Company Registration Number 02935593

MITIE PROPERTY SERVICES (UK) LIMITED

Report and Financial Statements

31 March 2010

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# REPORT AND FINANCIAL STATEMENTS 2010

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## OFFICERS AND PROFESSIONAL ADVISERS

## **DIRECTORS**

S C Baxter

C Boath

A M Dawson

R McGregor-Smith

A J Morton

P F Noble

J Ridley

W Robson

MITIE Administration 1 (appointed 27 April 2009)

MITIE Administration 2 (appointed 27 April 2009)

## **SECRETARY**

MITIE Company Secretarial Services Limited

# **REGISTERED OFFICE**

8 Monarch Court The Brooms Emersons Green Bristol BS16 7FH

# **BANKERS**

HSBC Bank plc 49 Corn Street Bristol BS99 7PP

## **AUDITORS**

Deloitte LLP Bristol

### DIRECTORS' REPORT

The directors present their annual report and audited financial statements for the year ended 31 March 2010

### DIRECTORS' RESPONSIBILITIES STATEMENT

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). 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,
- 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 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.

# PRINCIPAL ACTIVITY AND REVIEW OF THE BUSINESS

The company is a subsidiary of MITIE Group PLC (the 'Group') The company provides comprehensive property maintenance and refurbishment painting and decorating and new house fit-out services to the commercial industrial and public sectors throughout the United Kingdom

During the year the company increased its turnover only marginally compared to the previous year as a result of the current economic conditions. Through close control of costs the company achieved a gross profit margin of 26% compared to 24% in the previous year and the directors are confident that the business will continue to grow in the forthcoming year.

The balance sheet on page 7 of the financial statements shows that the company's financial position at the year end has, in both net asset and cash terms, improved compared with the prior year

The Group manages its operations on a divisional basis. For this reason, the company's directors do not believe further key performance indicators are necessary for an appropriate understanding of the performance and position of the business. The performance of the Group's divisions is discussed in the Group's annual report which does not form part of this report.

### **DIVIDENDS**

Dividends of £1 74 (2009 £1 64) per A ordinary share and £1 74 (2009 £1 64) per B ordinary share were approved and paid in the year

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

### PRINCIPAL RISKS AND UNCERTAINTIES

Loss of key customers is a key risk to the business. The company manages this risk by developing and maintaining strong relationships with these customers.

Group risks are discussed in the Group's annual report which does not form part of this report

### **GOING CONCERN**

The directors have considered the forecast and budgeted profit and associated cash flows for the coming five years. The directors have also considered the facilities available to the entity and believe that they can operate within the facilities available for the period of the cash flow forecast. Accordingly, the directors consider it is appropriate to adopt the going concern basis in the preparation of the company s financial statements.

### FINANCIAL RISK MANAGEMENT

The directors have reviewed the financial risk management objectives and policies of the company. The directors do not believe there to be significant risks in this area. The company does not enter into any hedging instruments, as there are not believed to be any material exposures. It does not enter into any financial instruments for speculative purposes.

Appropriate trade terms are negotiated with suppliers and customers. Management reviews these terms and the relationships with suppliers and customers and manages any exposure on normal trade terms. The company prepares regular forecasts of cash flow and liquidity and any requirement for additional funding is managed as part of the overall MITIE Group PLC financing arrangements.

### PAYMENT POLICY

The company's policy is to comply with the terms of payment agreed with a supplier. Where terms are not negotiated, the company endeavours to adhere with the supplier's standard terms. As at 31 March 2010 trade creditors, as a proportion of amounts invoiced from suppliers for the financial year, represented 57 days (2009 63 days).

### **ENVIRONMENT**

MITIE Group PLC and its subsidiaries endeavour to identify, monitor and manage the impact of their activities on the environment and are fully committed to environmental accountability and protection. The company operates in accordance with Group policies which are described in the Group's annual report which does not form part of this Report.

