# Company Registration No. 1993193

Nexus Business Media Limited (formerly Columbus Travel Publishing Limited)

**Annual Report and Financial Statements** 

31 December 2006



# Report and financial statements 2006

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## Report and financial statements 2006

## Officers and professional advisers

#### Directors

A R Salter

R P Dummett

N Thackray

P C Satchwill

#### Secretary

N Carter

#### Registered Office

Media House

Azalea Drive

Swanley

Kent

BR8 8HU

#### Bankers

Barclays Bank PLC

1st Floor

27 Soho Square

London

W1D3QR

#### Solicitors

Loosemores

Alliance House

18/19 High Street

Cardiff

CF10 1PT

Lawrence Graham

4 More London Riverside

London,

SE1 2AU

#### Auditors

Deloitte & Touche LLP

Chartered Accountants

London

### Directors' report

The directors present their annual report and the audited financial statements for the year ended 31 December 2006

#### Principal activity and review of the business

The principal activity of the company during 2006 was the publishing of travel reference books

As part of a reorganisation of the group of companies ultimately owned by Columbus Travel Publishing Limited (formerly Nexus Holdings Limited) the assets and liabilities of the fellow subsidiaries of Columbus Travel Publishing Limited (formerly Nexus Holdings Limited), which is the parent company of Nexus Business Media Limited (formerly Columbus Travel Publishing Limited) were transferred to Nexus Business Media Limited on 31 December 2006 All of these assets and liabilities were transferred at book value

The directors will continue to develop the activities of the enlarged company and seek new opportunities when they arise

#### **Key Performance Indicators**

The significant KPIs for the company were the profit on ordinary activities after taxation result and turnover growth. Although the second KPI demonstrated an 11% reduction in turnover, there was a significant improvement in the profit after taxation trading result in 2006.

#### Financial risk disclosure

The Company is exposed to price risk, including market currency and interest risk, along with credit liquidity and cash flow risk. The Company has adopted risk management policies that seek to mitigate these risks in a cost-effective manner.

Financial assets that expose the Company to financial risk consist principally of cash, trade receivables and other receivables. Financial liabilities that expose the Company to financial risk consist principally of trade payables and other payables. The financial risks associated with these financial instruments are considered minimal.

#### Foreign exchange risk

The directors are of the view that the Company is not exposed to any significant foreign exchange risk

#### Interest rate risk

Interest bearing financial assets and liabilities are all short term. Hence with the current interest rate level any future variations in interest rates will not have a material impact on net profit.

#### Credit risk

The Company places its cash with creditworthy institutions. The Company performs ongoing credit evaluation of its customers' financial condition. The carrying amounts of cash, trade receivables and other receivables represent the maximum credit risk that the Company is exposed to. The trade receivables are distributed in such a manner that the concentration of credit risk is not considered extraordinary.

### Directors' report

#### Financial risk disclosure (continued)

Liquidity risk

The Company is dependent on its related company for continued financial support and the Directors are satisfied that the financial support will be available when required

Fair value of financial assets and financial liabilities

The carrying amounts of cash and bank balances, trade and other current receivables and payables approximate their respective fair values due to the relatively short term maturing of the financial instruments

#### Results and dividends

The profit for the year after taxation amounted to £24,682 (2005 Loss £916,102)

The Board does not recommend the payment of a dividend (2005 £nil)

#### Change of name

On 22 December 2006 the company changed its name to Nexus Business Media Limited

#### **Future prospects**

The directors will continue to develop the company's business

#### Directors and their interests

The directors who held office throughout the year, except as noted, were as follows

A R Salter

R P Dummett

N Thackray

(appointed 23 May 2006)

P C Satchwill

(appointed 23 May 2006)

#### Auditors

Each of the directors at the date of approval of this report confirms that

- (1) so far as the director is aware, there is no relevant audit information of which the company's auditors are unaware and,
- (2) the director has taken all the steps that he/she ought to have taken as a director to make himself/herself aware of any relevant audit information and to establish that the company's auditors are aware of that information

