# **1&1 Internet Limited**

**Report and Financial Statements** 

31 December 2006

WEDNESDAY



31/10/2007 COMPANIES HOUSE

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Registered No: 3953678

### **Directors**

A Gauger

M Huhn

(appointed 25 April 2007)

N Mauer

(resigned 12 January 2007)

### Secretary

N Hodson

### **Auditors**

Ernst & Young LLP Apex Plaza Reading Berkshire RG1 1YE

### **Bankers**

Lloyds TSB 39 Threadneedle Street London EC2R 8AU

### **Solicitors**

Lawdit Solicitors 1 Brunswick Place Southampton Hampshire SO15 2AN

### **Registered Office**

The Nova Building Herschel Street Slough Berkshire SL1 1XS

### **Directors' report**

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

### Principal activity and review of the business

The principal activity of the company during the year was that of website hosting, domain name registration and provision of website development software. The directors are satisfied with the financial performance of the company in the year and aim to maintain the management policies which have resulted in the company's substantial growth in recent years. They consider that the company has succeeded in enhancing its position in the UK and the company is a major player in the UK web hosting market and holds a significant percentage of the market share.

A Further recipe of our success is our depth of production Wherever it makes good business sense the entire value chain is covered within the group, from technological base to self developed software products, effective sales and marketing and active customer support

#### **KPI's**

The company's key financial and other performance indicators during the year were as follows

Financial	2006	2005
Gross margin %	78 03%	76 86%
Operating profit	£7,001K	£4,022K
EBT %	39 69%	29 94%

There was no significant movement in the gross profit margin, however the EBT improved by 10% to 39 69% from 2005, this was due to the economies of scale of our operation. While our customer base grew significantly during the year the overheads more or less remained the same.

### Results and dividends

The profit for the year, after taxation, amounted to £5,116,010 (2005 £2,825,065) The directors do not recommend the payment of a dividend (2005 £nil)

### **Future developments**

The company is well positioned to further strengthen itself in the web hosting market which is still at its infancy, with innovative new products. The company's business model offers tremendous benefits the contractual benefits of our subscriptions secures the long term stability of our sales, earnings and cash flows and our own in-house product development and marketing help launch innovations faster than most competitors.

### Directors and their interests

The directors who held office during the year were as follows

A Gauger

N Mauer

None of the directors who held office during and at the end of the year had any disclosable interest in the shares of the company or other group companies according to the Register of Directors Interests

### **Directors' report** (continued)

### Directors and their interests (continued)

The directors holding office throughout the year are remunerated elsewhere within the United Internet AG Group

### Directors' indemnity insurance

The company has granted an indemnity to one or more of its directors against liability in respect of proceedings brought by third parties, subject to the conditions set out in the Companies Act 1985 Such qualifying third party indemnity provision remains in force during the year and are in force as at the date of approving the directors' report

#### Directors' statement as to disclosure of information to auditors

The directors who were members of the board at the time of approving the directors' report are listed on page 1 Having made enquires of fellow directors and of the company's auditors, each of these directors confirm that

- To the best of each director's knowledge and belief, there is no information relevant to the preparation of their report of which the company's auditors are not aware, and
- Each director has taken all the steps a director might reasonably be expected to have taken to be aware of relevant audit information and to establish that the company's auditors are aware of that information

### Risk management

The 1&1 Group attaches high priority to its holistic risk management system, which goes above and beyond the statutory requirements. Our monitoring system identifies, classifies and evaluates risks using standard procedures and defining clear responsibilities throughout the Group. We not only regard efficient and forward-looking risk management as an important tool to anticipate dangerous developments, but as an important value-adding responsibility.

### Financial risk

The company's operations expose it to a variety of financial risks that include liquidity risk, interest rate risk and foreign exchange risk. Given the size of the company, the directors have not delegated the responsibility of monitoring financial risk management to a sub-committee of the Board. The policies set by the board of directors are implemented by the company's finance department.

