(formerly known as Adare Carwin Limited)

Directors' report and financial statements

Year ended 30 April 2008

Registered number 1610897

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(formerly known as Adare Carwin Limited)

# Directors' report and financial statements

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(formerly known as Adare Carwin Limited)

### Directors and other information

Directors R Whiteside

S Ueckermann

K Herbert (appointed on 4 September 2007)

Secretary Marrons Consultancies Limited

Meridian Business Park

Leicester LE19 1WY

Registered office Meridian Business Park

Leicester LE19 1WY

Solicitors Marrons Solicitors

Meridian Business Park

Leicester LE19 IWY

Bankers The Bank of Scotland

Lisbon House

116 Wellington Street

Leeds LS1 4LT

Auditor KPMG

Chartered Accountants

1 Stokes Place St Stephen's Green

Dublin 2 Ireland



(formerly known as Adare Carwin Limited)

### Directors' report

The directors present their annual report and the audited financial statements of the company for the year ended 30 April 2008

#### Results and dividends

The profit for the year after taxation, attributable to shareholders amounted to £746,000 (2007 £870,000) The directors do not recommend the payment of a dividend

On 7 December 2007, the company changed its name from Adare Carwin Limited to Adare International Limited

## Principal activity and review of the development of the business

The company has one class of business being creative design, print management and logistics services. The directors believe that the company continues to be well placed to meet the opportunities that may arise in the future.

#### Risks and uncertainties

The directors consider that the principal risks and uncertainties facing the company are as follows

#### Economic risk

- The risk of increased interest rates and or inflation having an adverse impact on served markets,
- The risk of unrealistic increases in wages or infrastructural cost impacting adversely on competitiveness of the company and its principal customers

These risks are managed by the use of alternative sourcing of products and services and strict control of costs

#### Competition risk

The directors of the company manage competition risk through close attention to customer service levels

#### Financial risk

The company has budgetary and financial reporting procedures, supported by appropriate key performance indicators, to manage credit, liquidity and other financial risk

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Directors' report (continued)

#### Key performance indicators

Key performance indicators which are focused on by management include

- daily sales/gross profit reports analysed by division, salesperson and product
- daily cash/bank reports
- monthly management accounts showing divisional trading results, detailed overhead expenses, balance sheet and cash flow reports
- monthly variance reports analysing sales, gross profit, expenses and cash flow variances
- monthly aged debtor reports analysed by division

Each of these indicators is monitored by management against trading and cash flow budgets which are prepared every six months. The indicators are also monitored against prior periods. Half yearly product reviews with principal suppliers are attended by management.

#### Post balance sheet events

It is management's intention to transfer the trade, assets and certain liabilities of Adare Data Services Limited (formerly Adare Intellidata Limited), a fellow subsidiary undertaking, to Adare International Limited in the forthcoming year

There have been no other significant events affecting the company since 30 April 2008

#### Supplier payment policy

It is the company's policy that payments to suppliers are made in accordance with those terms and conditions agreed between the company and its suppliers, provided that all trading terms and conditions have been complied with At 30 April 2008, the company had an average of 52 days purchases outstanding in creditors

#### Directors and their interests

The directors who held office during the year and subsequent to the year end are listed on page 1 In accordance with the company's articles of association, the directors are not required to retire by rotation

The directors and their spouses and minor children have no interest in the shares of the company

R Whiteside and K Herbert were directors of the company's ultimate parent undertaking at 30 April 2008, ACICS Limited, and their interests are disclosed in that company's financial statements

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Directors' report (continued)

#### Directors and their interests (continued)

The interests of the other director and the company secretary in office at 30 April 2008, including interests of their spouses and minor children, in the share capital and loan notes of ACICS Limited at the beginning of the year (or date of appointment if later) were

Name of director	Description of Instrument	30 April 2008 Number	30 April 2007 Number
S Ueckermann	Ordinary shares	125,469	125,469

There are no other interests requiring disclosure under the Companies Act 1985

#### Disclosure of information to auditor

The directors who held office at the date of approval of this directors' report confirm that, so far as they are each aware, there is no relevant audit information of which the company's auditor is unaware, and each director has taken all the steps that he ought to have taken as a director to make himself aware of any relevant audit information and to establish that the company's auditor is aware of that information

#### Auditor

In accordance with Section 384 of the Companies Act, 1985 and KPMG, Chartered Accountants, have expressed their willingness to continue in office in accordance with this Act

On behalf of the board

K Herbert Director

19 June 2008

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Statement of directors' responsibilities in respect of the accounts

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 period. Under that law the directors have elected to prepare the financial statements in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice)

The financial statements are required by law to 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 then apply them consistently,
- make judgements and estimates that are reasonable and prudent,
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements, 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 proper accounting records that disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that its financial statements comply with the Companies Act, 1985. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the company and to prevent and detect fraud and other irregularities.

