# REPORT OF THE DIRECTORS AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST DECEMBER 2009

<u>FOR</u>

HEADSTRONG (UK) LTD

FRIDAY

24/09/2010 COMPANIES HOUSE

139

# CONTENTS OF THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST DECEMBER 2009

	Page
Company Information	1
Report of the Directors	2
Report of the Independent Auditors	4
Profit and Loss Account	5
Balance Sheet	6
Cash Flow Statement	7
Notes to the Cash Flow Statement	8
Notes to the Financial Statements	9
Trading and Profit and Loss Account	14

# COMPANY INFORMATION FOR THE YEAR ENDED 31ST DECEMBER 2009

DIRECTORS.

A Malhotra A Mehra A Valbrune B Singh S Sahai

SECRETARY:

A Valbrune

REGISTERED OFFICE

c/o Butler & Co Walmar House 288-292 Regent Street London

W1B 3AL

REGISTERED NUMBER.

2582346

SENIOR STATUTORY

AUDITOR.

Sanjeev Phadke

AUDITORS:

Butler & Co

Chartered Accountants & Registered Auditors 3rd Floor Walmar House 288-292 Regent Street

London WIB 3AL

# REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31ST DECEMBER 2009

The directors present their report with the financial statements of the company for the year ended 31st December 2009

### PRINCIPAL ACTIVITY

The main activity of the company is to provide computer systems development services and the supply of information technology products

### **REVIEW OF BUSINESS**

The results for the year and financial position of the company are as shown in the annexed financial statements

#### DIVIDENDS

No dividends will be distributed for the year ended 31st December 2009

#### **FUTURE DEVELOPMENTS**

The directors anticipate increasing the resources available to the company in order to take advantage of the improvements in the trading environment

#### DIRECTORS

The directors shown below have held office during the whole of the period from 1st January 2009 to the date of this report

- A Malhotra
- A Mehra
- A Valbrune
- B Singh

Other changes in directors holding office are as follows

S Sahai - appointed 2nd February 2009

# POLITICAL AND CHARITABLE CONTRIBUTIONS

The company made a non-political donation of £1,000 during the year

### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Report of the Directors 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 then apply them consistently,
- make judgements and accounting estimates that are reasonable and prudent,
- 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.

### REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31ST DECEMBER 2009

### STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information

The auditors, Butler & Co, will be proposed for re-appointment at the forthcoming Annual General Meeting

ON BEHALF OF THE BOARD

Director - Mr A

Date

20/01/2010

### REPORT OF THE INDEPENDENT AUDITORS TO THE SHAREHOLDERS OF **HEADSTRONG (UK) LTD**

We have audited the financial statements of Headstrong (UK) Ltd for the year ended 31st December 2009 on pages five to thirteen. 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 a Report of the Auditors 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

As explained more fully in the Statement of Directors' Responsibilities set out on page two, 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 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 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

### Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 31st December 2009 and of its profit for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accounting Practice, and
- 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 Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements

### 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

- 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

Sanjeev Phadke (Senior Statutory Auditor) for and on behalf of Butler & Co Chartered Accountants & Registered Auditors

3rd Floor Walmar House 288-292 Regent Street

London W1B 3AL

Date 20 September 2010

# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31ST DECEMBER 2009

	Notes	2009 £	2008 £
TURNOVER	2	8,783,231	8,679,317
Cost of sales		6,252,767	6,107,804
GROSS PROFIT		2,530,464	2,571,513
Administrative expenses		1,573,785	2,031,614
		956,679	539,899
Other operating income		<u> </u>	21,854
OPERATING PROFIT	4	956,679	561,753
Interest receivable and similar income		397	10,827
PROFIT ON ORDINARY ACTIVITE BEFORE TAXATION	ES	957,076	572,580
Tax on profit on ordinary activities	5	1,172	3,534
PROFIT FOR THE FINANCIAL YEARTER TAXATION	AR	955,904	569,046

# **CONTINUING OPERATIONS**

None of the company's activities were acquired or discontinued during the current year or previous year

# TOTAL RECOGNISED GAINS AND LOSSES

The company has no recognised gains or losses other than the profits for the current year or previous year

