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# Reports & Financial Statements

For the year ended 31 December 1998

International Herald Tribune Limited



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#### **COMPANY INFORMATION**

DIRECTORS:

RJ Bondy

D Taylor

R Wooldridge

SECRETARY:

RJ Bondy

REGISTERED OFFICE:

40 March Wall

Isle of Dogs LONDON E14 9TP

REGISTERED NUMBER:

1106659 England

**AUDITORS:** 

Mazars Neville Russell

24 Bevis Marks

LONDON EC3A 7NR

#### **DIRECTORS' REPORT**

The directors present their report and the audited financial statements of the company and the group for the year ended 31 December 1998.

#### PRINCIPAL ACTIVITY AND BUSINESS REVIEW

The principal activity of the company and the group is to act as an advertising sales agency and a distributor of newspapers and magazines in the United Kingdom, including the daily newspapers published by its parent undertaking International Herald Tribune SA. On 30 November 1998 all the business activities including assets and liabilities of the subsidiary were disposed. Both the level of business and the year end position remain satisfactory. The directors expect that the present level of activity of the company will be sustained for the foreseeable future. The group profit for the year amounted to £1,586,756 (1997: £226,932) which is taken to profit and loss account. No dividend is recommended.

#### FIXED ASSETS

Information relating to fixed assets is set out in note 9 to the financial statements.

#### DIRECTORS AND THEIR INTERESTS

The directors of the company at the date of this report are shown on page 1. According to the register of directors' interests, none of the directors had any beneficial interest in the share capital of the company or of any UK group company at the end of the year.

#### YEAR 2000 COMPLIANCE

The company has assessed the impact of the inability of some computers and digital storage systems to recognise the year 2000. The intention is that by the end of 1999, all hardware and software utilised by the company will be year 2000 compliant. The costs of ensuring year 2000 compliance are unlikely to result in material additional expense to the company. The company is ascertaining from its service suppliers their year 2000 status.

#### **AUDITORS**

On 1 September 1998, the auditors, Mazars & Guérard, changed their name to Mazars Neville Russell. Mazars Neville Russell have indicated their willingness to continue in office and a resolution to re-appoint them as auditors will be proposed at the forthcoming annual general meeting.

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

Company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing those financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

#### **DIRECTORS' REPORT (continued)**

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES (continued)

The directors are responsible for keeping proper accounting records which 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 1985. 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.

By order of the Board

RJ Bondy

Company Secretary

1 4 OCT 1999

#### AUDITORS' REPORT TO THE SHAREHOLDERS OF

#### INTERNATIONAL HERALD TRIBUNE LIMITED

We have audited the financial statements on pages 5 to 19 which have been prepared under the accounting policies set out on pages 9 and 10.

#### RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

As described on pages 2 and 3 the company's directors are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.

#### BASIS OF OPINION

We conducted our audit in accordance with Auditing Standards. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the group's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

#### **OPINION**

In our opinion the financial statements give a true and fair view of the state of affairs of the company and of the group as at 31 December 1998 and of the profit of the group for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

CHARTERED ACCOUNTANTS and Registered Auditors

London

2 1 OCT 1999

Muzous Neville Russell

#### CONSOLIDATED PROFIT AND LOSS ACCOUNT For the year ended 31 December 1998

	Notes	1998 £	1997 £
TURNOVER			
Continuing operations		-	-
Discontinued operations	2(a)	6,908,145	7,399,755
COST OF SALES	2(b)	(6,264,624)	(6,513,924)
GROSS PROFIT		643,521	885,831
Net operating expenses	2(c)	(739,781)	(592,936)
OPERATING PROFIT/(LOSS)			
Continuing operations		(65,791)	194,482
Discontinued operations		(30,469)	98,413
OPERATING PROFIT/(LOSS)		(96,260)	292,895
Profit on disposal of discontinued operations	23	2,340,000	-
Interest receivable and similar income	3	97,165	67,591
Interest payable and similar charges	4	(7,343)	(7,266)
PROFIT ON ORDINARY ACTIVITIES			
BEFORE TAXATION	5	2,333,562	353,220
Tax on profit on ordinary activities	8	(746,806)	(126,288)
PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION		1,586,756	226,932
RETAINED PROFIT FOR THE FINANCIAL YEAR	14	£1,586,756	£226,932

The operating profit arises from continuing and discontinued operations. All recognised gains and losses are included in the profit and loss account.

