# INKFISH SERVICES LIMITED (Registered No: 3789864)

# **DIRECTORS' REPORT AND ACCOUNTS**

FOR THE YEAR ENDED 31 MARCH 2009

TUESDAY

LD2

15/12/2009 COMPANIES HOUSE

135

The directors submit their report and the accounts of the Company for the year ended 31 March 2009.

#### PRINCIPAL ACTIVITY

The principal activities of the Company are fulfilment and mailing services in support of the Domestic and General Group and also to a wide range of external customers covering various business sectors. There have not been any significant changes in the Company's principal activities in the year under review.

#### **RESULTS AND DIVIDENDS**

As shown in the Company's profit and loss account on page 6, turnover in the year was £6,631,998 (2008: £7,191,517) which generated a loss before tax for the year of £1,667,833 (2008: £32,624 loss). The Company made a loss on ordinary activities after taxation of £1,075,871 (2008: £16,532 loss).

The directors do not propose to recommend the payment of a dividend. Total dividends for the year amounted to £ nil (2008: £ nil).

The balance sheet on page 7 of the financial statements shows that the Company's financial position at the year end has been adversely affected by the downward revaluation of the property owned by the Company. The Company has negative capital and reserves of £924,349. As described in Note I (a) the Company's ultimate parent Company has provided the Company with an undertaking that for at least 12 months from the date of approval of these financial statements, it will continue to make available funds as are needed by the Company, and in particular will not seek repayment of the amounts currently made available.

Domestic & General Group Holdings Limited considers key performance indicators (KPIs) on a Group basis. For this reason, the Company's Directors believe that further key performance indicators for the Company are not necessary or appropriate for an understanding of the development, performance or position of the business beyond that which is set out in the accounts of Domestic & General Group Holdings Limited, which is available on the website at www.domgen.com. The Group's report does not form part of this Report.

### **RISK MANAGEMENT**

The Group risk management strategy is outlined in the accounts of Domestic & General Group Holdings Limited, which does not form part of these accounts.

A summary of the principal financial risks and uncertainties facing the Company is shown below.

- Economic risk, where the UK economy has entered into recession during the year and is likely
  to continue in this state for a significant part of this year with consequent impact on demand
  for the company's services.
- Credit risk is the potential adverse financial impact of the loss in value of financial assets resulting from counterparties failing to meet all or part of their obligations.
- Liquidity risk is the possibility that there are insufficient available assets to meet obligations as they fall due.

 Operational risks arise as a result of internal processes, information security, systems availability, human error from external events or from fraud and compliance risks.

#### **ENVIRONMENT**

The Group recognises the importance of its environmental responsibilities, monitors its impact on the environment and designs and implements polices to reduce any damage that might be caused by the Group's activities. The Company operates in accordance with Group policies, which are described in the Domestic & General Group Holdings Limited accounts, which do not form part of this Report.

#### **EMPLOYEES**

The Group recognises the need to operate fairly and responsibly towards its employees. The company operates in accordance with Group policies, which are described in the Domestic & General Group Holdings Limited accounts, which do not form part of this report.

## **DIRECTORS**

The directors who held office during the year ended 31 March 2009 were:

P A Lee J J Pearmund K S Wilson

# **DIRECTORS' AND OFFICERS' INSURANCE AND DIRECTORS' INDEMNITIES**

The Company has purchased and maintained throughout the year directors' and officers' liability insurance in respect of the Company and its directors. The directors are also entitled, under the Articles of Association, to be indemnified by the Company against costs, charges, losses, expenses and liability incurred in the discharge of their duties, unless prohibited by statute.

# STATEMENT OF DIRECTORS' RESPONSIBILITIES IN RESPECT OF THE DIRECTORS' REPORT AND THE FINANCIAL STATEMENTS

The directors are responsible for preparing the Directors' Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with 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 year.

In preparing these financial statements, the directors are required to:

select suitable accounting policies and then apply them consistently;

## **INKFISH SERVICES LIMITED DIRECTORS' REPORT**

- make judgments 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 which disclose with reasonable accuracy at any time the financial position of the Company and to enable them to ensure that the 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.

