## Focus Education (Lambeth) Limited

Directors' report and financial statements Registered number 04257230 Year ended 31 December 2010

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Focus Education (Lambeth) Limited
Directors' report and financial statements
Registered number 04257230
Year ended 31 December 2010

## Contents

Company information	1
Directors' report	2
Statement of directors' responsibilities in respect of the Directors' Report and the financial statements	5
Independent auditors' report to the members of FocusEducation (Lambeth) Limited	6
Profit and loss account	8
Balance sheet	9
Reconciliation of movements in shareholders' funds	10
Notes	11

## Company information

## **Executive Director**

M Coleman (resigned 10 December 2010)

## **Non-executive Directors**

M E Davis (resigned 30 June 2010)

M A Donn

M Turnbull Fox (appointed 10 December 2010)

K W Gillespie

G Neville (appointed 10 December 2010)

B Millsom (appointed 10 December 2010)

H Murphy (appointed 10 December 2010)

## Registered Office

3<sup>rd</sup> Floor, the Venus I Old Park Lane Trafford Manchester M41 7HG

## Registered Auditors

KPMG Audit Plc St James' Square Manchester M2 6DS

## Solicitors

Pinsent Curtis Biddle Dashwood House 69 Old Broad Street London EC2M INR

## Bankers

Bank of Scotland Client Banking England 11 Earl Grey Street Edinburgh EH3 9BN

## **Company Secretary**

Ailison Mitchell LLB ACIS 3rd Floor, The Venus I Old Park Lane Trafford Manchester M41 7HG

Focus Education (Lambeth) Limited
Directors report and financial statements
Registered number 04257230
Year ended 31 December 2010

## Directors' report

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

#### Principal activities

The principal activities of the company are to design, finance, construct and operate certain facilities and provide non educational services at the Lilian Baylis School in Lambeth for the period until 28 February 2030 under a concession agreement with The Mayor and Burgesses of the London Borough of Lambeth The agreement to provide the new school and associated facilities management was signed on 25 March 2004 Construction commenced in April 2003 and the school became operational on 4 January 2004

#### **Business review**

The results for the year are set out in the profit and loss account on page 8

#### Development and performance of the business

The project has now completed its sixth year of operations since the construction phase was completed. Full operational services are now being provided and these are generally progressing well, with minimal performance deductions.

## Principal risks and uncertainties

The availability fee and the majority of the costs are contractually linked to the RPI. A relatively small proportion of total costs are not inflation-linked and a rise in these costs above the general rate of inflation would reduce debt service cover ratios. The most significant of these costs is insurance though there are mechanisms within the concession agreement to share any variances, claims history so far is good and current premium renewals are within budgeted amounts.

A small proportion of cash flow is derived from bank interest on cash balances. The current low levels of interest rates have reduced this interest but this has not impacted on debt covenants.

## Key performance indicators

The level of performance and availability deductions arising from failures to achieve specified levels of contract service is a key performance indicator. These are reported quarterly to the Board and have been small in relation to total unitary payments.

Another key indicator is the ratio of operating cash flow to the senior debt service amount. This ratio is tested at six-monthly intervals and each time it has been to the satisfaction of the senior debt provider.

## Going concern

The directors have reviewed the net liabilities position at 31 December 2010 and believe that it will not impact on the ability of the company to continue trading for the foreseeable future and have therefore prepared the accounts on a going concern basis

## Proposed dividend

The directors do not recommend the payment of a dividend in the year (2009 £ml) The loss for the year is £48,000 (2009 loss £16,000)

## Directors and directors' interests

The directors who held office during the year are set out on page 1

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

#### Political and charitable contributions

There were no donations of a political or charitable nature made during the year (2009 £nil)

## Financial instruments

The company's principal financial instruments comprise of a term loan and unsecured loan stock. The terms of these financial instruments are such that the profile of the debt service costs is tailored to match expected revenues arising from the concession.