This confirmation is given and should be interpreted in accordance with the provisions of s234ZA of the Companies Act 1985

# Directors' report

#### Reappointment

In the interests of shareholders, the company intends to put its audit out to tender and a resolution to appoint an auditor will be proposed at the forthcoming Annual General Meeting

Approved by the Board of Directors and signed on behalf of the Board

P C Satchwill

Director

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### Statement of directors' responsibilities

The directors are responsible for preparing the Annual 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) 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 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 judgments and estimates that are reasonable and prudent,
- · state whether applicable UK Accounting Standards have been followed, 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 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.

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the company's website Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions

## Independent auditors' report to the members of Nexus Business Media Limited (formerly Columbus Travel Publishing Limited)

We have audited the financial statements of Nexus Business Media Limited (formerly Columbus Travel Publishing Limited) for the year ended 31 December 2006, which comprise the profit and loss account, the balance sheet and the related notes 1 to 23 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 auditors' 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 auditors

The directors' responsibilities for preparing the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) are set out in the Statement of Directors' Responsibilities

Our responsibility is to audit the financial statements in accordance with relevant United Kingdom 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 information given in the Directors' Report is consistent with the financial statements.

In addition we report to you if, in our opinion, 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 the implications for our report if we become aware of any apparent misstatements within it

#### 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.

## Independent auditors' report to the members of Nexus Business Media Limited (formerly Columbus Travel Publishing Limited) (continued)

#### Opinion

In our opinion

- the financial statements give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the company's affairs as at 31 December 2006 and of its profit for the year then ended, and
- the financial statements have been properly prepared in accordance with the Companies Act 1985
- the directors' report is consistent with the financial statements

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Deloitte & Touche LLP
Chartered Accountants and Registered Auditors
London

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## Profit and loss account Year ended 31 December 2006

	Notes	2006 £	2005 £
Turnover	2	1,716,488	1,930,140
Cost of sales		(1,180,291)	(1,199,714)
Gross profit		536,197	730,426
Other administrative expenses		(674,555)	(1,187,403)
Exceptional item	3	163,040	(637,407)
Total administrative expenses		(511,515)	(1,824,810)
Operating profit/(loss)		24,682	(1,094,384)
Interest receivable and similar income			
Profit/(loss) on ordinary activities before taxation	3	24,682	(1,094,384)
Tax (charge)/credit on profit/(loss) on ordinary activities	5		178,282
Profit/(loss) on ordinary activities after taxation and retained profit/(loss) for the year transferred to/(from)		_	
reserves	13	24,682	(916,102)

All results are derived from continuing activities

The company has no recognised gains or losses other than the loss for the financial year, as shown above and consequently no statement of recognised gains and losses is presented

A reconciliation of shareholders' funds and movements on reserves is shown in note 13

# Balance sheet 31 December 2006

	Note	2006 £	2005 £
Fixed assets			
Intangible assets	7	5,729,856	-
Tangible assets	6	2,313,904	
		8,043,760	-
Current assets			
Stocks	8	192,623	110,325
Debtors	9	2,119,620	708,803
Cash at bank and in hand		1,458,382	181,480
		3,770,625	1,000,608
Creditors: amounts falling due			
within one year	10	(11,859,418)	(432,916)
Net current habilities		(8,088,793)	567,692
Provisions for Liabilities	18		(637,407)
Total assets less current liabilities being net			
assets/(liabilities)		(45,033)	(69,715)
Capital and reserves			
Called up share capital	12	50,000	50,000
Profit and loss account	13	(95,033)	(119,715)
Total shareholders' funds/(deficit)		(45,033)	(69,715)

These financial statements were approved by the Board of Directors on 31 2007
Signed on behalf of the Board of Directors

P C Satchwill Director

P.C.Sathill

# Notes to the accounts Year ended 31 December 2006

#### 1. Statement of accounting policies

The financial statements are prepared in accordance with applicable United Kingdom accounting standards