On behalf of the board

K Herbert Director



KPMG
Chartered Accountants
1 Stokes Place
St Stephen's Green
Dublin 2
Ireland

## Independent auditor's report to the members of Adare International Limited

We have audited the financial statements of Adare International Limited for the year ended 30 April 2008 which comprises the profit and loss account, balance sheet and the related notes These financial statements have been prepared under the accounting policies set out therein

This report is made solely to the company's members, as a body, in accordance with Section 235 of the Companies Act, 1985. 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 described in the Statement of Directors' Responsibilities on page 5, the company's directors are responsible for the preparation of the financial statements in accordance with applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice)

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland)

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act, 1985 We also report to you whether, in our opinion, the Directors' Report is not consistent with the financial statements

In addition we report to you if, the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and other transactions is not disclosed

We read the Directors' Report and consider implications for our report if we become aware of any apparent misstatements within it



Independent auditor's report to the members of Adare International Limited (continued)

#### Basis of audit opinion

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) issued by the Auditing Practices Board. 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 company'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, in accordance with UK Generally Accepted Accounting Practice, of the state of the company's affairs as at 30 April 2008 and of its profit for the year then ended,
- the financial statements have been properly prepared in accordance with the Companies Act, 1985, and
- the information given in the Directors' Report is consistent with the financial statements

Chartered Accountants Registered Auditor 19 June 2008

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## Statement of accounting policies

for the year ended 30 April 2008

### Basis of preparation

The financial statements have been prepared in accordance with generally accepted accounting principles under the historical cost convention and comply with financial reporting standards of the Accounting Standards Board as promulgated by the Institute of Chartered Accountants in England and Wales

#### Cash flow statement

The company has availed of the exemption available in FRS 1 - Cash Flow Statements (Revised), not to present a cash flow statement as it is a wholly owned subsidiary undertaking of ACICS Limited, a company incorporated in England which prepares a consolidated cash flow statement which includes the cash flows of this company

#### **Turnover**

Turnover represents the fair value of goods excluding Value Added Tax, delivered to or collected by third party customers in the year Goods are deemed to have been delivered to customers, when the customer has access to the significant benefits inherent in the goods and exposure to the risks inherent in those benefits

#### Stocks

Stocks are valued at the lower of cost and net realisable value. Net realisable value comprises the actual or estimated selling price (net of trade discounts) less all other further cost to be incurred in marketing, selling and distribution

#### Tangible fixed assets

Tangible fixed assets are stated at cost less accumulated depreciation. Depreciation is provided to write off the cost of the assets over their expected useful lives at the following rates

Leasehold improvements

- over the period of the lease

Plant and equipment

- 12 5% to 33 3% per annum on cost

Fixtures and fittings

- 10% per annum on cost

Motor vehicles

- 25% per annum on written down value

The carrying values of tangible fixed assets are reviewed for impairment in periods if events or changes in circumstances indicate the carrying value may not be recoverable

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Statement of accounting policies (continued) for the year ended 30 April 2008

#### **Taxation**

Corporation tax is calculated based on the taxable profits for the year. Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events that result in an obligation to pay more, or a right to pay less tax in the future have occurred at the balance sheet date, with the following exceptions

- provision is made for gains on disposal of fixed assets that have been rolled over into replacement assets only where, at the balance sheet date, there is a commitment to dispose of the replacement assets
- deferred tax assets are recognised only to the extent that the directors consider that it is more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing difference can be deducted

Deferred tax is measured on a non-discounted basis at the tax rates that are expected to apply in the periods in which timing differences reverse, based on tax rates and laws enacted or substantively enacted at the balance sheet date

#### Pension costs

The company operates a defined contribution scheme Contributions are charged in the profit and loss account as they become payable in accordance with the rules of the scheme.