The company does not undertake financial instrument transactions which are speculative or unrelated to the company's trading activities

Interest rate risk

The term loan is exposed to interest rate risk

The company has entered into a fixed interest rate swap to avoid volatility on debt service costs on its floating rate debt

The unsecured loan stock is not exposed to interest rate risk

#### Corporate Governance

The Company is committed to high standards of corporate governance, as are appropriate for the longer term obligations to finance, construct and operate non-educational services for the new school under the Private Finance Initiative programme

Corporate governance principles have been implemented within the framework established by agreement between the shareholding parties who have launched the company under a concession agreement with the London Borough of Lambeth. The Board has taken note of the UK Corporate Governance Code, as this has been introduced to apply to equity quoted plcs with certain reporting requirements, this company, not being an equity quoted plc, is not bound by the code's requirements but has voluntarily adopted those principles considered relevant.

This report is a narrative on the principles of the corporate governance, as applied in this company. It does not provide a detailed statement to identify those provisions of the new Code from which the company's governance differs

## A The Board

- The Board meets quarterly and reviews operating performance against the financial model and detailed management budgets. This model incorporates all aspects of the strategic business plan and associated risks, all proposals for contract variations are vetted before approval against the model.
  - The Board reserves its own decision on all contractual expenditure and associated funding, and has established the provision of management, company secretary and accountancy services for the implementation of the project
- The position of Chairman is rotated on a quarterly basis and the nominated chair leads the Board The Executive Director has full responsibility for the separate task of running the company's business, subject to regular and specific direction by the Board
- 3 The Board comprises six non-executive directors
- The Board receives quarterly information which encompasses all corporate, business, financial and relationship matters which are necessary and appropriate for the purposes of monitoring and progressing the complex contractual obligations for the school project
- Nominations for any changes to Board membership are subject to the shareholders' separate or collective decision

## Directors' report (continued)

## Corporate Governance (continued)

- 6 For the particular interests of the shareholders in the continuity of the project, no directors retire by rotation
- B Remuneration

No directors received remuneration directly from the subsidiary company The remuneration of the Executive Director is set by the shareholders of Catalyst Lend Lease Limited, and is included in the services provided by that company

- C Dialogue with Institutions
  - The Board maintains regular liaison with Bank of Scotland as the senior funder on this project
- D Financial Reporting
- The Board, after seeking appropriate external advice, decides upon accounting policies which are appropriate for the Company and ensures that they are consistently applied
- The Board has instigated a rigorous process of internal control, under the discipline of contractual agreements, in order to safeguard the outcomes for the company in terms of operational performance, financial control, legal and regulatory compliance, provision for risk factors, and longer-term relationships
- The Board has decided to undertake the role of an Audit Committee with all directors except the Executive Director. The Audit Committee meets annually to review the Management Letter tabled by the Auditors.
- The Board continues to satisfy itself that, given the contractual and long-term funding provisions, the company will continue to trade as a going concern
- E Internal Controls
- 1 The Board annually reviews the need for a formal internal audit function
- The Board maintains a sound system of internal control to safeguard shareholders' investments and the company's assets

## Disclosure of information to auditors

The directors who held office at the date of approval of this 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 they ought to have taken as a director to make themselves aware of any relevant audit information and to establish that the Company's auditors are aware of that information

#### Auditors

Pursuant to Section 487 of the Companies Act 2006, the auditors will be deemed to be reappointed and KPMG Audit Plc will therefore continue in the office

By order of the board

Ailison Mitchell LLB ACIS

Secretary

3rd Floor, The Venus 1 Old Park Lane Trafford Manchester

# 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 they have elected to prepare the financial statements in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice)

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 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,
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group and the parent 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 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.



## KPMG Audit Plc

St James' Square Manchester M2 6DS United Kingdom

# Independent auditors' report to the members of Focus Education (Lambeth) Limited

We have audited the financial statements of Focus Education (Lambeth) Limited for the year ended Year ended 31 December 2010 set out on pages 8 to 18 The financial reporting framework that has been applied in their preparation is applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice)

This report is made solely to the company's members, as a body, in accordance with Chapter 3 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 set out on page 5, 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, and express an opinion on, 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

A description of the scope of an audit of financial statements is provided on the APB's web-site at www frc org uk/apb/scope/private cfm

## 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 Year ended 31 December 2010 and of its loss for the year then ended,
- · have been properly prepared in accordance with UK 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 year for which the financial statements are prepared is consistent with the financial statements