The following accounting policies have been applied consistently throughout the year and the preceding year

The company's highest UK parent, Nexus Holdings Limited (formerly known as Lampcycle Limited) has prepared consolidated accounts

The company has taken advantage of the exemption from S228 to prepare consolidated accounts because the company's highest UK parent, Nexus Holdings Limited (formerly Lampcycle Limited), has prepared consolidated accounts in accordance with United Kingdom accounting standards

Under Financial Reporting Standard 1 (revised) the company is exempt from the requirement to prepare a cash flow statement on the grounds that its ultimate parent, Nexus Holdings Limited (formerly known as Lampcycle Limited) includes the cashflows of the company in its own published consolidated financial statements

#### Turnover

Turnover represents the amounts derived from the provision of goods and services which fall within the company's ordinary activities, stated net of value added tax

Book sales and advertising revenues are recognised on the despatch date of the relevant business publication

Subscription revenue is recognised over the period of the subscription

Internet revenue is recognised over the period of the contract or on a "click through" basis dependent on the contract terms

#### Tangible fixed assets

Tangible fixed assets are shown at cost less depreciation and any provision for impairment

Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its estimated useful life as follows

Freehold buildings 2 5% per annum on a straight-line basis

Freehold land

Leasehold improvements 10% per annum on a straight-line basis or life of lease

Computer equipment 25% per annum on a straight-line basis
Office equipment 10% per annum on a straight-line basis

#### Intangible assets

Acquired publishing rights, which have a definite life are recorded at cost in the balance sheet and amortised over their estimated useful economic life less a provision for any impairment. The directors consider the economic life of some intangible assets to be indefinite and consequently no charge is made to the profit and loss account. The directors perform an annual review of carrying values and provision is made, where appropriate, for any impairment in value. Internally developed titles are not recognised in the balance sheet

#### Stocks

Stocks are stated at the lower of cost and net realisable value

#### Foreign currencies

Transactions in foreign currencies are recorded at the rate of exchange at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate ruling at the balance sheet date. Any gains or losses on the retranslation of these balances are taken to the profit and loss account.

### Notes to the accounts Year ended 31 December 2006

#### 1. Accounting policies (continued)

#### Taxation

Corporation tax is provided on the taxable profit at the current rate

Deferred tax is recognised in respect of all timing differences where transactions that result in an obligation to pay more tax in the future or a right to pay less tax in the future have occurred at the balance sheet date. A net deferred tax asset is regarded as recoverable and therefore recognised when, on the basis of all available evidence, it is likely that there will be suitable taxable profits from which the reversal of the timing differences can be deducted. Deferred tax assets are not discounted

#### Pension costs

Pensions are provided to certain employees through defined contribution schemes and the group has a stakeholder pension scheme available to employees. The assets of the funded defined contribution schemes are held independently of the parent company by insurance companies.

The amount charged to the profit and loss account is the amount of contributions payable in the period. The company does not operate any defined benefit schemes

#### 2. Segment information

Turnover is analysed as follows

	£	£
Geographical market – destination: United Kingdom Rest of Europe Other markets	747,374 438,583 530,531	840,399 493,174 596,567
	1,716,488	1,930,140

Turnover is derived from the company's principal activity

#### 3. Profit/(loss) on ordinary activities before taxation

Profit/(loss) on ordinary activities before taxation is stated after charging (crediting)

	2006 £	2005 £
Auditors remuneration		
Audit fees	11,736	6,568
Exceptional items		
Exceptional property lease provision (reversal)/costs	(341,980)	637,407
Restructuring costs	106,530	-
Write off excess stocks	72,410	-
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The cost of the auditors' remuneration was borne by a fellow group company in 2005

2006

2005

### Notes to the accounts Year ended 31 December 2006

#### 4. Staff numbers and costs

No.
12
11
1
24
£
1,724
5,656
1,290
8,670
•

In 2006 administration staff were employed by another group company and associated costs have been recharged to companies within the group

The directors received total emoluments of £551,277 (2005, £187,120) from another group company in the year