#### Leased assets

Rent payable in respect of assets held under operating leases are charged in the profit and loss account on a straight line basis over the lease term

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# Profit and loss account for the year ended 30 April 2008

	Note	2008 £'000	2007 £'000
Turnover - continuing operations	1	42,934	42,341
Operating costs	2	(42,354)	(41,667)
Operating profit – continuing operations	3	580	674
Interest receivable	4	595	573
Interest payable and similar charges	5	(29)	(5)
Profit on ordinary activities before taxation		1,146	1,242
Taxation on profit on ordinary activities	9	(400)	(372)
Profit retained for the financial year	16	746	870

The company had no recognised gains or losses in the current or preceding financial year other than those dealt with in the profit and loss account

On behalf of the board

K Herbert
Director

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# Balance sheet at 30 April 2008

Fixed assets	Note	2008 £'000	2007 £'000
Tangible assets	10	1,165	1,053
Current assets Stocks Debtors Cash at bank and in hand	11 12	1,140 18,904 2,705	1,104 19,996 2,986
		22,749	24,086
Creditors: amounts falling due within one year	14	(12,184)	(14,155)
Net current assets		10,565	9,931
Total assets less current liabilities		11,730	10,984
Net assets		11,730	10,984
Capital and reserves Called up share capital	15	1	1
Profit and loss account	16	11,729	10,983
Equity shareholders' funds	17	11,730	10,984

On behalf of the board

K Herbert
Director

(formerly known as Adare Carwin Limited)

#### Notes

forming part of the financial statements

#### 1 Turnover

Segmental analysis has not been given, as, in the opinion of the directors, to do so would be seriously prejudicial to the interests of the Company

2	Operating costs	2008	2007
		£'000	£'000
	Increase/(decrease) in stocks	36	26
	Raw materials and consumables	30,243	30,377
	Depreciation - owned assets	433	518
	Operating lease rentals and hire charges		
	- land and buildings	558	556
	- plant and machinery	30	43
	- other	140	153
	Other operating charges	4,654	4,724
	Staff costs		
	- wages and salaries	5,513	4,616
	- social security costs	589	522
	- pension costs	119	132
	Other operating income	39	<u> </u>
		42,354	41,667
3	Operating profit	<del></del>	
	•	2008	2007
	This is stated after charging	£,000	£,000
	Directors' emoluments (see note 6)	153	150
	Auditor's remuneration		
	- audit services	15	15
	Management charges	1,382	719
		<del></del>	

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Notes (continued)

4	Interest receivable	2008 £'000	2007 £'000
	Bank interest receivable Amount received/receivable from group undertakings	34 561	41 532
		595 ————	573
5	Interest payable and similar charges	2008 £'000	2007 £'000
	On bank overdrafts wholly repayable other than by instalments, within five years	29	5
6	Directors' emoluments	2008 £'000	2007 £'000
	Emoluments Pension contributions	143 10	140 10
		153	150

The emoluments of the highest paid director excluding pension contributions were £143,385 (2007 £139,924) Contributions to defined contribution arrangements on behalf of the highest paid director amounted to £10,265 for the year (2007 £10,015)

Two (2007 two) of the directors are also directors of other group undertakings. These directors do not believe that it is practical to apportion their emoluments between their services as directors of the company and their services as directors of other group undertakings. The above disclosure therefore assumes their emoluments to be £Nil. The emoluments of these directors are disclosed in the financial statements of the ultimate parent undertaking at 30 April 2008, ACICS Limited, a company registered in England and Wales. Details on the availability of the financial statements of ACICS Limited are set out in note 20.

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Notes (continued)

#### 7 Employees

The average number of employees during the year analysed by function, comprised

	2008 Number	2007 Number
Management Administration	5 189	5 162
	194	167

#### 8 Pensions

The group of which the company is a member operates defined contribution pension arrangements for its employees. Contributions are invested with insurance companies and are thus held in independently administered funds. Details of pension contributions are as follows.

	2008 £'000	2007 £'000
Charge for year Defined contribution arrangements	119	132

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## Notes (continued)

## 9 Tax on profit on ordinary activities

(a) Analysis of charge in year	2008 £'000	2007 £'000
Current tax		
UK corporation tax charge for the year	490	545
Prior year over provision in corporation tax		(6)
	490	539
Deferred tax Origination and reversal of timing differences	(104)	(140)
Adjustment in respect of prior periods	14	(27)
	(90)	(167)
Tax charge on profit on ordinary activities	400	372