### **EMPLOYEES**

The company offers equal opportunities to all applicants for employment whatever their sex, race or religion. Disabled persons are considered for employment, training, career development and promotion on the basis of their aptitudes and abilities in common with all employees, providing the disability does not make the particular employment impractical or the employee unable to conform to the stringent regulations which apply to the operations of the company

The company recognises the importance of good communications and employee relationships. In each company there is a relationship between the Chief Executive of MITIE Group PLC and individual employees in the company. In these conditions, complex consultative procedures are seldom required to ensure that there is an understanding of the purpose of the business and the commercial realities of success. Employees are encouraged to become shareholders through the Savings Related Share Option Scheme

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

## **DIRECTORS**

The directors during the year and subsequently were as follows

S C Baxter

C Boath

A M Dawson

R McGregor-Smith

A J Morton

P F Noble

J Ridley

W Robson

MITIE Administration 1 (appointed 27 April 2009)

MITIE Administration 2 (appointed 27 April 2009)

## **AUDITORS**

Each of the persons who is a director 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 in order 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 \$418 of the Companies Act 2006

A resolution to reappoint Deloitte LLP as the company's auditors will be proposed at the forthcoming Annual General Meeting

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

S C Baxter Director

9 July 2010

# INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF MITIE PROPERTY SERVICES (UK) LIMITED

We have audited the financial statements of MITIE Property Services (UK) Limited for the period ended 31 March 2010 which comprise the Profit and Loss Account, the Statement of Total Recognised Gains and Losses, the Balance Sheet, the Cash Flow Statement and the related notes 1 to 23 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 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

As explained more fully in the Directors' Responsibilities Statement, 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 (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

## 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 31 March 2010 and of its profit for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted 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 Directors' Report for the financial period 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 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

Niger Momas

Nigel Thomas (Senior Statutory Auditor) for and on behalf of Deloitte LLP Chartered Accountants and Statutory Auditors Bristol, United Kingdom

9 July 2010

# PROFIT AND LOSS ACCOUNT Year ended 31 March 2010

	Note	2010 £	2009 £
TURNOVER	1	150,207,295	149,861 153
Cost of sales		(111,197,598)	(113,235,627)
GROSS PROFIT		39,009.697	36 625 526
Administrative expenses		(27,499.002)	(26,753,056)
OPERATING PROFIT	2	11,510,695	9,872,470
Gain on sale of business	3	-	1,724 382
PROFIT ON ORDINARY ACTIVITIES BEFORE INTEREST AND TAXATION		11,510,695	11,596,852
Interest receivable and similar income	4	243,075	1,143,384
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		11 753,770	12 740,236
Tax on profit on ordinary activities	5	(3,235,515)	(3,120,197)
PROFIT FOR THE FINANCIAL YEAR	12	8,518,255	9,620,039

The results for the period are wholly attributable to the continuing operations of the company

# STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES Year ended 31 March 2010

	2010 £	2009 £
Profit for the financial year Actuarial losses on defined benefit pension schemes (note 21) Deferred tax attributable to actuarial losses	8,518,255 (381,000) 106,680	9,620,039 (856,000) 239 700
Total recognised gains and losses relating to the year	8,243,935	9,003,739

## BALANCE SHEET At 31 March 2010

	Note	£	2010 £	£	2009 £
FIXED ASSETS					
Tangible assets	7		732,556		1,313 997
CURRENT ASSETS					
Stocks	8	_		151,603	
Debtors	9	32,388,492		31 329,448	
Cash at bank and in hand		23 783 216		23,218 926	
		56,171,708		54,699 977	
CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR	10	(38,885,386)		(40,235 489)	
NET CURRENT ASSETS			17 286,322		14,464,488
NET ASSETS			18,018 878		15,778,485
CAPITAL AND RESERVES					
Called up share capital	11		3,600,000		3,600 000
Profit and loss account	12		13,462,414		11,470,308
Capital contribution reserve	12		956,464		708,177
SHAREHOLDERS' FUNDS	13		18,018,878		15,778,485

The financial statements of MITIE Property Services (UK) Limited, company registration number 02935593, were approved by the board and authorised for issue on 9 July 2010

S C Baxter Director

# CASH FLOW STATEMENT Year ended 31 March 2010

	Note	£	2010 £	£	2009 £
Net cash inflow from operating activities	14		9 504 183		16 682 630
Returns on investments and servicing of finance Interest received			206,381		474,490
Taxation UK corporation tax paid			(2 815,668)		(1,958 098)
Capital expenditure Payments to acquire tangible fixed assets Receipts from disposal of tangible fixed assets		(266,516) 187 739		(368,849) 308,792	
Net cash outflow from capital expenditure			(78,777)		(60,057)
Dividends paid			(6,251 829)		(5 886,117)
Increase in cash in the year	15 & 16		564,290		9,252,848

# NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

### 1. ACCOUNTING POLICIES

The financial statements are prepared in accordance with applicable United Kingdom accounting standards. The particular accounting policies adopted, which have been applied consistently throughout the current and the prior financial year, are described below

### Accounting convention

The financial statements are prepared under the historical cost convention

### Going concern

The directors have considered the forecast and budgeted profit and associated cash flows for the coming five years. The directors have also considered the facilities available to the entity and believe that they can operate within the facilities available for the period of the cash flow forecast. Accordingly, the directors consider it is appropriate to adopt the going concern basis in the preparation of the company's financial statements.