It is not practicable to allocate the director's total emoluments across the other group companies

In addition, one director is accruing benefits under the Nexus Commercial Media Limited group pension scheme, which is a defined contribution scheme, in respect of their services to the ten group companies

### Notes to the accounts Year ended 31 December 2006

#### 5. Tax charge/(credit) on profit/(loss) on ordinary activities

The tax charge/(credit) is based on the profit/(loss) for the year and comprises

	2006 £	2005 £
UK corporation tax at 30% (2005 30%)		-
Group relief	-	(252,567)
Foreign taxation	-	6,170
Adjustment in respect of prior years		12,887
Total current charge/(credit)	-	(233,510)
Deferred tax charge on losses for the year		
Transferred at acquisition	-	55,228
Total deferred tax charge	-	55,228
Charge/(credit) for the year		(178,282)
The tax credit is higher/(lower) than the standard rate of corporation tax in the UK explained below	of 30% The d	ifferences are
Profit/(loss) on ordinary activities before tax	24,682	(1,094,384)
Tax on profit/(loss) on ordinary activities at standard rate of		
corporation at 30% (2005 30%)	7,405	(328,315)
Expenses not deductible for tax purposes	627	191
Capital allowances for year in excess of depreciation and other timing differences	_	_
Utilisation of brought forward losses/unutilised losses	(8,032)	75,557
Foreign taxation	•	6,170
Adjustment in respect of prior years	-	12,887
Company current tax charge/(credit) for period		(233,510)

A deferred tax asset has not been recognised in respect of tax losses as there is insufficient evidence that the asset will be recovered. The amount of the asset not recognised is £76,289.

Further to this, a deferred tax asset of £20,273 in relation to timing differences on fixed assets had not been recognised as there is insufficient evidence that the asset will be recovered

## Notes to the accounts Year ended 31 December 2006

#### 6. Tangible fixed assets

	Freehold land and buildings £	Furniture and equipment £	Computer equipment	Total £
Cost				
At 1 January 2006		-	250.056	2 000 500
Transfers	2,266,699	510,934	250,956	3,028,589
At 31 December 2006	2,266,699	510,934	250,956	3,028,589
Accumulated depreciation				
At 1 January 2006	-	•	-	-
Charge for the year	-	-	<u>-</u>	
Transfers	283,265	319,473	111,947	714,685
At 31 December 2006	283,265	319,473	111,947	714,685
Net book value				
At 31 December 2006	1,983,434	191,461	139,009	2,313,904
At 31 December 2005		•	-	-

### 7. Intangible fixed assets

C C C C C C C C C C C C C C C C C C C	Publishing Rights £
Cost	24.602
At 1 January 2006	24,682
Transfers	5,729,856
At 31 December 2006	5,754,538
Accumulated depreciation	24 (92
At 1 January 2006	24,682
At 31 December 2006	24,682
Net book value	
At 31 December 2006	5,729,856
At 31 December 2005	-

## Notes to the accounts Year ended 31 December 2006

8.	Stocks		
		2006 £	2005 £
	Finished goods and goods for resale	192,623	110,325
	There is no material difference between the balance sheet value of stocks and their	replacement cos	t
9	Debtors		
		2006	2005
		£	£
	Amounts falling due within one year:	1,548,630	318,990
	Trade debtors	1,546,030	252,567
	Group relief Other debtors	55,361	3,766
	Prepayments and accrued income	365,883	133,480
	Amounts due from group undertakings	149,746	-
		2,119,620	708,803
10	C. La company of Salling due within any year		
10.	Creditors: amounts falling due within one year		
		2006 £	2005 £
	Trade creditors	1,239,181	_
	Amounts due to group undertakings	7,653,421	377,309
	Group relief	•	-
	Other creditors	272,974	10,519
	Accruals and deferred income	2,693,842	45,088
		11,859,418	432,916