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

#### DISCLOSURE OF INFORMATION TO AUDITORS

The directors who held office at the date of approval of the directors' report confirm that, so far as they are each aware, there is no relevant audit information 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 to make himself aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

### **AUDITORS**

In accordance with Section 386 of the Companies Act 1985 the shareholders approved the appointment of KPMG Audit Plc as auditors to the company, who are deemed to continue in office until such resolution is revoked.

By Order of the Board

I-P Rabin Secretary

11 June 2009

Registered Office Swan Court 11 Worple Road Wimbledon London SW19 4JS We have audited the financial statements of Inkfish Services Limited for the year ended 31 March 2009, which comprise of the Profit and Loss Account, the 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 Auditors

The directors' responsibilities for preparing the financial statements in accordance with applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice) are set out in the Statement of Directors' Responsibilities on page 2 and 3.

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 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 judgments 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.

# INKFISH SERVICES LIMITED INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF INKFISH SERVICES LIMITED

### **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 31 March 2009 and of its loss 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.

**KPMG Audit Plc** 

Chartered Accountants Registered Auditor London

KPMG Addt Plc

11 June 2009

8 Salisbury Square London EC4Y 8BB

# INKFISH SERVICES LIMITED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 MARCH 2009

	Note	Year to 31 March 2009 £	Year to 31 March 2008 £
TURNOVER	2	6,631,998	7,191,517
Direct costs		(2,732,591)	(3,414,219)
GROSS PROFIT		3,899,407	3,777,298
Administrative expenses - before exceptional items - exceptional items  OPERATING LOSS - before exceptional items - exceptional items	3	(4,028,406) (1,538,834) (5,567,240) (128,999) (1,667,833)	(3,809,922) - (3,809,922) (32,624) -
LOSS ON ORDINARY ACTIVITIES BEFORE TAXATION	4	(1,667,833)	(32,624)
Tax on loss on ordinary activities	7	591,962	16,092
LOSS ON ORDINARY ACTIVITIES AFTER TAXATION	14	(1,075,871)	(16,532)

All income and expenditure relates to continuing operations.

There are no recognised gains or losses other than those recognised in the profit and loss account.

The notes on pages 8 to 14 form an integral part of these financial statements.

		31 M 20		31 M 20	larch 08
	Note	£	£	£	£
FIXED ASSETS					
Tangible assets	. 8		4,036,155		6,079,664
CURRENT ASSETS					
Stocks	9	12,443		131,458	
Debtors	10	547,371		576,814	
Cash at bank and in hand		101		12,402	
Cash at Dank and III hand	•	559,915	-	720,674	
		337,713		720,074	
CREDITORS: AMOUNTS FALLING					
DUE WITHIN ONE YEAR	11	(5,987,656)		(6,509,885)	
BOE WITHIN ONE TEAK		(3,707,030)	-	(0,507,005)	
NET CURRENT LIABILITIES			(5,427,741)		(5,789,211)
			(5,127,77)		(5,7,57,211)
TOTAL ASSETS LESS CURRENT					
LIABILITIES			(1,391,586)		290,453
EI/(DIEITIES			(1,571,500)		270, 133
DEFERRED TAXATION	12		467,237		(138,931)
DEI EIIILES 1700 (1101)			(924,349)		151,522
			(727,377)		131,322
CAPITAL AND RESERVES					
	13		50,000		50,000
Called up share capital			•		•
Profit and loss account	14		(974,349)		101,522
			(924,349)		151,522

The notes on pages 8 to 14 form an integral part of these financial statements.

These accounts were approved by the Board of directors on 11 June 2009.

J J PEARMUND

Director

P A LEE

Director

#### I. ACCOUNTING POLICIES

The following accounting policies have been applied consistently in dealing with items which are considered material in relation to the financial statements.

### (a) Basis of Preparation

The financial statements have been prepared on the going concern basis, notwithstanding net current liabilities of £5,427,741 (2008: £5,789,211), which the directors believe to be appropriate for the following reasons. Domestic and General Group Holdings Limited, the Company's ultimate parent company, has provided the Company with an undertaking that for at least 12 months from the date of approval of these financial statements, it will continue to make available funds as are needed by the Company, and in particular will not seek repayment of the amounts currently made available. This should enable the Company to continue in operational existence for the foreseeable future by meeting its liabilities as they fall due for payment. As with any company placing reliance on other group entities for financial support, the directors acknowledge that there can be no certainty that this support will continue although, at the date of approval of these financial statements, they have no reason to believe that it will not.

