# DIRECTORS' REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 SEPTEMBER 2012

Registration number 01599748

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# PENTAGRAM DESIGN LIMITED COMPANY INFORMATION

**Directors** H Pearce

J Oehler D Lippa D Weil

J Rushworth A Hyland

Company secretary J O'Hern

Registered office 11 Needham Road

London W112RP

Solicitors Ashfords LLP

Bankers Barclays Bank plc

Auditors MHI Audit LLP
Chartered Certified Accountants and Registered Auditors

Hamilton House 25 High Street Rickmansworth Hertfordshire WD3 1ET

### DIRECTORS' REPORT FOR THE YEAR ENDED 30 SEPTEMBER 2012

The directors present their report and the financial statements for the year ended 30 September 2012

# Statement of Directors' Responsibilities

The directors are responsible for preparing 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). 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 profit or loss of the company for that period. In preparing these financial statements, the directors are required to

- · select suitable accounting policies and apply them consistently.
- · make judgements and accounting estimates that are reasonable and prudent, and
- 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.

### Directors of the company

The directors who held office during the year were as follows

L Apicella (resigned 22 October 2012)

H Pearce

J Oehler

D Lippa

D Weil

J Rushworth

A Hyland

# Principal activity

The principal activity of the company is design and consultancy services through our main office in London and our European branch in Berlin, Germany

# **DIRECTORS' REPORT FOR THE YEAR ENDED 30 SEPTEMBER 2012**

## ...... CONTINUED

#### Business review

### Fair review of the business

The year to 30th September 2012, has shown the success of our multi-disciplinary growth strategy resulting in a strong year. Improved Turnover was generated through robust existing client relationships and the success of winning several new international projects.

In March 2012 Former Creative Director of Wolff Olins, Marina Willer, joined the London office Soon after Willer s appointment at Pentagram, new work was won with Natura Brazil's largest Cosmetics Company

May signified an important time at Pentagram, marking 40 years in operation. The anniversary was a time for London to showcase the best work from the last four decades in addition to hosting a party to celebrate alongside staff and clients.

This year London was host of the 2012 Olympic Summer Games Pentagram had two major projects that were commissioned by the Olympic Delivery Organisation. Harry Pearce and his team worked alongside renowned artists Ackroyd and Harvey to create 15 meter in diameter bronze and steel rings, inscripted with text revealing the history of the land on which it sits. Daniel Weil and his team also worked on a project for London 2012 which involved creating an installation, known as the E20 story that shows the Olympic Legacy and the development of the Lower Lea Valley post-Olympics. E20 Story has been exhibited at Hackney House and will be making rounds in various public spaces over the next year.

For ten years, architect William Russell has been working with Fashion retailer Alexander McQueen. This year marked the opening of the last store that Russell will be working on with the brand. To commemorate the decade long relationship, a video case study was produced where Russell spoke about his work with McQueen.

This year also saw the launch of the Royal Academy's new branding designed by Pentagram. As this was the Institution's first rebrand in 244 years, it garnered a significant amount of media attention and can be seen on several billboards and in underground stations in London.

In September Bob Gill came to the London office to share inspiration and company history, being one of the forerunners of Pentagram back in the early 1970s. Pentagram hosted the event inviting friends, acquaintances and colleagues.

Pentagram was awarded a Black Pencil from D&AD in September 2012, signifying being one of the most awarded design agency in D&AD's 50-year history. Pentagram was one of three recipients of this prestigious award

### Turnover

Revenue for the year was £8,031,205 (2011 £6,142 783), an increase of 31% year on year Project wins in South America. Africa and the Middle East have enabled our average Turnover per client to increase by 28% to £69,439. This highlights the opportunities seized within a variety of international regions of growth

### **Gross Profit**

Gross profit for the year was £6,100,009 (2011 £5 104,911) The initial associated costs of supporting international clients has resulted in a reduction in our gross profit % to 76%, however, we anticipate many of these costs will be recouped through economies of scale as our client relationships strengthen