## Independent auditors' report to the members of Focus Education (Lambeth) Limited (continued)

## 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

John Costello (Senior Statutory Auditor)

for and on behalf of KPMG Audit Plc, Statutory Auditor

Chartered Accountants

St James' Square

M2 6DS

## Profit and loss account

for the year ended 31 December 2010

Note 2010 2009 £000 £000 Turnover 2 982 888 Net operating costs 3 (969)(823)Operating profit 65 13

operating prom		15	03
Interest payable and similar charges	6	(1,010)	(1,044)
Other interest receivable and similar income	7	945	963
		<del></del>	
Loss on ordinary activities before taxation		(52)	(16)
Tax on profit on ordinary activities	8	4	-
Retained loss for the year	16	(48)	(16)
		<del>71= 0 =</del>	<del></del>

## All amounts relate to continuing activities

The company has no recognised gains or losses and therefore no separate statement of total recognised gains and losses has been presented

There is no material difference between the result as disclosed in the Profit and Loss account and the result on an unmodified historical cost basis

## Balance sheet

at 31 December 2010			
	Note	2010	2009
Current assets		£000	£000
Debtors amounts falling due within one year	10	1,074	614
amounts falling due after more than one year	10	13,141	13,505
	9	14,215	14,119
Cash at bank and in hand		1,476	1,659
		15,691	15,778
Creditors amounts falling due within one year	11	(1,500)	(1,205)
Net current assets		14,191	14,573
Creditors amounts falling due after more than one year	12	(13,567)	(14 011)
Provisions for liabilities and charges	14	(771)	(661)
Net liabilities		(147)	(99)
Capital and reserves			
Called up share capital	15	10	10
Profit and loss account	16	(157)	(109)
Equity shareholders' funds		(147)	(99)

These financial statements were approved by the board of directors on 10 June 2011 and were signed on its behalf by/)

Kenneth Gillespie

Director

## Reconciliation of movements in shareholders' funds

for the year ended 31 December 2010

for the year ended 31 December 2010	2010 £000	2009 £000
(Loss) for the financial year	(48)	(16)
(Increase) in shareholders' deficit	(48)	(16)
Opening shareholders' deficit	(99)	(83)
Closing shareholders' deficit	(147)	(99)

Focus Education (Lambeth) Limited
Directors report and financial statements
Registered number 04257230
Year ended 31 December 2010

#### Notes

(forming part of the financial statements)

## 1 Accounting policies

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

#### Basis of preparation

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

As 100% of the Company's voting rights are controlled within the group headed by Catalyst Investment Holdings Limited, the Company has taken advantage of the exemption contained in FRS 8 and has therefore not disclosed transactions or balances with entities which form part of the group (or investees of the group qualifying as related parties) The consolidated financial statements of Catalyst Investment Holdings Limited, within which this Company is included, can be obtained from the address given in note 17

Under Financial Reporting Standard 1 the company is exempt from the requirement to prepare a cash flow statement on the grounds that a parent undertaking includes the company in its own published consolidated financial statements

#### Going concern

The company currently has £14,502,000 of total debt. The company's forecasts and projections, taking account of reasonably possible changes in trading performance, show that it should be able to operate within the level of its current facilities.

The company has considerable financial resources together with long-term contracts with the Local Education authority. As a consequence, the directors believe that the company is well placed to manage its business risks successfully

After making enquiries, the directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the annual report and accounts

The company is dependent on support from Focus Education Limited, its parent undertaking, for continued operation as a going concern. The directors of Focus Education Limited have confirmed their intention to support the company for at least the next 12 months and the foreseeable future.

#### Turnover

Turnover on operational services represents the value of work performed in the period under the concession agreement, together with any additional services provided

In the operational phase, the balance of unitary payments received, after accounting for the finance debtor interest and amortisation components (which together sum to a constant figure in each period, as in a lease) is accounted for as turnover. This figure is adjusted in each period to ensure that income recognised more accurately reflects the value of economic benefits provided to the public sector client in each period, and is necessary due to the inflationary nature of the unitary payments. As a consequence of this adjustment to turnover, which is generally positive in the first half of the concession and negative in the second half (and must net out over the whole concession), a unitary payment control account debtor is recorded on the balance sheet

Focus Education (Lambeth) Limited
Directors report and financial statements
Registered number 04257230
Year ended 31 December 2010

## Notes (continued)

## 1 Accounting policies (continued)

#### Stocks and work in progress / amounts recoverable under contracts

Costs incurred in the construction of the schools have been accounted for under FRS 5 Application Note F Applying the guidance within the Application Note indicates that the project's principal agreements transfer substantially all the risks and rewards of ownership to The Mayor and Burgesses of the London Borough of Lambeth As such, all construction costs incurred on the project, including interest on finance up to the date of commission and incidental costs, are recorded as amounts recoverable under contracts during the construction phase of the project. Costs are recognised as cost of sales to the extent that they relate to the value of work done in respect of turnover recognised.