The Company financial statements have been prepared on the going concern basis which the Directors believe to be appropriate having taken into consideration the undertakings above.

## (b) Turnover

Turnover represents amounts receivable for services provided, exclusive of Value Added Tax.

### (c) Depreciation

Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life using the straight line method. The principal rates are as follows:

Buildings 2% per annum
Computer equipment 25% per annum
Motor vehicles 25% per annum
Fixtures, fittings, furniture & equipment 10% - 15% per annum

#### (d) Stocks

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

#### (e) Pension Scheme

The Company participates in the defined contribution pension scheme operated by Domestic & General Group Limited in whose accounts full disclosure of the pension arrangements are made.

The costs of providing pensions for employees are charged in the profit and loss account in the year to which they relate.

### (f) Deferred Taxation

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

### (g) Cash Flow Statement

The Company has taken advantage of the exemption within Financial Reporting Standard I (Revised) not to provide a cash flow statement because it is a wholly owned subsidiary undertaking of Domestic & General Group Holdings Limited ('the group').

### (h) Related Party Transactions

The Company has taken advantage of the exemption within Financial Reporting Standard 8 not to disclose transactions or balances with entities which form part of the group (or investees of the group qualifying as related parties) because it is a wholly owned subsidiary undertaking of Domestic & General Group Holdings Limited.

### 2. TURNOVER

	Year to 31 March 2009 £	Year to 31 March 2008 £
Mailing activities Fulfilment activities	6,631,998 - - 6,631,998	7,168,666 22,851 7,191,517

All business originated in the United Kingdom.

### 3. EXCEPTIONAL ITEM

The freehold land and building, which is owner-occupied, was valued at 31 March 2009 by external valuers, Colliers CRE, Chartered Surveyors, at their Existing Use Value (EUV) in accordance with the RICS Appraisal and Valuation Manual. The value was based on active market prices. Following these valuations the Directors took the decision to reduce the carrying value of land and buildings by £1,538,834. This reduction was included in the profit and loss account this year as an exceptional item.

# 4. LOSS ON ORDINARY ACTIVITIES BEFORE TAXATION

	Year to	Year to
	31 March	31 March
	2009	2008
	£	£
Loss on ordinary activities before taxation is		
stated after charging/(crediting):		
Depreciation	726,024	836,447
Profit on disposal of tangible assets	(6,566)	(20,175)
Auditors' remuneration – statutory audit fees	7,700	7,500

## 5. STAFF NUMBERS AND COSTS

The average number of persons employed by the Company during the year was as follows:

	Year to 31 March 2009	Year to 31 March 2008
Executive directors Fulfilment Mailing	143 146	2 2 147 151
The aggregate payroll costs of these persons were as follows:	Year to 31 March 2009 £	Year to 31 March 2008 £
Wages and salaries Social security costs Other pension costs - defined contribution schemes	2,899,950 251,784 104,087 3,255,821	2,618,768 237,112 91,214 2,947,094

# 6. **DIRECTORS' EMOLUMENTS**

Some directors are employed by and receive their remuneration from Domestic & General Services Limited, a fellow group undertaking. The total emoluments received by directors for qualifying services to the Company for the year ended 31 March 2009 are shown below.

	Year to 31 March 2009 £	Year to 31 March 2008 £
Salaries including benefits in kind	75,416	175,920
Pension contributions – defined contribution scheme	2,468	14,767
	77.884	190.687

The number of directors accruing retirement benefits was 3 (2008: 4).

## 7. TAXATION

		Year to	Year to
		31 March	31 March
		2009	2008
		£	£
(a)	Analysis of charge for the year		
	UK corporation tax on loss for the year at 28% (2008: 30%)	15,322	21,827
	Adjustments in respect of prior periods	(1,116)	6,233
	Total current tax	14,206	28,060
	Deferred tax (note 12)	(606,168)	(44,152)
	Tax on loss on ordinary activities	(591,962)	(16,092)

The tax is recoverable from another Group company under group loss relief.