### Turnover

Turnover represents the total value, excluding sales taxes, receivable in respect of goods and services supplied and contract work completed in the year. All turnover arises within the United Kingdom, from the company's principal activity.

### Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided on all tangible fixed assets at rates calculated to write off the cost, less estimated residual value, of each asset on a straight-line basis over its expected useful life, as follows

Plant 5 years
Motor vehicles 4 years
Office equipment 3 to 5 years
Short leasehold improvements 3 to 10 years

### **Operating leases**

Rentals paid under operating leases are charged against income on a straight-line basis over the lease term

### Long-term contracts

Amounts recoverable on long-term contracts, which are included in debtors, are stated at the net sales value of the work done less amounts receivable as progress payments on account. Excess progress payments are included in creditors as payments on account. Cumulative costs incurred net of amounts transferred to cost of sales, less provision for contingencies and anticipated future losses on contracts are included as long-term contract balances in stock.

Profit is recognised on long-term contracts if the final outcome can be assessed with reasonable certainty, by including in the profit and loss account turnover and related costs as contract activity progresses. Turnover is calculated as that proportion of the total contract value which costs incurred to date bear to total expected costs for that contract

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

### 1. ACCOUNTING POLICIES (continued)

#### Stocks

Stocks are valued at the lower of cost and net realisable value in the ordinary course of business. Cost represents purchase cost on a last-in, first-out basis. Net realisable value is based on estimated selling price less cost to sell.

### Tax

Current tax is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date

Deferred tax is provided in full on timing differences that result in an obligation at the balance sheet date to pay more tax or a right to pay less tax at a future date at rates expected to apply when they crystallise based on current tax rates and law. Timing differences arise from the inclusion of items of income and expenditure in taxation computations in periods different from those in which they are included in the financial statements. Deferred tax is not provided on timing differences arising from the revaluation of fixed assets where there is no commitment to sell the asset, or on unremitted earnings of subsidiaries and associates where there is no commitment to remit these earnings. Deferred tax assets are recognised to the extent that it is regarded as more likely than not that they will be recovered. Deferred tax assets and liabilities are not discounted.

### Pension costs

The company participates in the MITIE Group PLC pension scheme. This is a defined benefit multi-employer scheme, the assets and liabilities of which are held independently from the group. For the purposes of Financial Reporting Standard 17 ('Retirement Benefits'), the company has been unable to identify its share of the underlying assets and liabilities in the main group scheme on a consistent and reasonable basis. Therefore the company is accounting for contributions to this scheme as if it were a defined contribution scheme

For defined contribution schemes the amount charged to the profit and loss account is the contributions payable in the year

Where the company can separately identify its share of the underlying assets and liabilities of any defined benefit schemes to which it contributes, the company accounts for these schemes as required by FRS 17 with the cost of providing benefits determined using the Projected Unit Credit Method based on actuarial valuations carried out at each balance sheet date. Actuarial gains and losses are recognised in full in the period in which they occur. They are recognised outside the profit and loss account and presented in the statement of total recognised gains and losses. Past service cost is recognised immediately to the extent that the benefits are already vested, and otherwise is amortised on a straight-line basis over the average period until the benefits become vested.

The retirement benefit obligation recognised in the balance sheet represents the present value of the defined benefit obligation as adjusted for unrecognised past service cost and as reduced by the fair value of scheme assets. Any asset resulting from this calculation is limited to past service cost, plus the present value of available refunds and reductions in future contributions to the plan. Where the scheme is fully funded no asset or hability is recognised in the balance sheet.