## Notes to the accounts Year ended 31 December 2006

11.	Deferred tax	2006	2005
		£	£
	Capital allowances in excess of depreciation		
		-	
	The movement during the year was		
	Balance at beginning of year Transferred at acquisition	-	55,228 (55,228)
	Balance at end of year	-	-
12	Called up share capital		
	•	2006	2005
	Authorised, allotted, called up and fully paid	£	£
	50,000 ordinary shares of £1 each	50,000	50,000
13.	Called up share capital		
13.	Caned up share capital	2006	2005
	Authorised, allotted, called up and fully paid	£	£
	50,000 ordinary shares of £1 each	50,000	50,000
14.	Called up share capital	2006	2005
		£	£
	Authorised, allotted, called up and fully paid 50,000 ordinary shares of £1 each	50,000	50,000

### Notes to the accounts Year ended 31 December 2006

#### 15. Called up share capital

			2006 £	2005 £
	Authorised, allotted, called up and fully paid 50,000 ordinary shares of £1 each		50,000	50,000
16.	Reconciliation of shareholders' funds and movements on reserves			
		Called up share capital £	Profit and loss account £	Total £
	At 1 January 2006 Retained profit for the year	50,000	(119,715) 24,682	(69,715) 24,682
	At 31 December 2006	50,000	(95,033)	(45,033)

#### 17. Lease commitment

Annual commitments under non-cancellable operating leases are as follows

	Land and	Land and buildings	
	2006	2005	
	£	£	
Operating leases which expire			
Within one year	-	637,407	
Between two and five years	-	-	
	<del></del>		

The lease commitments include a provision for dilapidation costs on the termination of the lease and the full commitment has been provided for in full at 31 December 2005 (see note 3)

#### 18. Contingent liabilities

The company provided a cross guarantee and legal charge over its assets as security for the £2million net overdraft facility provided by Barclays to Nexus Media Communications Limited This facility expired on 10 March 2006, was never drawn down and was not renewed

#### 19. Related party disclosures

The Company has taken advantage of the exemption in paragraph 17 of FRS 8 Related Party Disclosures not to disclose transactions with entities that are part of the group or investees of the group qualifying as related parties

# Notes to the accounts Year ended 31 December 2006

### 20. Ultimate parent company and controlling party

The parent undertaking of the company is Nexus Holdings Limited (formerly Columbus Travel Publishing Limited), a company incorporated in Great Britain

The parent undertaking of the smallest group, which includes the company and for which group financial statements are prepared is Nexus Holdings Limited (formerly Lampcycyle Limited)

The ultimate parent company is Ergo Science Corporation, a company incorporated in the USA

#### 21. Provision for Liabilities

	Dilapidation for onerous lease £
At 1 January 2006	637,407
Paid during the year	(295,427)
Released in the year	(341,980)
At 31 December 2006	

#### 22 Post Balance Sheet Event

On 2<sup>nd</sup> February 2007, Nexus Business Media Limited sold assets with a carrying value of £276,705 on the balance sheet as at 31 December 2006 for a cash consideration of £550,000

## Notes to the accounts Year ended 31 December 2006

#### 23 Acquisition of Trade and Net Assets

On 31 December 2006, the trade and net assets apart from amounts owed to/from group undertakings of Nexus Business Communications Limited, Nexus Business Limited, Harpers Wine and Spirits Limited, Nexus Commercial Media Limited and Nexus Media Communications Limited were sold to Nexus Business Media Limited at fair value via an intercompany transfer

	Nexus Business Communciations Ltd £	Nexus Business Media Ltd £	Harpers Wines and Spirits Ltd £	Nexus Commercial Media Ltd £	Nexus Media Communications Ltd £
Tangible fixed assets Intangible fixed assets Debtors Creditors	802 2,428,297 816,229 (733,373)	238,280	446,795 83,691 (261,959)	313,102 2,616,484 2,242,684 (3,116,775)	2,000,000
Fair value of net assets acquired	2,511,955	238,280	268,527	2,055,495	2,000,000
At 31 December 2006	2,511,955	238,280	268,527	2,055,495	2,000,000