				·	Year to 31 March 2009 £	Year to 31 March 2008 £
(b)	Factors affecting the tax of The differences are explain	_	current year			
	Current tax reconciliation	n:				
	Operating loss before tax Exceptional item	ation		(	(128,999) 1,538,834)	(32,624)
	Loss on ordinary activitie	s before taxati	on		1,667,833)	(32,624)
¢	Corporation tax on loss I		n at <u>2</u> 8% (2008	30%)	(466,993) 430,874	(9,787)
	Expenses not deductible t	for tax purpos			1,205	7,455
	Origination and reversal	of timing differ	ences	•	84,881	57,400
	Other adjustments	nrior poriods			(34,645) (1,116)	(33,241) 6,233
	Adjustment in respect of Current tax charge for year			-	14,206	28,060
ຶ 8.	TANGIBLE ASSETS					
		Freehold land & buildings	Computer equipment	Fixtures fittings & equipment	Motor vehicles	Total
		£	£	£	£	£
	Cost:	•				
	At I April 2008	4,160,512	222,906	4,125,337	57,326	8,566,081
	Additions	(4,393)	110,454	81,359	36,317	223,737
	Revaluation adjustment	(1,806,119)	-	-	(28,355)	(1,806,119) (28,355)
	Disposals At 31 March 2009	2,350,000	333,360	4,206,696	65,288	6,955,344
	ACST Flaten 2007	2,550,000	333,300	1,200,000		
	Depreciation:					
	At I April 2008	208,020	152,288	2,087,602	38,507	2,486,417
	Charge for the year	59,265	42,585	611,828	12,346	726,024
	Revaluation adjustment	(267,285)	-	-		(267,285)
	Disposals				(25,967)	(25,967)
	At 31 March 2009		194,873	2,699,430	24,886	2,919,189
	Net book value:					
	At 31 March 2009	2,350,000	138,487	1,507,266	40,402	4,036,155
	At 31 March 2008	3,952,492	70,618	2,037,735	18,819	6,079,664

# INKFISH SERVICES LIMITED NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

_			
9.	<u>STOCKS</u>	31 March	31 March
		2009	2008
		£	£
	Goods for resale	-	120,401
	Brochures and packaging	12, <del>44</del> 3	11,057
	, 50	12,443	131,458
10.	DEBTORS		
10.	DEBTORS	31 March	31 March
		2009	2008
		£	£
		450 222	£47.203
	Trade debtors	459,323	547,203
	Prepayments and accrued income	88,048	29,611
		547,371	576,814
11.	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR	₹	
• • • •		31 March	31 March
		2009	2008
		£	£
	Trade creditors	39,801	_
		37,001	21,827
	Corporation tax	404,349	562,628
	Accruals and deferred income	5,543,506	5,925,430
	Due to group companies	5,987,656	6,509,885
		3,767,030	0,507,005
12.	DEFERRED TAXATION		
		31 March	31 March
		2009	2008
		£	£
	Deferred tax has been provided as follows:	_	-
	Timing differences on capital allowances	(467,237)	138,931
	Under FRS19, deferred tax is provided for in full on timing diffe	erences: -	
		31 March	31 March
		2009	2008
		£	£
	Balance brought forward	138,931	183,083
	Provision in the year	(606, 168)	(30,904)
	Effect on change in tax rate	-	(13,248)
	Balance carried forward	(467,237)	138,931

## 13. SHARE CAPITAL

	31 March 2009 £	31 March 2008 £
Authorised - Ordinary shares of £1 each	1,000,000	1,000,000
Allotted, called up and fully paid - Ordinary shares of £1 each	50,000	50,000
14. PROFIT AND LOSS ACCOUNT	·	
Balance brought forward Loss for the year Balance carried forward	31 March 2009 £ 101,522 (1,075,871) (974,349)	31 March 2008 £ 118,054 (16,532) 101,522

## 15. ULTIMATE PARENT COMPANY

The Company is a subsidiary undertaking of Domestic & General Group Holdings Limited which is the ultimate parent company incorporated in Jersey.

The largest group in which the results of the Company are consolidated is that headed by Domestic & General Group Holdings Limited, incorporated in Jersey. The smallest group in which they are consolidated is that headed by Domestic & General Acquisition Holdings Limited, incorporated in Jersey. The consolidated financial statements of Domestic & General Group Holdings Limited are available to the public and may be obtained from the website at www.domgen.com.