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

## 1 ACCOUNTING POLICIES (continued)

## Share-based payments

The company participates in a number of MITIE Group PLC executive and employee share option schemes. For all grants of share options, the fair value as at the date of grant is calculated using the Black-Scholes model and the corresponding expense is recognised on a straight-line basis over the vesting period based on the company's estimate of shares that will actually vest

### 2. OPERATING PROFIT

2010	2009
£	£
704,300	929,479
527,422	533 882
41,000	39,000
(44,081)	(140,149)
	704,300 527,422 41,000

### 3. GAIN ON SALE OF BUSINESS

On 1 April 2008 the company transferred the trade and assets of its roofing business to MITIE Tilley Roofing Limited for total consideration of £4 79 million generating a gain on disposal of £1 72 million for the company. The consideration was settled through the intercompany accounts settlement process with MITIE Tilley Roofing Limited and so no cash was received in respect of the sale during the prior year.

4.	INTEREST RECEIVABLE AND SIMILAR INCOME	2010 £	2009 £
	Bank interest Net return on pension scheme (note 21)	213,075 30,000	449,384 694,000
	The tetal of period brome (note 21)	243 075	1,143,384

# NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

5	TAX ON	PROFIT ON	ORDINARY	ACTIVITIES
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(a) Analysis of tax charge on ordinary activities	2010 £	2009 £
United Kingdom corporation tax at 28% (2009 28%) Adjustment in respect of prior years	3,215 790 (242 944)	2 941,302 146,242
Total current tax (note 5(b))	2,972 846	3,087,544
Deferred taxation Timing differences - origination and reversal Adjustment in respect of prior years	28 117 234,552	247 218 (214,565)
Total deferred tax (note 5(c))	262,669	32,652
Tax on profit on ordinary activities	3 235 515	3,120,197

# (b) Factors affecting tax charge in year

The tax assessed for the year differs from that resulting from applying the standard rate of corporation tax in the UK of 28% (2009-28%). The differences are as follows

	£	£
Profit on ordinary activities before tax	11,753 770	12,740,236
	£	£
Tax at 28% (2009 28%) thereon	3 291 055	3,567,266
Expenses not deductible for tax purposes	37,972	63,906
Depreciation in excess of capital allowances	26,808	57,627
Relief in respect of employee share options	(34,414)	(6,844)
Pension contribution	(106,680)	-
Other timing differences	1,049	(257,826)
Non-taxable gain	-	(482,827)
Adjustment in respect of prior years	(242,944)	146,242
Current tax charge for the year (note 5(a))	2 972 846	3,087,544

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

# 5. TAX ON PROFIT ON ORDINARY ACTIVITIES (continued)

(c) Deferred tax note		
	2010	2009
Movement in deferred taxation asset in the year	£	£
Opening balance	373,758	397 310
Charge to profit and loss account (note 5(a))	(262,669)	(32,652)
Other movements	346,548	9,100
Closing balance (note 9)	457,637	373.758
(d) Analysis of deferred tax asset	£	£
Depreciation in excess of capital allowances	227,008	223,032
Short-term timing differences	76,118	47,085
Share-based payments	145,247	94,541
Other	9,264	9,100
	457,637	373,758
	<del></del>	

# (e) Factors affecting future tax charges

The company is not aware of any factors that will materially affect the future tax charge apart from the proposed, phased reduction in corporation tax rates to 24% by 2015 which has not yet been enacted

### 6 DIVIDENDS

The dividends approved and paid in the year are as follows	2010 £	2009 £
£1 74 (2009 £1 64) per share on £1 'A' ordinary shares	1,041,972	981,020
£1 74 (2009 £1 64) per share on £1 B' ordinary shares	5,209,857	4,905,097
	6,251,829	5,886,117

# NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

## 7. TANGIBLE FIXED ASSETS

	Short leasehold improvements	Plant	Office equipment	Motor vehicles	Total
	£	£	£	£	£
Cost					
At 1 Aprıl 2009	1 796,347	134 163	1,051,589	944,368	3,926,467
Additions	171,634	2,124	92 758	-	266,516
Disposals	(15,774)	-	(54 956)	(275 464)	(346 194)
Transfers from other group companies	-	-	-	10,370	10 370
Transfers to other group companies	-	-	(477,486)	(11,822)	(489,308)
At 31 March 2010	1 952 207	136,287	611,905	667,452	3,367,851
Depreciation					
At 1 April 2009	1,006,742	67,384	743 836	794,508	2,612,470
Charge for the year	370,785	47,217	144,946	141,352	704,300
Disposals	(11,990)	-	(54 882)	(272,029)	(338,901)
Transfers from other	` ', ',		(- · ·/	(= / = ( = / /	(===,,,,,,)
group companies	-	_	_	10,370	10,370
Transfers to other group				,	
companies			(342,107)	(10,837)	(352,944)
At 31 March 2010	1,365,537	114,601	491 793	663,364	2,635,295
Net book value			<del></del>		
At 31 March 2010	586,670	21 686	120,112	4,088	732,556
At 31 March 2009	789,605	66,779	307,753	149,860	1,313,997

