



Oxford Cambridge and RSA

Thursday 22 May 2025 – Afternoon

AS Level Business

H031/02 The wider business environment

Resource Booklet

Time allowed: 1 hour 30 minutes



INSTRUCTIONS

- Use this Resource Booklet to answer the questions in **Section B**.
- You can write on this Resource Booklet but it will **not** be sent for marking.

INFORMATION

- The business described in this Resource Booklet is a **real** business.
- This document has **4** pages.

Pickfords

Extract A About Pickfords

Pickfords is a furniture removal services provider based in the UK, part of Pickfords Move Management Ltd.

The business is believed to have been founded in the 17th century. Pickfords is now the UK's largest removals provider with branches throughout the UK and Ireland.

The company provides a complete portfolio of services to consumers and businesses including home removals and business relocation within the UK, Europe and worldwide.

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Source: Adapted from <https://en.wikipedia.org/wiki/Pickfords> (Accessed 22/11/23)

Extract B Pickfords commits to the recruitment of ex-armed forces personnel

Adapted from www.pickfords.co.uk/news/pickfords-commits-to-championing-the-recruitment-of-armed-forces-personnel. Item removed due to third party copyright restrictions.

Extract C Transferable skills of ex-members of the armed forces

Ex-members of the armed forces possess an abundance of transferable skills that make them stand out in the job market. Many of the skills they have developed appeal to employers who are looking for applicants with a strong work ethic.

Ex-members of the armed forces are widely known for their self-discipline and resilience, making them reliable employees who are dedicated, organised and punctual in a corporate setting. They have strong communication and interpersonal skills, gained through past experience of taking and giving orders. Ability to work well in a highly pressured team environment is another plus which can be attractive to many employers.

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Source: Adapted from <https://www.academy1m.co.uk/blog/transferable-skills-for-ex-military-professionals/> (Accessed 21/12/23)

Extract D**Extract from Pickfords' financial documents**

Income statement for the year ended 30 September 2022			25
	2022 £	2021 £	
Revenue	60 318 907	58 102 912	30
Cost of sales	45 571 055	43 471 527	
Gross profit	14 747 852	14 631 385	
Other operating income	0	130 134	
Expenses	11 699 494	10 254 454	
Operating profit	3 048 358	4 507 065	
Taxation	622 862	863 333	
Profit for the year	2 425 496	3 643 732	

Statement of financial position as at 30 September 2022			35
	2022 £	2021 £	
Non-current assets	5 887 347	4 344 487	40
Current assets	22 064 041	21 140 464	
Current liabilities	18 584 858	17 057 762	
Net current assets	3 479 183	4 082 702	
Non-current liabilities	1 066 603	452 758	
Net assets	8 299 927	7 974 431	45
Capital and reserves attributable to equity holders	8 299 927	7 974 431	
TOTAL EQUITY	8 299 927	7 974 431	

Source: Adapted from <https://find-and-update.company-information.service.gov.uk/company/08044368/filing-history> (Accessed 22/11/23)

Extract E**Market research into the demand for removal services in the UK**

Adapted from www.ibisworld.com/united-kingdom/market-research-reports/removal-services-industry/ IndustryStatisticsAndTrends. Item removed due to third party copyright restrictions.

NB: All data was correct at the time of writing.

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