# DIRECTORS' REPORT FOR THE YEAR ENDED 30 SEPTEMBER 2012

### ...... CONTINUED

The company's key financial and other performance indicators during the year were as follows

	Unit	2012	2011
Turnover - UK	%	34	52
Turnover - Europe	%	24	29
Turnover - USA	%	10	8
Turnover - Rest of the World	%	32	11
No of clients	no	115	113

### **Environmental policy**

Pentagram is committed to environmental protection, as appropriate to our own environment and, to those created for our clients

Internally, waste management and environment protection systems are employed in our offices with for example, recycling procedures in place for all appropriate materials and environmentally sound adhesives and adhesive application systems used by all design teams

With regard to projects we attempt to be as environmentally responsible as possible in all design disciplines for example using recycled/recyclable materials in graphic projects, non-endangered materials in architecture and interior design projects etc

Moreover, we try to think beyond the specific needs of our staff and our clients and attempt to enhance the environment of the broader community wherever possible

### Financial instruments

# Objectives and policies

The company uses various financial instruments which include cash, trade debtors, trade creditors amd amounts due to group undertakings that arise directly from its operations. The main purpose of these financial instruments is to raise finance for the company's operations. The existence of these financial instruments exposes the company to a number of financial risks, which are described in more detail below.

The main risks arising from the company's financial instruments are currency risk interest rate risk credit risk and liquidity risk. The directors review and agree policies for managing each of these risks and they are summarised below. These policies have remained unchanged from previous years.

### DIRECTORS' REPORT FOR THE YEAR ENDED 30 SEPTEMBER 2012

### ...... CONTINUED

# Price risk, credit risk, liquidity risk and cash flow risk Currency risk

The company is exposed to translation and transaction foreign exchange risk

Approximately 1% of the company's purchases are from mainland USA and are transacted in US dollars

The company's financial liabilities in currencies other than sterling amount to £nil Foreign exchange differences on retranslation of these liabilities are taken to the profit and loss account of the company

Liquidity risk

The company seeks to manage financial risk by ensuring sufficient liquidity is available to meet foreseeable needs and to invest cash assets safely and profitably

The company's policy throughout the year has been to achieve this objective through management's day to day involvement in business decisions rather than through setting maximum or minimum liquidity ratios

Interest rate risk

The company finances its operations through retained profits and certain internal and external loans

The interest rate exposure of the financial assets and liabilities of the company as at 30 September 2012 is shown in the financial statements. The balance sheet includes trade debtors and creditors which do not attract interest and are therefore subject to fair value interest rate risk.

### Credit risk

The company's principal financial assets are cash and trade debtors. The credit risk associated with cash is limited as the counterparties have high credit ratings assigned by international credit-rating agencies. The principal credit risk arises, therefore, from trade debtors.

In order to manage credit risk management set limits for customers based on a combination of payment history and thrid party credit references. Credit limits are reviewed by the financial controller on a regular basis in conjunction with debt ageing and collection history.

### Future developments

Next year work will commence with new clients, including international Law Firm White and Case, where Pentagram will be assisting in both their graphic identity and their communication strategy. Partner Harry Pearce will be receiving an honour in late October from WITNESS, the human rights charity he has worked pro-bono for, for the past twenty years. WITNESS will be celebrating it's 20th Anniversary.

During this time of year Pentagram will be working on a series of seasonal projects including Holiday Ad campaigns for HongKong Land and Swarovski. Work will continue with existing clients, including World Chess, Akzo Nobel, Virgin Media. Grant Thorton and Cafe Royal

The Directors were delighted with the overall performance and feel they are well positioned to proceed into an exciting 2013

# DIRECTORS' REPORT FOR THE YEAR ENDED 30 SEPTEMBER 2012

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### Disclosure of information to the auditors

Each director has taken steps that they ought to have taken as a director in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information. The directors confirm that there is no relevant information that they know of and which they know the auditors are unaware of