During the year the company has re-grouped the fixed assets to better reflect their current use. In doing so, the company has changed from fixed asset categories of plant, office equipment and motor vehicles to those shown above. Cost of £1,392,105 and accumulated depreciation of £916,089 have been represented in short leasehold improvements as opposed to plant, and cost of £404,242 and accumulated depreciation of £90 656 have been represented in short leasehold improvements as opposed to office equipment. There has been no impact on opening net book value

8.	STOCKS	2010 £	2009 £
	Finished goods	-	151,603

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

9.	DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR	2010 £	2009 £
	Trade debtors	18 551,197	22,213,087
	Amounts recoverable on contracts	10,784,741	6,387,641
	Amounts owed by group undertakings	2,261,068	2,002,934
	Other debtors	146,613	243,731
	Prepayments and accrued income	187,236	108,297
	Deferred tax asset (note 5)	457,637	373,758
		32 388 492	31,329 448

A deferred tax asset of £457,637 has been recognised at 31 March 2010 (2009 £373,758). This asset relates to depreciation in excess of capital allowances, timing differences relating to share based payment expense and other short term timing differences. The directors are of the opinion that suitable profits will be available in the periods in which these differences will reverse. The amount charged to the profit and loss account in the year was £262,669 (2009 charged £32 652).

10	CREDITORS. AMOUNTS FALLING DUE WITHIN ONE YEAR	2010 £	2009 £
	Payments on account	2,418,255	1,561 376
	Trade creditors	17,320,461	19,447,241
	Amounts owed to group undertakings	11,837,638	11 962 637
	Corporation tax	1,536,436	1,379,258
	Other taxes and social security costs	3 721 270	3,255,575
	Other creditors	436,524	492,350
	Accruals and deferred income	1,614,802	2 137 052
		38 885,386	40 235,489

# NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

11 CALLED UP SHARE	CAPITAL	2010 £	2009 £
Allotted, called uo and		(00.000	(00.000
600 000 £1 A ordinary 3,000 000 £1 B ordinar		600,000 3,000,000	600 000 3,000 000
		3 600 000	3,600,000
12. RESERVES			
		Profit and loss account £	Capital contribution reserve
At 1 April 2009 Profit for the financial ye	ear	11,470,308 8,518,255	708,177
Dividends (note 6) Net actuarial loss on pen Share-based payment ex		(6,251,829) (274,320)	248,287
At 31 March 2010		13,462,414	956,464
13 RECONCILIATION C	OF MOVEMENTS IN SHAREHOLDERS' FUNDS	2010 £	2009 £
Profit for the financial ye	ear	8,518,255	9,620 039
Dividends (note 6)		(6,251,829)	(5,886,117)
Capital Contribution		248,287	170,481
Net actuarial loss on def	ned benefit pension schemes	(274 320)	(616,300)
Net addition to sharehold	ders funds	2,240 393	3.288,103
Opening shareholders' fi		15,778,485	12,490,382
Closing shareholders' 1	unds	18,018,878	15,778,485

# NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

14	RECONCILIATION OF OPERATING PROFIT TO	O NET CASH	2010	****
	INFLOW FROM OPERATING ACTIVITIES		2010 £	2009 £
	Operating profit		11 510 695	11,596,852
	Depreciation charge		704,300	929,479
	Profit on disposal of tangible fixed assets		(44 082)	(1,864,531)
	Decrease in stocks		151,603	73,276
	(Increase)/decrease in debtors		(1,244 336)	7,265,077
	Decrease in creditors		(1,507 281)	(1,326,004)
	Share-based payment expense		248,286	170,481
	Adjustment for pension funding		(315,000)	(162 000)
	Net cash inflow from operating activities		9,504 183	16,682,630
15.	ANALYSIS OF CHANGES IN NET FUNDS	At 1 April 2009 £	Cash flows £	At 31 March 2010
	Cash at bank and in hand	23 218 926	564,290	23 783,216
16	RECONCILIATION OF NET CASH FLOW TO M IN NET FUNDS	IOVEMENT	2010 £	2009 £
	Increase in cash in the year		564,290	9 252,848
	Net funds at beginning of year		23,218,926	13,966,078
	Net funds at end of year		23,783,216	23 218,926
			<del></del>	