### Interest rate risk

The directors do not consider the company to have any exposure to interest rate risks, though the UK interest rate is likely to increase the directors do not consider the company have any exposure to such risks since the company does not have any outstanding loans or debt finance

#### Foreign exchange rate risk

Potential exposures to foreign currency exchange rate movements in all currencies in which the company trades are monitored on a daily basis by the finance department and appropriate action taken to manage net open foreign currency positions. The company does not trade in interest rate or currency derivatives

### **Directors' report** (continued)

### Risk management (continued)

### Liquidity risk

The company retains sufficient cash and cash equivalents to ensure it has sufficient funds available for operations. The company would have access to longer term funding from the ultimate parent company if required.

### Company policy on payment of creditors

The company agrees terms and conditions for its business transactions with suppliers Payment is then made on these terms, subject to the terms and conditions being met by the supplier Suppliers are typically paid within 30 days after receipt of invoice

### **Auditors**

A resolution to re-appoint Ernst & Young LLP as auditors will be put to the members at the Annual General Meeting

By order of the Board

M Huhn

Director

Date 10/29/07

# Statement of directors' responsibilities in respect of the financial statements

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 or loss of the company for that period. In preparing those 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, subject to any material departures disclosed and explained in the financial statements, and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business

The directors are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the company and to 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.

### Independent auditors' report

to the members of 1&1 Internet Limited

We have audited the company's financial statements for the year ended 31 December 2006 which comprise the Profit and Loss Account, the Statement of Total Recognised Gains and Losses, the Balance Sheet and the related notes 1 to 16 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 are responsible for the preparation of the financial statements in accordance with applicable United Kingdom law and Accounting Standards (United Kingdom Generally Accepted Accounting Practice) as set out in the Statement of Directors' Responsibilities

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, are properly prepared in accordance with the Companies Act 1985 and that 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.

# Independent auditors' report

to the members of 1&1 Internet 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,
- 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

Ernst & Young LLP Registered Auditor

Reading

Date 3/ October 2007

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# **Profit and loss account**

for the year ended 31 December 2006

		2006	2005
	Note	£	£
Turnover	2	18,156,941	13,592,877
Cost of sales		(3,988,849)	(3,144,156)
Gross profit		14,168,092	10,448,721
Administrative expenses		(7,461,551)	(6,773,888)
Other operating income		294,785	347,762
Operating profit	4	7,001,326	4,022,595
Bank interest receivable and similar income	5	205,612	59,372
		7,206,938	4,081,967
Interest payable and similar charges	6	-	(11,451)
Profit on ordinary activities before taxation		7,206,938	4,070,516
Tax charge on profit on ordinary activities	7	(2,090,927)	(1,245,451)
Profit for the financial year after taxation		5,116,011	2,825,065

The activities of the company are all from continuing operations

# Statement of total recognised gains and losses

for the year ended 31 December 2006

	Note	2006 £	2005 £
Profit for the financial year		5,116,011	2,825,065
Total recognised gains and losses relating to the year Prior year adjustment		5,116,011	2,825,065 (490,892)
Total gains and losses recognised since last annual report		5,116,011	2,334,173

# **Balance** sheet

### at 31 December 2006

			2006		2005
	Note	£	£	£	£
Fixed assets					
l'angible assets	8		59,621		84 564
Current assets					
Debtors	9	12 994 395		3 448,961	
Cash at bank		1 510 004		2 824 585	
		14 504,399		6,273,546	
Creditors: amounts falling due within					
one year	10	9,737,418		6 647 519	
Net current assets / (liabilities)		-	1 766,981	-	(373 973)
Total assets less current liabilities			4 826 602		(289 409)
Constal and Paganian					
Capital and Reserves	12		50,000		50 000
Called up share capital Profit and loss account	13		4 776 602		(339 409)
FIGHT and 1055 account	13		→ 770 BUZ		(11941191
Shareholders' funds	13		4 820 602		(385.404)
					=