#### **CONSOLIDATED BALANCE SHEET as at 31 December 1998**

	Notes	1998 £	1997 £
FIXED ASSETS Tangible assets	9	147,455	258,544
CURRENT ASSETS Debtors (amounts falling due within one year) Cash at bank and in hand	11	952,937 2,863,104	1,845,136 1,191,990
CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR	12	3,816,041 1,767,717	3,037,126
NET CURRENT ASSETS		2,048,324	350,479
TOTAL ASSETS LESS CURRENT LIABILITIES		2,195,779	609,023
NET ASSETS		£2,195,779	£609,023
CAPITAL AND RESERVES Called up share capital Profit and loss account	13	5,000 2,190,779	5,000 604,023
TOTAL EQUITY SHAREHOLDERS' FUNDS	14	£2,195,779	£609,023

As approved by the Board and signed on its behalf by the directors on 3 1 AUG 1999

R Bondy Director

D Taylor Director

#### **BALANCE SHEET as at 31 December 1998**

Notes	1998 £	1997 £
	~	<u>.                                    </u>
9	147,455	153,948
10	2,165,035	521,414
	2,312,490	675,362
11	705 321	795,188
**	79,697	88,716
	785,018	883,904
12	(901,730)	(950,243)
	(116,712)	(66,339)
	2,195,778	609,023
	£2,195,778	£609,023
13	5,000	5,000
10	2,160,035	516,414
	30,743	87,609
14	£2, <u>195,778</u>	£609,023
	9 10 11 12	\$\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\

As approved by the Board and signed on its behalf by the Directors on 3 1 AUG 1999

R Bondy Director

D Taylor Director

### **CONSOLIDATED CASH FLOW STATEMENT**For the year ended 31 December 1998

	Notes	1998 £	1997 £
Net cash inflow (outflow) from operating activities	18	(60,561)	604,178
Returns on investments and servicing of finance	19	89,822	60,325
Taxation	19	(127,655)	(40,618)
Capital expenditure	19	(45,257)	(32,499)
Acquisition and disposal	19	1,866,238	-
Cash inflow before use of liquid resources and financing		1,722,587	591,386
Financing	19	-	<del>-</del>
Increase in cash		1,722,587	591,386
Reconciliation of net cash flow to movement in net funds	20		
Increase in cash Cash inflow from decrease in liquid resources Cash used to increase liquid resources		1,722,587	591,386
Change in net funds resulting from cash flows		1,722,587	591,386
New finance leases		-	-
Movement in net funds in the year		1,722,587	591,386
Net fund at 1 January 1998		1,107,408	516,022
Net fund at 31 December 1998		£2,829,995	£1,107,408

#### NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 1998

#### 1. ACCOUNTING POLICIES

The principal accounting policies of the group are set out below. The policies remain unchanged from the previous year.

#### BASIS OF ACCOUNTING

#### (a) Accounting convention

The financial statements are prepared under the historical cost convention, with the exception of the revaluation of investments discussed in note 10 below, and in accordance with applicable accounting standards.

#### (b) Basis of consolidation

The consolidated financial statements incorporate the financial statements of the company and its subsidiary made up to 31 December 1998. In the company's accounts, the investment in the subsidiary undertaking is stated at cost plus the group's share of the post acquisition profit and reserves of the subsidiary undertaking, with a corresponding debit or credit to revaluation reserves. The directors consider that this policy more fairly represents the company's investment.

#### TURNOVER

Turnover, all of which is derived from the United Kingdom, represents the invoiced value of goods sold and services supplied stated net of value added tax.

#### FOREIGN CURRENCIES

Transactions denominated in foreign currencies are recorded in sterling at the exchange rate as at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the year end are reported at the rates of exchange prevailing at the year end. Any gain or loss arising from a change in exchange rates subsequent to the date of the transaction is reported in the profit and loss account.