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

## 17. FINANCIAL COMMITMENTS

### **Operating leases**

At 31 March 2010 the company had annual commitments under non-cancellable operating leases as follows

	2010 £	2009 £
Eveney data		_
Expiry date	78.003	120 510
- within one year	78,993	128,519
- within two to five years	177,347	222 662
- after five years	287,896	223,547
	544,236	574,728
	·	

## Commitments on behalf of group undertakings

The company is party with other group undertakings to cross-guarantees of each other s bank overdrafts and loans. As at 31 March 2010, the overall commitment was £109 million (2009, £10 million)

## 18. DIRECTORS

The emoluments of the directors of the company were	2010 £	2009 £
Fees and other emoluments (excluding pension contributions but including benefits-in-kind)	302 089	408 532
Fees and emoluments disclosed above (excluding pension contributions) include amounts paid to	£	£
The highest paid director	170,411	147 265
	No.	No
The number of directors who were members of a defined benefit pension scheme	2	2

S C Baxter R McGregor-Smith and W Robson are directors of MITIE Group PLC. All disclosures relating to their emoluments, pension details and share options are disclosed in the group accounts. It is not practicable to allocate their remuneration between their services as directors of MITIE Property Services (UK) Limited and their services as directors of other group companies.

J Ridley and C Boath are directors of MITIE Property Services (UK) Limited All disclosures relating to their emoluments, pension details and share options are disclosed in MITIE Property Management Ltd accounts

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

## 19. EMPLOYEES

### Number of employees

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

	2010 No.	2009 No.
Site labour	1,561	1,280
Administration and management	384	654
	1,945	1 934
	<del> </del>	
Employment costs (including directors)	£	£
Wages and salaries	46,363,440	43 525,145
Social security costs	4,064,104	4,015,802
Other pension costs	1 999,262	1 761,277
Share-based payments (note 20)	248,287	170,481
	52 675 093	49,472,705

In respect of other pension costs, the balance only includes amounts charged to operating expenses

### 20. SHARE-BASED PAYMENTS

The company participates in the following MITIE Group PLC share option schemes

## The MITIE Group PLC 2001 Executive share option scheme

The Executive share option scheme is open to all employees. The exercise price is equal to the market value of the shares on the date of grant. The vesting period is three years. If the options remain unexercised after a period of ten years from the date of grant the options expire. Options may be forfeited if the employee leaves the Group. Before options can be exercised, the performance condition that must be satisfied is that the percentage growth in the earnings per share over a three year period must be equal or greater than 10.0% per annum compound.

## The MITIE Group PLC 2001 Savings Related share option scheme

The Savings Related share option scheme is open to all employees. The exercise price is not less than 80 0% of the market value of the shares on the day preceding the date on which invitations to participate in the Scheme are issued. The vesting period is five years. If the options remain unexercised after a period of five years and nine months from the date of grant, the options expire. Options may be forfeited if the employee leaves the Group

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

## 20. SHARE-BASED PAYMENTS (continued)

## The MITIE Group PLC Long Term Incentive Plan (LTIP)

The LTIP was introduced in July 2007 following shareholder approval at the AGM. The awards of shares or rights to acquire shares (the awards) are offered to a small number of key senior management. Where offered as options the exercise price is nil. The vesting period is three years. If the awards remain unexercised after a period of four years from the date of grant, the awards expire. The awards may be forfeited if the employee leaves the Group. Before the awards can be exercised, a performance condition must be satisfied, the number of awards that vest is determined by a sliding scale of between 5.0% and 14% above the Retail Price Index per annum compound growth in earnings per share over a three year period.

Details of the share options outstanding during the year are as follows

	2010		2009	
	Number of share options	Weighted average evercise price (in p)	Number of share options	Weighted average exercise price (in p)
Outstanding at beginning of the period <sup>(1)</sup>	175	2 069,675	2,053 410	164
Granted during the period	191	447,408	560,047	195
Forfeited during the period	182	(216,268)	(232,529)	177
Transferred to Group subsidiaries			,	
during the period	162	2,000	(56 336)	166
Exercised during the period	135	(370 076)	(254,917)	125
Outstanding at end of the year	186	1,932,739	2,069,675	175
Exercisable at end of the year	152	250,045	335,962	141

<sup>(1)</sup> Included within this balance are 64 000 (2009 112,500) options that have not been recognised in accordance with FRS 20 as the options were granted on or before 7 November 2002. These options have not been subsequently modified and therefore do not need to be accounted for in accordance with FRS 20. Their exercise prices range from 117p to 174p (2009 57p to 174p).