# Reappointment of auditors

The auditors MHI Audit LLP are deemed to be reappointed under section 487(2) of the Companies Act 2006

Approved by the Board on 25/2/13 and signed on its behalf by

Company secretary

# INDEPENDENT AUDITOR'S REPORT TO THE SHAREHOLDERS OF PENTAGRAM DESIGN LIMITED

We have audited the financial statements of Pentagram Design Limited for the year ended 30 September 2012, set out on pages 9 to 21. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

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

## Respective responsibilities of directors and auditor

As explained more fully in the Statement of Directors' Responsibilities (set out on page 2), the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

### Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the directors, and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Directors' Report to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

# Opinion on the financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 30 September 2012 and of its profit for the year then 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

# Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements

# INDEPENDENT AUDITOR'S REPORT TO THE SHAREHOLDERS OF PENTAGRAM DESIGN LIMITED

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# Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where 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

Mr Chris Bleach FCCA (Senior Statutory Auditor)

For and on behalf of MHI Audit LLP

Chartered Certified Accountants and Statutory Auditor

Hamilton House 25 High Street Rickmansworth Hertfordshire WD3 1ET

Date (3/3/13

# PENTAGRAM DESIGN LIMITED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 30 SEPTEMBER 2012

		2012	2011
	Note	£	£
Turnover	2	8,031,205	6,142,783
Cost of sales		(1,931,196)	(1 037 872)
Gross profit		6.100 009	5.104 911
Administrative expenses		(6 006,400)	(5 097 276)
Other operating income		74 789	78,785
Operating profit	3	168,398	86,420
Interest payable and similar charges	6	(23 406)	(34.898)
Profit on ordinary activities before taxation		144,992	51,522
Tax on profit on ordinary activities	7	(36,926)	(23.385)
Profit for the financial year	15	108,066	28,137

Lurnover and operating profit derive wholly from continuing operations

The company has no recognised gains or losses for the year other than the results above

# PENTAGRAM DESIGN LIMITED (REGISTRATION NUMBER: 01599748) **BALANCE SHEET AT 30 SEPTEMBER 2012**

		201	2	201	1
	Note	£	£	£	£
Fixed assets					
Tangible fixed assets	8		119,074		133,371
Investments	9		2		2
			119,076		133 373
Current assets					
Stocks	10	69,302		96,344	
Debtors	11	2,775,735		2,418,112	
Cash at bank and in hand		1,396,217	_	945,621	
		4,241,254		3,460,077	
Creditors. Amounts falling due within one year	12	(2,861,984)	_	(2,209,470)	
Net current assets			1,379 270		1,250,607
Total assets less current					
liabilities			1,498,346		1,383.980
Provisions for liabilities	13		(11,500)		(5,200)
Net assets			1,486,846		1.378.780
Capital and reserves					
Called up share capital	14	105,007		105,007	
Profit and loss account	15	1,381,839		1,273,773	
Shareholders' funds	16		1,486,846		1,378,780

Approved by the Board on 25/2/13 and signed on its behalf by

D Weil
Director

# CASH FLOW STATEMENT FOR THE YEAR ENDED 30 SEPTEMBER 2012

# Reconciliation of operating profit to net cash flow from operating activities

	2012 £	2011 £
Operating profit	168,398	86,420
Depreciation, amortisation and impairment charges	70,519	85,321
Loss on disposal of fixed assets	594	-
Decrease/(increase) in stocks	27,042	(30 773)
Increase in debtors	(357,623)	(190,460)
Increase in creditors	1 038,600	503,510
Net cash inflow from operating activities	947 530	454,018
Cash flow statement		
	2012 £	2011 £
Net cash inflow from operating activities	947,530	454,018
Returns on investments and servicing of finance		
Interest paid	(23,406)	(34,898)
Taxation paid	(16,712)	(35.000)
Capital expenditure and financial investment		
Purchase of tangible fixed assets	(57,410)	(102,630)
Sale of tangible fixed assets	594	
	(56,816)	(102 630)
Net cash inflow before management of liquid resources and financing	850,596	281,490
Financing		
Value of new loans obtained during the period	-	400,000
Repayment of loans and borrowings	(400,000)	
	(400,000)	400,000
Increase in cash	450,596	681,490

