



Chief Executive's Report

Group Activity

The group continues to develop its core activities in the Fiduciary and Fund Administration Services, with trading ahead of the same period last year

The group has installed a new version of its systems during the last 12 months, with Jersey migrating across from their legacy system during the period. This has absorbed internal resource that we expect to see work its way out over the remainder of the year

Investments and projects

During the prior year, the group acquired 100% of the equity in Ampersand which has offices in Geneva and Mauritius. We are beginning to see this revenue stream come on line

The acquisition of the Guernsey based Confiance business during 2016 has resulted in a significant remediation exercise for the Group, utilising considerable resource that will be released back as the process comes to an end

We continue to see a flow of potential acquisition opportunities. Following the end of the period, we completed on two deals that are expected to deliver IRO £1.5m of annual revenues

Group Strategy

We focus on service delivery excellence to our clients via a 'compliance first' approach

We continue to grow via a combination of organic growth and value-accretive acquisitions that help to diversify our jurisdictional reach and service offerings

Jurisdictions

Guernsey
Jersey
Malta
Luxembourg
Geneva
South Africa
New Zealand
Mauritius
United Kingdom

Service Provision

Our expertise is precisely focussed on creating, preserving and growing wealth

Fiduciary private client services and trust administration
Fund administration
Pension services
Family office services
Corporate services
Treasury and foreign exchange
Asset financing
Real estate services

Shareholder update

Following the end of the period, the Group issued 80,000 shares to the Financial Services Opportunities Investment Fund Limited, a Guernsey listed entity managed by Ravenscroft Limited

The £6.5m raised will be used to fund acquisitions in line with the strategic approach



Financial Review

Highlights	H1 2017	H1 2016
Revenues		
Trust	11,557,273	8,594,523
Funds	3,857,813	2,853,862
Pensions	970,708	282,026
Other including treasury and asset financing	619,722	499,005
Consolidation adjustments	(324,604)	(296,042)
Total	16,680,912	11,933,374
Growth rate	40%	
Gross Profit	8,411,951	5,869,731
Growth rate	43%	
Gross Profit Margins		
from continuing operations ¹	54%	48%
total	50%	51%
EBITDA	3,671,155	2,407,904
Growth rate	52%	
EBITDA margins		
from continuing operations ¹	25%	19%
total	22%	20%
Adjusted EBITDA	4,500,203	3,229,928
Net Profit attributable to group shareholders	2,515,087	2,052,860
Earnings per share	3.82	3.24

¹operations owned at the start of the prior year

The Group has seen a 40% revenue growth drive EBITDA to £3.7m for the six months, representing an improvement of 52% against the same period last year

As previous acquisitions and newly established operations move beyond the first year's trading, we see an uplift in EBITDA delivery, resulting in an improvement of continuing operations EBITDA margins from 19% to 25% year-on-year

Financial Statements

Income Statement	H1 2017	H1 2016
Turnover	16,680,912	11,933,374
Direct costs	(8,268,961)	(6,063,643)
Gross profit	8,411,951	5,869,731
Administrative salaries	(1,069,346)	(840,363)
Office expenses	(1,182,989)	(755,432)
Technical and training	(86,594)	(89,266)
Marketing	(374,241)	(384,352)
Computer expenses	(823,115)	(398,948)
Insurance	(45,523)	(7,911)
Travel and entertaining	(195,694)	(48,396)
Accommodation costs	(837,130)	(586,530)
Amortisation of goodwill	(484,230)	(257,146)
Finance and bad debts	(375,212)	(187,015)
Other operating income	91,398	55,574
Operating profit	3,029,275	2,369,946
Interest receivable and similar income	6,242	6,539
Interest payable and similar charges	(57,695)	(19,857)
Profit on ordinary activities before tax	2,977,822	2,356,628
Tax on profit on ordinary activities	(323,050)	(5,103)
Profit for the period	2,654,772	2,351,525
Other comprehensive income	64,185	(1,500)
Total comprehensive income for the period	2,718,957	2,350,025
 Total comprehensive income for the financial year attributable to:		
Owners of the parent	2,515,087	2,052,860
Non-controlling interests	203,870	297,165

Financial Statements

Position Statement	H1 2017	H1 2016
Fixed assets		
Intangible assets	17,658,726	16,329,098
Tangible assets	3,065,540	1,837,339
Investments	881,076	278,152
	21,605,342	18,444,589
Current assets		
Accrued income	1,698,650	1,185,945
Debtors and prepayments	9,229,265	7,197,452
Loan to Praxis EBT	242,041	79,696
Cash at bank	3,357,284	4,292,194
	14,527,240	12,755,287
Creditors: amounts falling due within one year	(8,574,785)	(10,906,342)
Net current assets	5,952,455	1,848,945
Total assets less current liabilities	27,557,797	20,293,534
Creditors: amounts falling due after more than one year	(6,056,059)	(2,451,633)
Net assets	21,501,738	17,841,901
Capital and reserves		
Called up share capital	658,106	634,554
Share premium	14,524,096	13,195,239
Capital reserve	898,819	(315,192)
Profit and loss account	3,709,219	2,821,608
Equity attributable to owners of the parent company	19,790,240	16,336,209
Non-controlling interests	1,711,498	1,505,692
	21,501,738	17,841,901