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

### 20 SHARE-BASED PAYMENTS (continued)

The company recognised the following expenses related to share-based payments

	2010	2009
	£	£
2001 Executive share options	71,490	57 474
2001 Saving Related share options	136 697	99,925
Long Term Incentive Plan scheme	<del>-</del>	13,082
	248,286	170,481
	<del></del>	

The weighted average share price at the date of exercise for share options exercised during the period was 236p (2009 201p)

The options outstanding at 31 March 2010 had a weighted average exercise price of 186p (2009 175p) and a weighted average remaining contractual life of 4 34 years (2009 4 2 years)

In the year ended 31 March 2010 options were granted in June July and August 2009 in respect of the Executive and Savings Related share option schemes and LTIP scheme. The aggregate of the estimated fair values of the options granted on those dates is £241,566.

In the year ended 31 March 2009, options were granted in July and September 2008 in respect of the Executive and Savings Related share option schemes and LTIP scheme. The aggregate of the estimated fair values of the options granted on those dates is £181,551

The fair value of options is measured by use of the Black-Scholes model. The inputs into the Black-Scholes model are as follows

	2010	2009
Share price (p)	133 to 230	133 to 230
Exercise price (p)	0 to 254	0 to 254
Expected volatility (%)	27 to 36	27 to 30
Expected life (years)	3 to 6	4 to 5
Risk-free rate (%)	2 42 to 5 25	4 17 to 5 25
Expected dividends (%)	1 43 to 3 30	1 43 to 3 15

Expected volatility was based on historical volatility over the expected life of the schemes. The expected life is based upon historical data and has been adjusted based on management's best estimates for the effects of non-transferability, exercise restrictions and behavioural considerations.

### NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

### 21. PENSION ARRANGEMENTS

The company participates in the MITIE Group PLC Pension Scheme. This is a defined benefit multi-employer scheme, the assets and liabilities of which are held independently from the group. For the purposes of Financial Reporting Standard 17 (Retirement Benefits), the company has been unable to identify its share of the underlying assets and liabilities in the main group scheme on a consistent and reasonable basis. Therefore the company is accounting for contributions to the scheme as if it were a defined contribution scheme. Note 33 to the Report and Accounts of the group sets out the details of the International Accounting Standard 19 Employee Benefits net pension deficit of £6 8million (2009 surplus of £3 0 million)

Employer contributions to the scheme for the period are shown in note 19. The combined contribution rate for employee and employer contributions for the next 12 months is 17.5% (2009) 17.5%)

### Other defined benefit schemes

In addition the company makes contributions under Admitted Body status to a customer's defined benefit scheme in respect of certain TUPE employees. These valuations are updated by the actuaries, the related current service cost, and past service cost were measured using the projected unit credit method.

For the West Midland Pension Scheme, which is part of the Local Government Pension Scheme, the company will only participate for a finite period up to the end of the contract. The company is required to pay regular contributions as decided by the relevant Scheme Actuary and detailed in the scheme Schedule of Contributions. The contributions payable by the employer are capped and any excess of the cap recovered from the body that the employees transferred from In addition, at the end of the contract the Group will be required to pay any deficit (as determined by the Scheme Actuary) that is remaining for its notional section of the scheme

Key assumptions used for FRS 17 valuation

	2010	2009 %
	%	
Discount rate	5 60	6 50
Expected return on scheme assets		
Equity	8 00	8 00
Debt instruments	5 00	5 00
Property	7 50	7 50
Other assets	4 50	3 50
Expected rate of salary increases	3 50	3 00
Future pension increases	3 50	3 00
Inflation	3 50	3 00

The overall expected return on assets is calculated as the weighted average of the expected return of each asset class. The expected return on equities is the sum of divided growth and capital growth net of investment expenses. The return on gilts and bonds is the current market yield on long-term bonds. Expected return on property has been set equal to that expected on equities less a margin. The expected return on other assets is the rate earned by the scheme on cash.