#### (b) Factors affecting current tax charge in year

The tax assessed for the year is higher  $(2007 \ higher)$  than the standard rate of corporation tax in the United Kingdom. The differences are explained below

the Olitica Kingdom The differences are explained outer	2008 £'000	2007 £'000
Profit on ordinary activities before tax	1,146	1,242
Profit on ordinary activities multiplied by the standard rate of corporation tax of 29 8365% (2007 30%)	342	372
Effects of Expenses not deductible for tax purposes Depreciation for period in excess of capital allowances Prior year over provision in corporation tax Other timing differences Other adjustments	30 112 - (1) 7	28 138 (6) 3 4
Current tax charge for year (note 9 (a))	490	539

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Notes (continued)

10	Tangible assets	Short leasehold improvements £'000	Plant, equipment, fixtures and fittings £'000	Total £'000
	Cost: At 30 April 2007 Additions Disposals	599 36 (6)	2,367 514	2,966 550 (6)
	At 30 April 2008	629	2,881	3,510
	Accumulated depreciation: At 30 April 2007 Charge for year Disposals	354 35	1,559 397	1,913 432
	At 30 April 2008	389	1,956	2,345
	Net book value: At 30 April 2008	240	925	1,165
	At 30 April 2007	245	808	1,053
11	Stocks		2008 £'000	2007 £'000
	Finished goods and work in progress		1,140	1,104

In the opinion of the directors, the replacement cost of stocks at 30 April 2008, is not materially different to the carrying value as stated above

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Notes (continued)

12	Debtors	2008 £'000	2007 £'000
	Amounts falling due within one year Trade debtors Amounts owed by group undertakings Prepayments and accrued income Other debtors	6,591 9,378 1,039 1,639	7,109 10,112 1,821 787
	Amounts falling due after one year Deferred tax asset (note 13)	18,647 257	19,829 167
		18,904	19,996
13	Deferred tax asset	2008 £'000	2007 £'000
	At beginning of year Credited to profit and loss account in year	167 90	167
	At end of year (note 12)	257	167
	Deferred tax asset arise as follows Timing differences	<b>257</b>	167
	At end of year	257	167
14	Creditors: amounts falling due within one year	2008 £'000	2007 £'000
	Trade creditors Amounts owed to group undertakings Other creditors Corporation tax Other taxes and social security Accruals	7,037 1,457 1,993 1,035 442 220	8,020 2,872 2,218 545 341 159
		12,184	14,155

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Notes (continued)

15	Called up share capital				2008 £'000	2007 £'000
	Authorised 1,000 ordinary shares of £1 each				1	1
	Allotted, called up and fully paid 1,000 ordinary shares of £1 each			_	1	1
16	Profit and loss account			=	2008 £'000	2007 £'000
	Profit and loss at beginning of year Profit for the year				10,983 746	10,113 870
	Profit and loss at end of year			_	11,729	10,983
17	Reconciliation of shareholders' funds and movements on reserves					
			Share capital £'000		ofit and account £'000	Total £'000
	At 1 May 2007 Total recognised gains and losses for the year		1		10,983 746	10,984 746
	At 30 April 2008		1		11,729	11,730
18	Lease commitments					
	Annual commitments under operating leases are as follows					
		Land 2008 £'000			2008 £'000	ther 2007 £'000
	Leases expiring Within one year Within two to five years After five years	- 15 693		80 485	49 89 -	35 104

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Notes (continued)

#### 19 Bank and other security

The bank loans, bank overdraft and loan notes of the ACICS Limited group are secured by way of a first debenture from certain group undertakings (including Adare International Limited) comprising a legal charge over properties owned by the group and a floating charge over all of the assets of such undertakings together with intergroup cross guarantees from certain group undertakings

#### 20 Ultimate parent undertaking

The company is a wholly owned subsidiary of Continuous Stationery Limited The company's ultimate parent undertaking is ACICS Limited Both of the above companies are incorporated in England and Wales

The only group accounts in which the results of Adare International Limited at 30 April 2008 are included is that of ACICS Limited Copies of the consolidated financial statements of ACICS Limited are filed at Companies House, Crown Way, Cardiff

#### 21 Related party transactions

In accordance with FRS 8, the company has not disclosed its transactions with other Group companies as its results are consolidated into the financial statements of its ultimate parent company which are publicly available

#### 22 Post balance sheet events

It is management's intention to transfer the trade, assets and certain liabilities of Adare Data Services Limited (formerly Adare Intellidata Limited), a fellow subsidiary undertaking, to Adare International Limited in the forthcoming year

There have been no other significant events affecting the company since 30 April 2008

#### 23 Approval of the financial statements

These financial statements were approved by the directors on 19 June 2008