to the standard 1 January 2015 to continue to be charged over the period to the first market rent review rather than the term of the lease.

ROAD HAULAGE ASSOCIATION LIMITED
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NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31ST DECEMBER 2017

2. Accounting policies (continued)

2.22 Current and deferred taxation

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

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 operates and generates income.

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the Statement of financial position date, except that:

- The recognition of deferred tax assets is limited to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits; and
- Any deferred tax balances are reversed if and when all conditions for retaining associated tax allowances have been met.

Deferred tax balances are not recognised in respect of permanent differences except in respect of business combinations, when deferred tax is recognised on the differences between the fair values of assets acquired and the future tax deductions available for them and the differences between the fair values of liabilities acquired and the amount that will be assessed for tax. Deferred tax is determined using tax rates and laws that have been enacted or substantively enacted by the reporting date.

2.23 Exceptional items

Exceptional items are transactions that fall within the ordinary activities of the company but are presented separately due to their size or incidence.

2.24 Research and development

In the research phase of an internal project it is not possible to demonstrate that the project will generate future economic benefits and hence all expenditure on research shall be recognised as an expense when it is incurred. Intangible assets are recognised from the development phase of a project if and only if certain specific criteria are met in order to demonstrate the asset will generate probable future economic benefits and that its cost can be reliably measured. The capitalised development costs are subsequently amortised on a straight line basis over their useful economic lives, which range from 3 to 6 years.

If it is not possible to distinguish between the research phase and the development phase of an internal project, the expenditure is treated as if it were all incurred in the research phase only.

ROAD HAULAGE ASSOCIATION LIMITED
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**STATEMENT OF COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 DECEMBER 2017**

	Note	2017 £	2016 £
Turnover	4	10,295,962	9,978,094
Direct cost of membership services		(2,767,841)	(2,606,344)
Gross profit		<u>7,528,121</u>	<u>7,371,750</u>
Administrative expenses		(7,795,659)	(6,483,184)
Other operating income	5	708,891	18,000
Fair value movements	16	14,000	-
Operating profit	6	<u>455,353</u>	<u>906,566</u>
Interest receivable and similar income	9	6,260	3,912
Interest payable and expenses	10	(12,425)	(12,757)
Other finance costs	11	(10,000)	(16,000)
Profit before tax		<u>439,188</u>	<u>881,721</u>
Tax on profit	12	(87,552)	(81,825)
Profit for the financial year		<u>351,636</u>	<u>799,896</u>
Other comprehensive income for the year			
Actuarial losses on defined benefit pension scheme		(100,000)	(200,000)
Movement of deferred tax relating to pension surplus		17,000	40,000
Other comprehensive income for the year		<u>(83,000)</u>	<u>(160,000)</u>
Total comprehensive income for the year		<u>268,636</u>	<u>639,896</u>

There were no recognised gains and losses for 2017 or 2016 other than those included in the statement of comprehensive income.

The notes on pages 12 to 34 form part of these financial statements.

ROAD HAULAGE ASSOCIATION LIMITED
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**STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 DECEMBER 2017**

	Deemed cost reserve	Profit and loss account	Total equity
	£	£	£
At 1st January 2017	55,656	3,670,145	3,725,801
Comprehensive income for the year			
Profit for the year	-	351,636	351,636
Actuarial losses on pension scheme	-	(83,000)	(83,000)
Other comprehensive income for the year	-	(83,000)	(83,000)
Total comprehensive income for the year	-	268,636	268,636
At 31st December 2017	55,656	3,938,781	3,994,437

**STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 DECEMBER 2016**

	Deemed cost reserve	Profit and loss account	Total equity
	£	£	£
At 1st January 2016	55,656	3,030,249	3,085,905
Comprehensive income for the year			
Profit for the year	-	799,896	799,896
Actuarial losses on pension scheme	-	(160,000)	(160,000)
Other comprehensive income for the year	-	(160,000)	(160,000)
Total comprehensive income for the year	-	639,896	639,896
At 31st December 2015	55,656	3,670,145	3,725,801

The notes on pages 12 to 34 form part of these financial statements.

ROAD HAULAGE ASSOCIATION LIMITED
(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31ST DECEMBER 2017

1. General information

Road Haulage Association Limited is a limited company incorporated in England and Wales. Its registered head office is located at Roadway House, Bretton way, Bretton, Peterborough, PE3 8DD .

2. Accounting policies

2.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention as modified by the revaluation of investment properties and in accordance with Financial Reporting Standard 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 management to exercise judgement in applying the Company's accounting policies (see note 3).

The following principal accounting policies have been applied:

2.2 Joint ventures

Joint Ventures are held at cost less impairment.

2.3 Going concern

After reviewing the Company's forecasts and projections, the directors have an expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. The Company therefore continues to adopt the going concern basis in preparing its financial statements.

2.4 Revenue

Revenue is recognised by the Company in respect of services and goods supplied during the year, exclusive of value added tax. Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. Revenue is measured as the fair value of the consideration received or receivable, excluding discounts, rebates, value added tax and other sales taxes.

2.5 Intangible assets

Intangible assets are initially recognised at cost. After recognition, under the cost model, intangible assets are measured at cost less any accumulated amortisation and any accumulated impairment losses.

All intangible assets are considered to have a finite useful life. If a reliable estimate of the useful life cannot be made, the useful life shall not exceed ten years.

Amortisation is provided on the following bases:

Development expenditure	-	% Straight line between 3 and 5 years
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ROAD HAULAGE ASSOCIATION LIMITED
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NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31ST DECEMBER 2017

2. Accounting policies (continued)

2.9 Stocks

Stocks are stated at the lower of cost and net realisable value, being the estimated selling price less costs to complete and sell. Cost is based on the cost of purchase on a first in, first out basis.

At each Statement of financial position date, stocks are assessed for impairment. If stock 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.

Financial assets and liabilities are offset and the net amount reported in the statement of financial position when there is an enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise and settle the liability simultaneously.

2.10 Debtors

Short term debtors are measured at transaction price, less any impairment.

2.11 Cash and cash equivalents

Cash is represented by cash in hand and deposits with financial institutions repayable without penalty on notice of not more than 24 hours. Cash equivalents are highly liquid investments that mature in no more than three months from the date of acquisition and that are readily convertible to known amounts of cash with insignificant risk of change in value.

In the Statement of cash flows, cash and cash equivalents are shown net of bank overdrafts that are repayable on demand and form an integral part of the company's cash management.

ROAD HAULAGE ASSOCIATION LIMITED
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INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF ROAD HAULAGE ASSOCIATION LIMITED

Opinion

We have audited the financial statements of Road Haulage Association Limited for the year ended 31st December 2017, which comprise the Statement of comprehensive income, the Statement of financial position, the Statement of changes in equity, the Statement of cash flows and the related notes, 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).

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31st December 2017 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

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 Auditors' 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 United Kingdom, including the Financial Reporting Council'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.

Who we are reporting to

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.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

ROAD HAULAGE ASSOCIATION LIMITED
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INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF ROAD HAULAGE ASSOCIATION LIMITED
(CONTINUED)

Other information

The directors are responsible for the other information. The other information comprises the information included in the Annual 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.

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 such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in 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 in this regard.

Opinion on other matters prescribed by the Companies Act 2006

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

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

Matters on which we are required to report by the Companies Act 2006

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 Strategic report or the Directors' report.

Matters on which we are required to report by exception

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.