Approved by the Board

Haile

M Huhn

Director

Date 10/29/07

at 31 December 2006

### 1. Accounting policies

### Basis of preparation

The financial statements have been prepared under the historical cost convention and are in accordance with applicable accounting standards

The company is a wholly owned subsidiary of 1&1 Internet AG and is included in the group financial statements of United Internet AG, the ultimate parent company, which are publicly available. The company has taken advantage of the exemption from disclosing related party transactions with entities that are part of the United Internet AG group under the terms of FRS 8 and has taken advantage of the exemption from preparing a cash flow statement under the terms of FRS 1 (Revised 1996)

#### Turnover

Turnover represents the provision of website hosting services, domain name registration and website development software, excluding value added tax

#### Tangible fixed assets

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

Plant and machinery - 33% on cost Fixtures and fittings - 25% on cost Motor vehicles - 25% on cost

#### Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events have occurred at that date that will result in an obligation to pay more, tax, with the following exception

 Deferred tax assets are recognised only to the extent that the directors consider that it is more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted

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

#### Foreign currencies

Assets and habilities 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.

### Leasing

Rentals payable under operating leases are charged in the profit and loss account on a straight line basis over the lease term

at 31 December 2006

### 1. Accounting policies (continued)

#### Pensions

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

#### 2. Turnover

Turnover, which is stated net of value added tax, represents amounts invoiced to customers in respect of the principal, continuing activity All turnover is derived from the United Kingdom

An analysis	of turnover b	oy geographical	l market is given	below

	An analysis of turnover by geographical market is given below	2006 £	2005 £
	United Kingdom	18,156,941	13,592,877
3.	Staff costs	***	
		2006 £	2005 £
	Wages and salaries (admin)	1,039,501	1,106,262
	Other pension costs	6,506	4,422
		1,046,007	1,110,684
	The average monthly number of employees during the year was as follows		
		2006	2005
		No	No
	Technical support	28	33
	Billing	14	17
	Marketing	8	8
	Administration	6	6
		58	64
4.	Operating profit		
4.	This is stated after charging	2006	2005
	This is stated differ that ging	£	£
	Depreciation - owned assets	42,036	44,261
	Auditors remuneration - audit services	20,000	17,000
	Foreign exchange differences	125,800	44,198
	Directors' emoluments		
	Difectors emotiuments		

at 31 December 2006

5.	Bank interest receivable and similar income		
		2006	2005
		£	£
	Bank deposit interest	205,612	59,372
6.	Interest payable and similar charges		
		2006 £	2005 £
	Intercompany loan interest	-	11,451
7.	Tax on profit on ordinary activities		
	(a) The tax charge on the profit on ordinary activities was as follows		
		2006	2005
		£	£
	Current tax (note 7 (b))		****
	UK corporation tax Tax overprovided in previous years	2,176,271 (88,627)	241,841
	Deferred tax (note 7(c))		1,003,610
	Tax charge on profit on ordinary activities	2,090,927	1,245,451
	(b) Factors affecting current tax charge		
	The tax assessed on the profit on ordinary activities for the period of 2006 is I of corporation tax in the UK of 30% (2005) 30%). The differences are recond		andard rate
		2006	2005
		£	£
	Profit on ordinary activities before tax	7,206,937	4,070,516
	Profit on ordinary activities multiplied by the standard rate of corporation		
	tax in the UK of 30% (2005 30%)	2,162,081	1,221,155
	Expenses not deductible for tax purposes	17,474	18,929
	Capital allowances in excess of depreciation	1,154	(289)
	Other timing differences Trading losses brought forward	(4,438)	- (997,954)
	Total current tax (note 7(a))	2,176,271	241,841
		<del></del>	

at 31 December 2006

### 7. Tax on profit on ordinary activities (continued)

### c) Deferred tax

The deferred tax included in the balance sheet is as follows

	2006 £	2005 £
Included in debtors (note 9)	17,195	20,478
Movement in the year	<del></del>	
At 31 December 2005	20,478	1,024,088
Profit and loss account movement arising during the year	(3,283)	(1,003,610)
At 31 December 2006	17,195	20,478
Deferred tax is analysed as follows		
Decelerated capital allowances	16,485	15,331
Other timing differences	710	5,147
	17,195	20,478