#### PENSION COSTS

The company operates a money purchase pension scheme. Contributions are charged to the profit and loss account as they become payable in accordance with the rules of the scheme. The assets of the scheme are held independently of the company by insurance companies.

#### TANGIBLE FIXED ASSETS AND DEPRECIATION

Tangible fixed assets are stated at historical cost. Depreciation is provided to write off the cost less estimated residual value of all fixed assets on straight line bases over their expected useful lives as follows:

Lease - 15 years
Leasehold improvements - 3 years
Furniture and equipment - 5 years
Motor vehicles - 5 years

#### 1. ACCOUNTING POLICIES (continued)

#### **DEFERRED TAXATION**

Provision is made for deferred tax at current rates of taxation in respect of timing differences between profit as computed for taxation purposes and profit as stated in the financial statements, to the extent that the directors expect that a liability will arise in the foreseeable future.

#### COMPANY'S PROFIT AND LOSS ACCOUNT

The company has taken advantage of the exemption in Section 230 of the Companies Act 1985, not to present its own profit and loss account.

2.(a)	TURNOVER – DIS	SCONTINU	ED OPERA	TIONS	19	98 £	1997 £
	United Kingdom				£6,908,1		7,399,755
2.(b)	COST OF SALES		1998 Dis-			1997 Dis-	
		Continued £	continued £	Total £	Continued £	continued £	Total £
	COST OF SALES	-	6,264,624	6,264,624		6,513,914	6,513,924
2.(c)	NET OPERATING	EXPENSE	ES				
	Distribution costs Administration	(451,883)	(201,532)	(653,415)	(456,532)	(229,871)	(686,403)
	expenses Other operating	(819,904)	(638,941)	(1,458,845)	(749,743)	(545,644)	(1,295,387)
	income Commission and fee	-	166,483	166,483	3,544	84,166	87,710
	income	1,205,996		1,205,996	1,301,144		1,301,144
		£(65,791)	£(673,990)	£(739,781)	£98,413	£(691,349)	£(592,936)
3.	INTEREST RECE INCOME	IVABLE A	ND SIMILA	R	19	98 £	1997 £
	Bank deposit interes	t			£97,1	65	£67,591

4.	INTEREST PAYABLE AND SIMILAR CHARGES	1998 £	1997 £
	Bank charges	£7,343	£7,266
5.	PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	1998 £	199 <b>7</b> £
	Profit on ordinary activities before taxation is stated after charging/(crediting):		
	Lease rental	103,800	103,800
	Auditors' remuneration	17,500	20,000
	Auditors' remuneration for non-audit work	22,730	3,000
	Staff costs (refer note 6)	1,274,664	1,143,853
	Depreciation of owned tangible fixed assets	96,891	99,919
	Loss/(profit) on sale of fixed assets	<u>3,144</u>	(6,599)
6.	EMPLOYEE INFORMATION	1998	1997
		£	£
	Wages and salaries	988,842	972,799
	Social security costs	96,261	100,608
	Pension costs	164,080	42,874
	Other personnel costs	25,481	27,572
		£1,274,664	£1,143,853

Included in total staff costs is £54,184 (1997: £51,397) in respect of directors' remuneration (refer note 7).

The average number of persons employed by the group during the year was:	199 <b>8</b> Number	1997 Number
Sales	16	16
Administration	21	21
Conference	4	4
	41	41
		===

7.	DIRECTORS' REMUNERATION	1998 £	1997 £
	Salaries Other emoluments (including pensions)	42,720 11,464	41,200 10,197
		£54,184	£51,397

Retirement benefits are accruing to one director under a money purchase pension scheme.

8.	TAX ON PROFIT ON ORDINARY ACTIVITIES	1998 £	199 <b>7</b> £	
	UK corporation tax at 31% (1998: 31.5%) Adjustment in respect of prior years	745,234 1,572	126,082 206	
		£746,806	£126,288	

Included in corporation tax is £750,858 which relates to discontinued activities (1997: £84,530).