On the services commencement date, the amounts outstanding under the contract are transferred from amounts recoverable under contracts into a finance debtor

#### Finance lease debtor

Amounts receivable under the agreement with The Mayor and Burgesses of the London Borough of Lambeth relating to the school facilities transferred are included under debtors and represent the total amount outstanding under the agreement less unearned interest. Interest receivable is recognised over the period of the contract based on the interest rate implicit in the contract.

## Capitalisation of interest

Loan interest incurred during the construction of the school has been capitalised into the finance debtor

## Taxation

The charge for taxation is based on the result for the period and takes into account taxation deferred because of timing differences between the treatment of certain items for taxation and accounting purposes

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 FRS 19

#### Lifecycle costs

Provisions are made in respect of lifecycle maintenance costs to the extent that the company is obligated to undertake maintenance in future periods

## Classification of financial instruments issued by the Company

Following the adoption of FRS 25, financial instruments issued by the Company are treated as equity (i.e. forming part of shareholders' funds) only to the extent that they meet the following two conditions

- a) they include no contractual obligations upon the Company to deliver cash or other financial assets or to exchange financial assets or financial liabilities with another party under conditions that are potentially unfavourable to the Company, and
- b) where the instrument will or may be settled in the Company's own equity instruments, it is either a nonderivative that includes no obligation to deliver a variable number of the Company's own equity instruments or is a derivative that will be settled by the Company's exchanging a fixed amount of cash or other financial assets for a fixed number of its own equity instruments

To the extent that this definition is not met, the proceeds of issue are classified as a financial liability

Finance payments associated with financial liabilities are dealt with as part of interest payable and similar charges Finance payments associated with financial instruments that are classified as part of shareholders' funds, are dealt with as appropriations in the reconciliation of movements in shareholders' funds

## Interest bearing borrowings

Immediately after issue, debt is stated at the fair value of the consideration received on the issue of the capital instrument after deduction of issue costs. The finance cost of the debt is allocated to periods over the term of the debt at a constant rate on the carrying amount.

## 2 Analysis of turnover and (loss)/profit on ordinary activities before taxation

	2	2010	2	009
	Turnover	Attributable pre-tax loss	Turnover	Attributable pre-tax loss
	£000	£000	£000	£000
Operational services	982	(52)	888	(16)
	982	(52)	888	(16)
3 Net operating costs				
			2010	2009
			£000	£000
Service costs			734	657
Other charges			224	155
Auditors' remuneration			958	812
Amounts receivable by the auditors and their asso	ciates in respect of			
Audit of these financial statements				11
			969	823
4 Remuneration of directors				
			2010	2009
			£000	£000
Recharges in respect of directors' services			81	27

None of the directors received emoluments directly from the company or from the parent company (2009 none)

## 5 Staff numbers and costs

No staff are directly employed by the company (2009 none) Services provided by the contractors include the provision of staff and management to perform contractual responsibilities. Costs associated with the staff and management are included within the contractors service charges

## 6 Interest payable and similar charges

	2010	2009
	0003	£000
Interest payable on bank loans	755	786
Amounts payable to group undertakings	187	189
Amortisation of issue costs	47	48
Other charges	21	21
	<del></del>	
	1,010	1,044
		<del></del>

## 7 Other interest receivable and similar income

	2010 £000	2009 £000
Bank interest receivable Finance interest receivable	8 936	6 957
Other interest receivable	<u> </u>	-
	945	963
	<del></del>	
8 Taxation		
Analysis of credit in year		
UK corporation tax	2010 £000	2009 £000
Current tax on income for the year Adjustment in respect of prior years	- (4)	-
regulation in respect of prior years	(4)	
	(4)	-

Factors affecting the tax charge for the current year

The current tax credit for the year is lower than (2009 lower than) the standard rate of corporation tax in the UK 28% (2009 28%) The differences are explained below

Current tax reconciliation	2010 £000	2009 £000
(Loss)/ profit on ordinary activities before tax	(52)	(16)
Current tax at 28% (2009 28%)	(14)	(4)
Effects of Adjustment in respect of prior years Unutilised tax losses	(4) 14	- 4
Total current tax (credit)/charge	(4)	·

No deferred tax asset has been recognised due to the uncertainty of future profits

On 22 June 2010 the Chancellor announced that the main rate of UK corporation tax will reduce from 28% to 27% with effect from 1 April 2011. This tax change became substantively enacted in July 2010.