# CASH FLOW STATEMENT FOR THE YEAR ENDED 30 SEPTEMBER 2012

# ...... CONTINUED

# Reconciliation of net cash flow to movement in net debt

	Note	2012 £	2011 £
Increase in cash		450,596	681,490
Cash inflow from increase in loans		-	(400 000)
Cash outflow from repayment of loans		400 000	-
Change in net debt resulting from cash flows	18	850 596	281 490
Movement in net debt	18	850,596	281 490
Net funds at 1 October	18	545 621	264 131
Net funds at 30 September	18	1 396,217	545 621

# 1 Accounting policies

### Basis of preparation

The financial statements have been prepared under the historical cost convention and in accordance with United Kingdom applicable accounting standards

## Exemption from preparing group accounts

The company has taken advantage of the exemption provided by Section 402 of the Companies Act 2006 and has not prepared group accounts on the grounds that the inclusion of the subsidiary (which is dormant) is not material for the purposes of giving a true and fair view

#### Turnover

Turnover represents invoiced sales in respect of fees for services rendered and direct costs recovered as agreed with each client excluding VAT

Revenue is recognised when a service has been completed in accordance with the terms of agreement with the client. Where the provision of a service remains incomplete at the end of a period, a proportion of the income pertaining to the level of the service performed is accrued and is part of the debtors balance.

Where clients have invoiced in advance for services to be delivered at a future date, the income is deferred and becomes part of the creditors balance

### Depreciation

Depreciation is provided on tangible fixed assets so as to write off the cost or valuation less any estimated residual value, over their expected useful economic life as follows

### Asset class

Short leasehold improvements

Fixtures, fittings and computer equipment

# Depreciation method and rate

Over the unexpired term of the lease

25%-33% on cost

### Fixed asset investments

Fixed asset investments are stated at historical cost less provision for any diminution in value

### Work in progress

Work in progress has been valued at the lower of cost and net realisable value. The valuation of costs comprises direct charges less any provision for anticipated non-recoverable costs.

### Deferred tax

Deferred tax is recognised, without discounting in respect of all timing differences between the treatment of certain items for taxation and accounting purposes, which have arisen but not reversed by the balance sheet date except as required by FRS19

Deferred tax is measured at the rates that are expected to apply in the periods when the timing differences are expected to reverse based on the tax rates and law enacted at the balance sheet date

# Foreign currency

Transactions in foreign currencies are recorded at the exchange rate ruling at the date of the transaction Monetary assets and liabilities denominated in foreign currencies are retranslated at the closing rates at the balance sheet date. All exchange differences are included in the profit and loss account

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2012

## Hire purchase and leasing

Rentals payable under operating leases are charged in the profit and loss account on a straight line basis over the lease term

#### Financial instruments

Financial instruments are classified and accounted for, according to the substance of the contractual arrangement, as financial assets, financial liabilities or equity instruments. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities. Where shares are issued, any component that creates a financial liability of the company is presented as a liability in the balance sheet. The corresponding dividends relating to the liability component are charged as interest expense in the profit and loss account.