9.	TANGIBLE FIXED ASSETS	Leasehold	Motor	Furniture and	Total
	GROUP	improvements £	vehicles £	equipment £	Total £
	COST				
	At 1 January 1998	309,974	144,814	345,582	800,370
	Additions	-	40,120	20,565	60,685
	Disposals	(43,786)	(93,479)	(156,851)	(294,116)
	At 31 December 1998	266,188	91,455	209,296	566,939
	DEPRECIATION			<del></del>	
	At 1 January 1998	281,010	53,356	207,460	541,826
	Charge for the year	17,588	30,057	49,246	96,891
	Disposals	(43,786)	(52,199)	(123,248)	(219,233)
	A	254 912	21 214	122 450	410 494
	At 31 December 1998	254,812	31,214	133,458	419,484
	NET BOOK VALUE				<del></del>
	At 31 December 1998	£11,376	£60,241	£75,838	£147,455
	22. 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	===			
	At 31 December 1997	£28,964	£91,458	£138,122	£258,544
		<b>=</b>			

### NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 1998 (continued)

9.	TANGIBLE FIXED ASSETS	Furniture				
	(continued)	Leasehold	Motor	and		
		improvements	vehicles	equipment	Total	
	COMPANY	£	£	£	£	
	COST					
	At 1 January 1998	266,188	63,220	227,333	556,741	
	Additions	-	40,120	15,846	55,966	
	Disposals	-	(11,885)	(33,883)	(45,768)	
	At 31 December 1998	266,188	91,455	209,296	566,939	
	DEPRECIATION		<del></del>			
	At 1 January 1998	250,261	19,201	133,331	402,793	
	Charge for the year	4,551	15,974	31,923	52,448	
	Disposals		(3,961)	(31,796)	(35,757)	
	At 31 December 1998	254,812	31,214	133,458	419,484	
	NET DOOK WALLE			<del></del>		
	NET BOOK VALUE	£11 276	£60 241	£75 929	£147 455	
	At 31 December1998	£11,376	£60,241	£75,838	£147,455	
	At 31 December 1997	£15,927	£44,019	£94,002	£153,948	

#### 10. FIXED ASSET INVESTMENTS

The net book value of fixed assets investments comprises:

COST	£
At 31 December 1997 and 1998	5,000
REVALUATION	
At 31 December 1997	516,414
Increase during the year	1,643,621
At 31 December 1998	2,160,035
NET BOOK VALUE	<b>*****</b>
At 31 December 1998	£2,165,035
At 31 December 1998	
At 31 December 1997	£521,414

The investment comprises the entire share capital of International Herald Tribune Distributors Limited, a company incorporated in England.

#### 11. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

Gro	ир	Company		
1998	1997	1998	1997	
£	£	£	£	
53,894	1,251,458	53,894	111,693	
515,780	468,637	520,333	613,407	
33,625	58,199	8,113	11,269	
,	•			
349,638	66,842	122,981	58,819	
£952,937	£1,845,136	£705,321	£795,188	
	1998 £ 53,894 515,780 33,625 349,638	£ £ 53,894 1,251,458 515,780 468,637 33,625 58,199 349,638 66,842	1998       1997       1998         £       £       £         53,894       1,251,458       53,894         515,780       468,637       520,333         33,625       58,199       8,113         349,638       66,842       122,981	

#### 12. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

		Group		Comp	апу
		1998	1997	1998	1997
		£	£	£	£
	Bank overdrafts	33,109	84,582	33,109	84,582
	Trade creditors Amounts owed to group	53,741	1,517,910	53,741	123,359
	undertakings	724,832	755,976	644,852	535,768
	Corporation tax payable	749,925	126,082	, -	41,758
	Other creditors Accruals and deferred	42,097	21,047	42,099	21,047
	income	164,013	181,050	127,929	143,729
		£1,767,717	£2,686,647	£901,730	£950,243
13.	CALLED UP SHARE CA COMPANY AND GROUI			1998 £	1997 £
	Authorised 5,000 ordinary shares of £1			£5,000	£5,000
	Allotted, called up and fully 5,000 ordinary shares of £1	paid		£5,000	£5,000

#### NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 1998 (continued)

14.	EQUITY SHAREHOLD FUNDS	ERS'	Share		fit and loss		Total 1998	Total 1997
	GROUP		capital £	a	ccount £		£	£
	At 1 January Retained profit for the yea	r	5,000		04,023 86,756		9,023 6,756	382,091 226,932
	At 31 December		£5,000 ====	£2,1	90,779	£2,19	9 <b>5</b> ,779	£609,023
	COMPANY	Share capital £	Revalu res	ation erve £	Profit an los accour	ss	Total 1998 £	Total 1997 £
	At 1 January Retained profit/(loss) for the year	5,000	516	,414 -	87,60 (56,86		609,023 (56,866)	382,091 65,570
	Transfer to revaluation reserve	-	1,643	,622		ŕ	643,622	161,362
	At 31 December	£5,000	£2,160	,036	£30,74	£2,	195,779	£609,023

#### 15. CAPITAL COMMITMENTS

At the end of the year there were no capital commitments contracted for (1997: £Nil).

#### 16. FINANCIAL COMMITMENTS

The group purchased a short term lease on their premises which expires in 2001. The rental commitment on the lease is £103,800 per annum.

On 1 February the company's operations were reallocated to new premises. The company has a rent free period up to September 1999 at the new premises.

The group did not have any other annual commitment under non-cancellable operating leases at the year end (1997: £Nil).

NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 1998 (continued)

#### 17. PENSION SCHEME

The group participates in a money purchase pension scheme covering substantially all its employees. The group total pension expense for the year in respect of the above scheme was £164,080 (1997: £42,874).

## 18. RECONCILIATION OF OPERATING (LOSS)/PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES

	Continuing £	Discontinued £	Total £
Operating profit	(65,791)	(30,469)	(96,260)
Depreciation charges	52,448	44,443	96,891
(Profit/)loss on disposal of fixed assets	(6,019)	2,875	(3,144)
(Increase)/decrease in debtors	530,503	(317,253)	213,250
Încrease/(decrease) in creditors	87,284	(358,582)	(271,298)
Net cash inflow from continuing operating activities	598,425		-
Net cash outflow from discontinued activities		(658,986)	
Net inflow (outflow) from operating activities			£(60,561)

### NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 December 1998 (continued)

19.	GROSS CASH FLOWS	1998 £	199 <b>7</b> £
	Returns on investments and servicing of finance Interest received Interest paid	97,165 (7,343)	67,591 (7,266)
		£89,822	£60,325
	Taxation  UK corporation tax paid  UK corporation tax repaid in respect of prior years	(127,655)	(40,618)
		£(127,655)	£(40,618)
	Capital expenditure Purchase of tangible fixed assets Sale of tangible fixed assets	(60,682) 15,425	(64,360) 31,861
		£(45,257)	£(32,499)
	Acquisition and disposal Sale of subsidiary business	£1,866,238	
	Financing Issue of shares Bank loans received Bank loans repaid Capital element of finance lease rentals paid	- - - -	- - - -

20.	ANALYSIS OF CHANGES IN NET FUNDS	At 1 January 1998 £	Cash flows	Other changes	At 31 December 1998 £
	Cash at bank and in hand	1,191,990	1,671,114	_	2,863,104
	Overdrafts	(84,582)	51,473		(33,109)
	Total	£1,107,408	£1,722,587	_	£2,829,995

#### 21. RELATED PARTY TRANSACTIONS

In accordance with the disclosure provisions of the Financial Reporting Standard No 8 (Related Party Disclosures), the following material related party transactions took place during the year under review:

Advertising commission receivable from the parent	1998 £	1997 £
undertaking	£855,278	£875,769
Goods for resale purchased from the parent undertaking	£855,278	£1,824,000

Amounts owed by, or owed to, group undertakings are shown under notes 11 and 12 to the accounts.

#### 22. CONTROLLING PARTIES

The immediate parent company is International Herald Tribune SA incorporated in France, and the ultimate parent companies are jointly the New York Times and the Washington Post, both incorporated in the United States.

The parent company of the smallest group to include the company in its consolidated financial statements is International Herald Tribune SA, incorporated in France.

#### 23. PROFIT ON SALE OF BUSINESS

In November 1998 the business operations of International Herald Tribune Distributors Ltd together with substantially all of its assets and liabilities were sold. The consideration, which was entirely in the form of cash, has been received.