On 23 March 2011 the Chancellor announced a further reduction in the main rate of UK corporation tax to 26 per cent with effect from 1 April 2011. This change became substantively enacted on 29 March 2011.

The Chancellor also proposed changes to further reduce the main rate of corporation tax by one per cent per annum to 23 per cent by 1 April 2014

## 8 Taxation (continued)

The effect on Focus Education (Lambeth) Limited of the remaining proposed changes to the UK tax system will be reflected in the Focus Education (Lambeth) Limited's financial statements in future years, as appropriate, once the proposals have been substantively enacted

9	Debtors		
		2010	2009
		£000	£000
Finance	dehtor	13,505	13,845
Trade de		671	253
Other de		39	21
		14,215	14.119
		<del></del>	<del></del>
10	Debtors: amounts falling due after more than one year		
		2010	2009
		000£	£000
Finance	Debtor	13,141	13,505
		2010	2009
		£000	£000
Amoun	ts due within I year	1,074	614
	1-2 years	390	364
	2-5 years	1,340	1 253
	Over 5 years	11,411	11,888
		14,215	14,119
Less an	nounts due within I year	(1,074)	(614)
		13,141	13,505
11	Creditors: amounts falling due within one year		
		2010	2009
		£000	£000
	s owed to group undertakings	24	21
Trade c		382	165
Corpora		- 190	1 228
	s and deferred income as and social security	75	55
Senior I		468	441
Other c		361	294
			1 205
		1,500	1,205

## 12 Creditors: amounts falling due after more than one year

	2010 £000	2009 £000
Senior loan Amounts owed to group undertakings	12,040 1,527	12,461 1,550
	13,567	14 011
13 Analysis of debt	<del></del>	
7 Analysis of debt	2010	2000
	2010 £000	2009 £000
Debt can be analysed as falling due	2000	2000
In one year or less, or on demand	491	462
Between one and two years	523	491
Between two and five years	1,777	1,670
In five years or more	11,711	12,341
	14,502	14,964
Less issue costs	(444)	(491)
	14,058	14,473
•		

The company has a term loan facility of £15,170,000 due for expiry 1 September 2027 secured by a fixed and floating charge over the assets of the group Until 31 December 2006, the rate paid was LIBOR plus a 1 05% margin. This margin then changed to 0 85% and will remain at this level until 31 December 2019. Thereafter the margin will change to 0 95%. The company has entered into a swap transaction resulting in interest being charged on this loan at a fixed rate of 5.08%

The subordinated debt is in respect of unsecured loan notes, which have been issued in respect of the project The loan notes are redeemable by 31 August 2029 and bear interest at 12%

## 14 Provisions for liabilities and charges

	Lifecycle Maintenance £000
At beginning of year Charge to the profit and loss for the year Lifecycle expenditure	661 151 (41)
At end of year	771

## 15 Called up share capital

••	Carred up share capital		
411-44	d authorities and Gellin and	2010 £000	2009 £000
	d, called up and fully paid 10 000 ordinary shares of £1 each	10	10
Equity	10 000 ordinary snares of £1 each	10	10
		<del></del>	<del></del>
16	Reserves		
			Profit
			and loss
			account
			£000
	inning of year		(109)
Retaine	ed (loss) for the year		(48)
At end	of year		(157)

## 17 Ultimate holding company

The Company is a subsidiary undertaking of Catalyst Investment Holdings Limited which is the ultimate parent company incorporated in England and Wales

The largest group in which the results of the Company are consolidated is that headed by Catalyst Investment Holdings Limited incorporated in England and Wales. No other group financial statements include the results of the Company. The consolidated financial statements of these groups are available to the public and may be obtained from 3<sup>rd</sup> Floor, The Venus, I Old Park Lane, Trafford, Manchester, M41 7HG