# 2 Turnover

Turnover all derives in respect of the company's principal activity

An analysis of turnover by geographical location is given in the Directors' Report accompanying these financial statements

# 3 Operating profit

Operating profit is stated after charging

	2012 £	2011 £
Operating leases - plant and machinery	40 080	38 725
Operating leases - other assets	390,000	390 000
Auditor's remuneration - The audit of the company's annual accounts	11,000	11 000
Auditor's remuneration - Tax services	2,000	2 000
Auditors' remuneration - non audit work	1.800	1,800
Foreign currency losses/(gains)	63,259	(3.472)
Loss on sale of tangible fixed assets	594	•
Depreciation of owned assets	70,519	85,321

## 4 Particulars of employees

The average number of persons employed by the company (including directors) during the year analysed by category was as follows

	2012 No	2011 No
Administration and support	23	20
Production	36	36
	59	56

	The aggregate payroll costs were as follows		
		2012 £	2011 £
	Wages and salaries Social security costs	3,695,800 403,102	3 056 543 297,323
		4,098,902	3 353 866
5	Directors' remuneration		
	The directors' remuneration for the year was as follows		
		2012 £	2011 £
	Remuneration (including benefits in kind)	1 691,916	1 193 408
	In respect of the highest paid director		
		2012 £	2011 £
	Remuneration	327,698	208,511
6	Interest payable and similar charges		
		2012 £	2011 £
	Interest on other borrowings	23,406	34,898
		23,406	34,898
7	Taxation		
	Tax on profit on ordinary activities		
		2012 £	2011 £
	Current tax		
	Corporation tax charge Adjustments in respect of previous years	38,265 (7 639)	18,000
	UK Corporation tax	30,626	18,000
	Deferred tax Origination and reversal of timing differences	6,300	5,385
	Total tax on profit on ordinary activities	36,926	23,385
	- over was on prome on ordinary activities	30,720	23,303

# Factors affecting current tax charge for the year

Tax on profit on ordinary activities for the year is higher than (2011 - higher than) the standard rate of corporation tax in the UK of 20% (2011 - 27%)

The differences are reconciled below

	2012 £	2011 £
Profit on ordinary activities before taxation	144,992	51 522
Corporation tax at standard rate	28,998	13 911
Capital allowances for the period in excess of depreciation	(4,633)	(4 773)
Other timing differences	(78)	121
Expenses not deductible for tax purposes	6,339	8 741
Total current tax	30,626	18 000

# 8 Tangible fixed assets

	Short leasehold land and buildings £	Fixtures and fittings	Total £
Cost or valuation			
At 1 October 2011	780 027	786,947	1 566,974
Additions	-	57,410	57 410
Disposals	<del>_</del>	(4,411)	(4 411)
At 30 September 2012	780,027	839,946	1 619 973
Depreciation			
At 1 October 2011	780,027	653,576	1,433 603
Charge for the year	-	70,519	70 519
Eliminated on disposals	<del>_</del>	(3,223)	(3,223)
At 30 September 2012	780,027	720,872	1,500,899
Net book value			
At 30 September 2012		119,074	119 074
At 30 September 2011		133,371	133 371

# 9 Investments held as fixed assets

2012	2011
£	£

Shares in group undertakings and participating interests

Shares in group unde	• • •			
		U	Subsidiary indertakings £	Total £
Cost				
At 1 October 2011		_		2
At 30 September 2012	:	_		2
Net book value				
At 30 September 2012	:	_	2	2
At 30 September 2011		-	2	2
Details of undertakin	gs			
Details of the investme capital are as follows	ents in which the compar	ny holds 20% or more of the no	ominal value of an	y class of share
Undertaking	Holding	Proportion of voting rights and shares hel		etivity
Subsidiary undertak Pentagram Design Se Limited		100%	Dormant	
0 Stocks				
			2012 £	2011 £
Work in progress		-	69,302	96,344
1 Debtors				
			2012 £	2011 £
Trade debtors			2,385,342	1,837,370
Amounts owed by gro	up undertakıngs		44,118	157,902
Other debtors			58,379	90,486
Directors' current acco	ounts		5,448	180,131

282,448

2,775,735

152,223

2 418 112

Prepayments and accrued income

# 12 Creditors Amounts falling due within one year

	2012 £	2011 £
	-	_
Other loans	-	400,000
Frade creditors	400 540	335,284
Amounts owed to group undertakings	498 021	644 777
Corporation tax	31,914	18,000
Other taxes and social security	162,940	125,776
Other creditors	28 153	-
Directors' current accounts	77,572	-
Accruals and deferred income	1 662,844	685,633
	2 861 984	2,209 470