The notes form part of these financial statements

# BALANCE SHEET 31ST DECEMBER 2009

		200	9	200	)8
	Notes	£	£	£	£
FIXED ASSETS					
Tangible assets	6		87,566		118,629
CURRENT ASSETS					
Debtors	7	2,927,479		1,752,254	
Cash at bank		713,197		1,371,352	
		3,640,676		3 123,606	
CREDITORS					
Amounts falling due within one year	8	1,811,331		2,281,228	
NET CURRENT ASSETS			1,829,345		842,378
TOTAL ASSETS LESS CURRENT L	IABILITIES		1,916,911		961,007
CAPITAL AND RESERVES					
Called up share capital	10		104		104
Share premium	11		<b>6,47</b> 6,788		6,476,788
Profit and loss account	11		(4,559,981)		(5,515,885)
SHAREHOLDERS' FUNDS	15		1,916,911		961,007
			20/19/20	NO.	

The financial statements were approved by the Board of Directors on 2000 2010 its behalf by

and were signed on

# CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST DECEMBER 2009

	Notes	2009 £	2008 £
Net cash (outflow)/inflow	Notes	L	~
from operating activities	i	(659,938)	987,155
Returns on investments and			
servicing of finance	2	397	10,827
Taxation		(3,247)	(2,601)
Capital expenditure	2	4,633	(210,808)
(Decrease)/Increase in cash in the	period	(658,155)	784,573
Reconciliation of net cash flow	3		
		(650 155)	794 572
(Decrease)/Increase in cash in the pe	πod	(658,155)	784,573 
Change in net funds resulting		(540.440)	
from cash flows		(658,155)	784,573
Movement in net funds in the period	od	(658,155)	784,573
Net funds at 1st January		1,371,352	586,779
Net funds at 31st December		713,197	1,371,352

The notes form part of these financial statements

2

# NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST DECEMBER 2009

# RECONCILIATION OF OPERATING PROFIT TO NET CASH (OUTFLOW)/INFLOW FROM OPERATING ACTIVITIES

	2009 £	2008 £
Operating profit	956,679	561,753
Depreciation charges	26,053	92,179
Loss on disposal of fixed assets	, <u>.</u>	930
Amounts owed to group undertakings	(773,050)	642,365
Increase in debtors	(1,060,836)	(306,887)
Increase/(Decrease) in creditors	191,216	(3,185)
Net cash (outflow)/inflow from operating activities	(659,938)	987,155
	2009 £	2008 £
Returns on investments and servicing of finance Interest received	397	10,827
Net cash inflow for returns on investments and servicing of finance	397	10,827
		<del></del>
Capital expenditure		
Purchase of tangible fixed assets	(2,170)	(210,808)
Sale of tangible fixed assets	6,803	
Net cash inflow/(outflow) for capital expenditure	4,633	(210,808)

# 3 ANALYSIS OF CHANGES IN NET FUNDS

	At 1/1/09 £	Cash flow £	At 31/12/09 £
Net cash Cash at bank	1,371,352	(658,155)	713,197
	1,371,352	(658,155)	713,197
Total	1,371,352	(658,155)	713,197

The notes form part of these financial statements

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST DECEMBER 2009

### 1 ACCOUNTING POLICIES

### Accounting convention

The financial statements have been prepared under the historical cost convention

#### Turnove

Turnover represents the invoiced value of consultancy service during the year, excluding value added taxes

### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life

Improvement to property - 20%
Computers - 33 33 %
Fixtures & fittings - 20%
Plant & Machinery - 20%

In line with group policy, assets costing less than USD 5,000 are fully depreciated in the year of acquisition

#### Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date

### Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

### 2 TURNOVER

The turnover and profit before taxation are attributable to the one principal activity of the company

An analysis of turnover by geographical market is given below

		2009 £	2008 £
	UK	7,551,420	7,562,966
	North America	1,231,811	1,116,351
		8,783,231	8,679,317
3	STAFF COSTS	2000	2000
		2009 £	2008
	Wages and salarnes	4,115,101	4,558,729
	Social security costs	377,630	358,322
		4,492,731	4,917,051