Under the 2007 Finance Bill, the rate of UK corporation tax is expected to reduce from 30% to 28% with effect from 1 April 2008. The effect on the financial statements of these proposed changes is not yet quantifiable.

at 31 December 2006

8.	Tangible fixed assets			
		Plant and	Fixtures	
		machinery	and fittings	Total
		£	£	£
	Cost			
	At 31 December 2005	164,849	73,481	238,330
	Additions	16,246	846	17,092
	At 31 December 2006	181,095	74,327	255,422
	Depreciation			
	At 31 December 2005	110,398	43,368	153,766
	Charge for the year	28,700	13,336	42,036
	At 31 December 2006	139,098	56,704	195,802
	Net book value			
	At 31 December 2006	41,997	17,623	59,621
	At 31 December 2005	54,451	30,113	84,564
9.	Debtors: amounts falling due within one year		2006	2005
			£	£
	Trade debtors		2,564,490	1,382,723
	Amounts owed by group undertakings		9,328,754	1,884,246
	Other debtors		26,673	44,033
	Deferred tax asset (note 7(a))		17,195	20,478
	Prepayments and accrued income		1,057,283	117,481
			12,994,395	3,448,961
10.	Creditors: amounts falling due within one year			
			2006	2005
			£	£
	Trade creditors		203,073	94,400
	Amounts owed to group undertakings		564,458	708,608
	Corporation tax		2,176,271	240,152
	Social security and other taxes		669,603	715,325
	Accruals and deferred income		6,124,013	4,889,034
			9,737,418	6,647,519
				====

at 31 December 2006

### 11. Obligations under leasing agreements

Annual commitments under non-cancellable operating leases

	Land and buildings	
	2006	2005
	£	£
On leases which expire		
- within one year	119,625	287,100
	119,625	287,100
		=
40.0.11.1		
12. Called up share capital		
	2006	2005
	£	£
Authorised		
100,000 ordinary shares of £1 each	100,000	100,000
Allotted, issued and fully paid 50,000 ordinary shares of £1 each	50,000	50,000
Jo,000 didiliary shares of 21 each	30,000	50,000
		= -

### 13. Reconciliation of shareholders' funds and movement on reserves

	Share capital £	Profit and loss account £	Total share- holders' funds £
At 31 December 2004 Prior period adjustment Profit for the period	50,000	(2,673,582) (490,892) 2,825,065	(2,623,582) (490,892) 2,825,065
At 31 December 2005 Profit for the period	50,000	(339,409) 5,116,011	(289,409) 5,116,011
At 31 December 2006	50,000	4,776,602	4,826,602

at 31 December 2006

### 14. Contingent liabilities

A deposit agreement security was registered on 22 April 2003 by 1&1 Internet Limited in favour of Lloyds TSB Bank plc. The agreement is a guarantee given by way of a first fixed charge with full title guarantee secured over the amounts due, owing or incurred by the company to the Bank. The £200,000 deposit given by the company relates to the amounts held by the Bank in the company's Corporate 30 day notice account.

#### 15. Pension commitments

The company operates a group personal pension scheme Contributions payable for the year are charged in the profit and loss account (see note 3), the participating employees have the flexibility to choose the funds in which these contributions are invested and the pension scheme is independently managed by Scottish Widows on behalf of the employees

### 16. Ultimate parent company

The ultimate parent undertaking is United Internet AG, a company incorporated in Germany The immediate parent undertaking for which group financial statements are prepared is 1&1 Internet AG Which is a subsidiary undertaking of United Internet AG, the ultimate parent 1&1 Internet AG is incorporated in Germany A copy of the financial statements of the parent can be obtained from Elgendorfer Strabe 57, 56410 Montabaur, Germany