The company's bank holds a debenture on the assets of the company as security for any indebtedness to them

# 13 Provisions

			Deferred tax £	Total £
At 1 October 2011			5 200	5,200
Charged to the profit and loss account			6 300	6,300
At 30 September 2012			11 500	11 500
Analysis of deferred tax				
			2012 £	2011 £
Difference between accumulated depre capital allowances	ciation and amortisati	on and	11 500	5,200
14 Share capital				
Allotted, called up and fully paid sha				
	2012 No.	£	2011 No	£
Ordinary of £1 each	105,007	105,007	105,007	105,007

# 15 Reserves

	Profit and loss account £	Total £
At 1 October 2011	1 273,773	1,273,773
Profit for the year	108,066	108,066
At 30 September 2012	1 381,839	1 381 839
16 Reconciliation of movement in shareholders' funds		
	2012 £	2011 £
Profit attributable to the members of the company	108 066	28 137
Net addition to shareholders' funds	108,066	28,137
Shareholders' funds at 1 October	1 378 780	1 350,643
Shareholders' funds at 30 September	1 486,846	1,378,780

# 17 Commitments

# Operating lease commitments

As at 30 September 2012 the company had annual commitments under non-cancellable operating leases as follows

Operating leases which expire

	2012 £	2011 £
Land and buildings		
Over five years	390,000	390,000
Other		
Within one year	-	1,140
Within two and five years	41,117	40 863
	41,117	42,003

# 18 Analysis of net debt

	At 1 October 2011 £	Cash flow £	At 30 September 2012 £
Cash at bank and in hand	945,621	450,596	1,396 217
Debt due within one year	(400,000)	400,000	-
Net funds	545 621	850 596	1 396 217

# 19 Related party transactions

# Directors' advances and credits

	2012 Advance/ Credit £	2012 Repaid £	2011 Advance/ Credit £	2011 Repaid £
A Hyland				
Amounts owed to/(from) director	16,521	45,321	(28,800)	
J Rushworth				
Amounts owed to/(from) director	17,703	66,806	(49 103)	_
H Pearce	<del></del>			
Amounts owed to/(from) director	(5,448)	18,349	(23 797)	
D Lippa			<del></del>	
Amounts owed to/(from) director	22 176	48,435	(26 259)	
D Weil				
Amounts owed to/(from) director	18 262	48,306	(30 044)	
L Apicella				
Amounts owed to/(from) director	<u> </u>	22,128	(22 128)	
J Oehler	<del></del>			
Amounts owed to/(from) director	2,909	(2 909)		

The directors loans outstanding are interest-free with no fixed date of repayment

## Other related party transactions

During the year the company made the following related party transactions

#### the directors

The company leases its UK business premises from joint owners who include some directors. The total rent paid during the year amounted to £390,000 (2011 £390,000). The directors have provided security over the bank borrowings of the company by virtue of a legal charge over property owned by them, in favour of Barclays Bank Ple

Six of the company's directors have also provided a personal cross-guarantee in respect of the company's borrowings of £nil (2011 - £400 000) from an unconnected third party which is included in the financial statements as other loans due within one year. At the balance sheet date the amount due to the directors in respect of this personal cross-guarantee, was £nil (2011 - £nil)

The company has taken advantage of the exemption in FRS8 "Related Party Disclosures" from disclosing transactions with other members of the group

#### 20 Control

The company is controlled by Pentagram Design AG, a company incorporated in Switzerland. This company is the controlling and ultimate controlling related party by virtue of its controlling shareholdings in Pentagram Design Limited.

The largest and smallest group of undertakings for which group accounts have been drawn up is that headed by Pentagram Design AG incorporated in Switzerland Copies of the group accounts can be obtained at the registered office of Pentagram Design AG, Untermuli 7 Postfach 4440 CH-6304 Zug Switzerland