5

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31ST DECEMBER 2009

3	STAFF COSTS - continued

The average monthly number of employees during the year was as follows	2009	2008
Consulting	65	73
Sales and Support staff	11	12
	<del>76</del>	<del>===</del>
No emoluments were paid to the directors during the year		
OPERATING PROFIT		
The operating profit is stated after charging/(crediting)		
	2009	2008
	£	£
Depreciation - owned assets	26,430	92,179 930
Loss on disposal of fixed assets Auditors' remuneration	18,510	12,348
Foreign exchange differences	(31,705)	135,109
Directors' remuneration	_	_
TAXATION		
Analysis of the tax charge		
The tax charge on the profit on ordinary activities for the year was as follows	2000	2008
	2009 £	2008 £
Current tax		
UK corporation tax	1,172	3,534
Tay on profit on ordinary activaties	1,172	3,534
Tax on profit on ordinary activities	1,1/4	

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31ST DECEMBER 2009

Ď	TANGIBLE FIXED ASSE	15				
		Improvements		Fixtures		
		to	Plant and	and	Computer	
		property	machinery	fittings	equipment	Totals
		£	£	£	£	£
	COST					
	At 1st January 2009	117,229	4,288	55,729	33,562	210,808
	Additions	2,170	-	-	•	2,170
	Disposals	(7,180)	<u></u>			(7,180)
	At 31st December 2009	112,219	4,288	55,729	33,562	205,798
	DEPRECIATION					
	At 1st January 2009	18,225	19	47,602	26,333	92,179
	Charge for year	20,967	844	1,633	2,986	26,430
	Eliminated on disposal	(377)	-	•	-	(377)
	At 31st December 2009	38,815	863	49,235	29,319	118,232
	NET BOOK VALUE	<del></del>				
	At 31st December 2009	73,404	3,425	6,494	4,243	87,566
	At 31st December 2008	99,004	4,269	8,127	7,229	118,629
7	DEBTORS: AMOUNTS FA	ALLING DUE WIT	THIN ONE YEA	R	2009 £	2008 £
	Trade debtors				1,144,974	928,411
	Amounts owed by group und	lertakınas			146,470	32,081
	Other debtors	icitakings			84,262	127,033
	Prepayments and accrued inc	ome			1,551,773	664,729
					2,927,479	1,752,254
8	CREDITORS: AMOUNTS	FALLING DUE V	VITHIN ONE Y	EAR		
					2009	2008
					£	£
	Trade creditors				459,894	512,407
	Amounts owed to group und	lertakıngs			711,465	1,370,503
	Tax				90	2,165
	Social security and other taxe	es			65	2,312
	Other creditors				30,056	-
	Accruals and deferred incom	e			609,761	393,841
					1811,331	2 281,228
					<del></del>	<del></del>

### NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31ST DECEMBER 2009

### 9 OPERATING LEASE COMMITMENTS

The following operating lease payments are committed to be paid within one year

				Land and buildings	
				2009 £	2008 £
	Expiring Between one a	nd five years		119,050	119,050
10	CALLED UP	SHARE CAPITAL			
	Allotted issue	d and fully paid			
	Number	Class	Nominal	2009	2008
	•••	0.1	value	£	£
	104	Ordinary	£l	104	104
11	RESERVES				
			Profit		
			and loss	Share	T-+-1-
			account £	premium £	Totals £
	At 1st January	2009	(5,515,885)	6,476,788	960,903
	Profit for the y		955,904		955,904
	At 31st Decem	iber 2009	(4,559,981)	6,476,788	1,916,807

# 12 ULTIMATE PARENT COMPANY

The company's immediate parent undertaking is Headstrong Worldwide Limited registered in UK

The company's ultimate parent undertaking is Headstrong Corporation, which is incorporated in the USA registered at 4035 Ridge Top Road, Suite 300 Fairfax, Virginia 22030, USA

### 13 OTHER FINANCIAL COMMITMENTS

The company created a Rent Deposit Deed dated 13 October 2008, to secure £ 69,941 due or becoming due from the company to the lessor of the company premises

# 14 RELATED PARTY DISCLOSURES

The company has taken advantage of the exemption granted by Financial Reporting Standard No 8 not to disclose related party transactions with other members of Headstrong Corporation group of companies

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31ST DECEMBER 2009

# 15 RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

Profit for the financial year	2009 £ 955,904	2008 £ 569,046
Net addition to shareholders' funds	955,904	569,046
Opening shareholders' funds	961,007	391,961
Closing shareholders' funds	1,916,911	961,007