The mortality for the scheme is based upon up to date tables which project mortality improvements in the future. For a male aged 65.0 years the expected life is 87.4 years (2009) 87.3 years) and for a female aged 65.0 years the expected life is 89.8 years (2009) 89.7 years). Mortality for the other schemes is that used by the relevant scheme actuary.

# NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

# 21. PENSION ARRANGEMENTS (continued)

Amounts recognised in the profit and loss account in respect of this defined benefit scheme are as follows

	2010	2009
	£	£
Current service costs	726,000	927,000
Interest cost	2 636,000	2,612,000
Expected return on scheme assets	(2 666 000)	(3 306,000)
	696,000	233,000
	<del></del>	
	£	£
Actual return on scheme assets	11.660.000	
	11,669,000	(8,444,000)
Expected return on scheme assets	(2,666 000)	(8,444,000) (3 306,000)
Expected return on scheme assets Experience adjustments arising on plan liabilities		
	(2,666 000)	(3 306,000)

The cumulative amount of actuarial loss recognised since 1 April 2006 in the statement of total recognised gains and losses is £2,544,000 (2009 £2,163,000)

The amounts included in the balance sheet arising from the Group's obligations in respect of its defined benefit retirement benefit schemes are as follows

	£	£
Fair value of scheme assets	49 360 000	36,874,000
Present value of defined benefit obligations	(56,321,000)	(39,703,000)
Deficit in the scheme	(6 961 000)	(2,829,000)
Contract adjustment	6,961,000	2,829,000
Net pension asset		-

# NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

# 21. PENSION ARRANGEMENTS (continued)

Movements in the present value of defined benefit obligations were as follows		
·	2010	2009
	£	£
At 1 April	39,703,000	41,132,000
Service cost	726,000	927,000
Interest cost	2,636,000	2,612,000
Contributions from scheme members	420,000	416 000
Actuarial gains	13,516,000	(4,690 000)
Benefits paid	(680,000)	(694,000)
At 31 March	56,321,000	39,703,000
Movements in the fair value of the scheme assets were as follows		
The venterior in the fair value of the solicine as less were as follows	£	£
At l April	36,874,000	44,507,000
Expected return on scheme assets	2 666,000	3,306,000
Actuarial losses	9,003 000	(11,750,000)
Contributions from the sponsoring companies	1,077,000	1,089,000
Contributions from scheme members	420,000	416 000
Benefits paid	(680,000)	(694,000)
At 31 March	49 360,000	36 874 000
The analysis of the scheme assets at the balance sheet date was as follows		
·	£	£
Equity instruments	36,132,000	23,968,000
Debt instruments	7,997,000	7,043,000
Property	4,590,000	4,056,000
Other assets	641 000	1.807.000
At 31 March	49,360 000	36,874,000

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 March 2010

# 21. PENSION ARRANGEMENTS (continued)

The history of experience adjustments is as follows	2010 £	2009 £
Fair value of scheme assets	49,360,000	36,874,000
Present value of defined benefit obligations	(56 321,000)	(39,703 000)
Contract adjustment	6,961,000	2,829,000
Surplus in scheme		-
Experience adjustments on scheme liabilities	-	(4,690,000)
Percentage of scheme liabilities	-	(118%)
Experience adjustments on scheme assets	9,003,000	(11,750,000)
Percentage of scheme assets	18 2%	(31 9%)

## 22 RELATED PARTY TRANSACTIONS

At 31 March 2010 MITIE Group PLC is a 79 88% (2009 79 2%) shareholder in MITIE Property Services (UK) Limited

During the year overhead recharges were paid to MITIE Property Management Limited of £8 172,906 (2009 £7,539,7280)

During the year the company purchased goods and services amounting to £9,199,619 (2009 £10 899,417) on normal commercial terms from other companies within MITIE Group PLC An amount of £154 351 (2009 £146,747) is included in creditors in respect of these transactions

During the year the company provided goods and services amounting to £882,997 (2009 £650,762) on normal commercial terms to companies within MITIE Group PLC An amount of £237,550 (2009 £82 889) remained outstanding at the year end in respect of these transactions

## 23. ULTIMATE PARENT UNDERTAKING AND CONTROLLING PARTY

The directors regard MITIE Group PLC, a company registered in Scotland as the company's ultimate parent undertaking and controlling party. MITIE Group PLC is both the smallest and largest group for which group accounts are prepared. Copies of the group financial statements can be obtained from the Company Secretary at the registered office.