

# **WILLIS EMPLOYEE BENEFITS LIMITED**

(Registered Number 5641509)

## **DIRECTORS' REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2007**

### **Directors**

BJ McManus (appointed 18 February 2008)

JB McGrath (appointed 22 February 2008)

A Powis (appointed 7 January 2008)

### **Secretary**

SK Bryant

### **Registered Office**

51 Lime Street  
London EC3M 7DQ

### **Auditors**

Deloitte & Touche LLP  
London

WEDNESDAY



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**DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2007**

The Directors present their annual report, together with the audited financial statements, for the year ended 31 December 2007

**Principal activities and review of developments**

The Company is part of the Willis Global Employee Benefits Practice, dealing with the design, implementation, communication and administration of employee benefits programmes. Benefits programmes include pension schemes, group death in service, income protection, private medical insurance, total reward strategies and absence management.

The Company is a subsidiary of Willis Group Holdings Limited (the Group), which is one of the world's leading professional service providers of risk management solutions, risk transfer expertise through insurance and reinsurance broking, and related specialised consultancy services.

There have been no significant changes in the Company's principal activities in 2007. The Directors are not aware, at the date of this report, of any likely major changes in the Company's activities in the next year.

The profit on ordinary activities after taxation amounted to £247,000 (thirteen months ended 31 December 2006 £1,000). As shown in the profit and loss account on page 7, the Company reported an operating profit of £336,000 (2006 £2,000). This increase reflects a significant growth in the Company's business during 2007.

No interim dividend was paid during the year (thirteen months ended 31 December 2006 £nil). The Directors do not recommend the payment of a final dividend (thirteen months ended 31 December 2006 £nil).

The balance sheet on page 8 of the financial statements shows the Company's position at the year end. The increase in net assets is due to the growth of the Company's business.

The Group manages its operations on a divisional 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. The performance of the Global division of the Group, which includes the Company, is discussed in the Group's financial statements which do not form part of this report.

**Principal risks and uncertainties**

Competitive pressure in the UK is a risk for the Company, which could result in it losing fees to its key competitors. The Company manages this risk by delivering value to clients, creating the most appropriate fee structure, enhancing the sales process and fully implementing a Client Advocacy program.

The Company is regulated in the UK by the Financial Services Authority and has appropriate FSA permissions to carry on its current activities. Internal control procedures are in place to ensure that the Company is fully compliant with all applicable UK industry regulation.

Group risks, including those relating to this Company, are discussed in the Group's financial statements which do not form part of this report.

**Environment**

The Group recognises the importance of its environmental responsibilities, monitors its impact on the environment, and designs and implements policies to reduce any damage that might be caused by the Group's activities.

**DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2007****Employees**

The Company is committed to the participation and involvement of employees in the Company's business and to facilitating their personal development to its maximum potential

Communication with employees concerning the objectives and performance of the Company is conducted through personal briefings and regular meetings, complemented by employee publications and video presentations. Feedback is continually sought from staff on a variety of business, management and human resources issues. These communication tools provide employees with the opportunity to contribute to the everyday running of the business and to support the achievement of the Company's vision and business strategy.

Details of the number of employees and related costs can be found in note 4 to the financial statements on page 12

**Directors and their interests**

The current Directors of the Company are shown on page 1, which forms part of this report. A Powis, BJ McManus and JB McGrath were appointed as Directors of the Company with effect from 7 January 2008, 18 February 2008 and 22 February 2008 respectively. ACA Gribben and AJ MacDonald resigned as Directors on 31 January 2008 and 27 February 2008 respectively. There were no other changes in Directors during the year or after the year end.

**Statement of Directors' responsibilities in relation to the financial statements**

The Directors are responsible for preparing their annual report and the financial statements in accordance with applicable law and regulations for each financial year. 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 its profit or loss 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 estimates that are reasonable and prudent,
- state whether applicable United Kingdom accounting standards have been followed, 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 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.

**Disclosure of information to auditors**

Each current Director of the Company confirms that

- so far as he is aware, there is no relevant audit information (as defined in the Companies Act 1985) of which the Company's auditors are unaware, and
- he has taken all the steps that he ought to have taken as a Director to make himself aware of any relevant audit information (as defined) 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 s234ZA of the Companies Act 1985.

**WILLIS EMPLOYEE BENEFITS LIMITED**

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**DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2007**

**Auditors**

The Company has elected to dispense with the obligation to appoint auditors annually and, accordingly, Deloitte & Touche LLP shall be deemed to be re-appointed as auditors for a further term

By order of the Board



S K Bryant  
Secretary

*10 April 2008*

51 Lime Street  
London EC3M 7DQ

**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF WILLIS EMPLOYEE BENEFITS LIMITED**

We have audited the financial statements of Willis Employee Benefits Limited for the year ended 31 December 2007 which comprise the Profit and Loss Account, the Balance Sheet, the Movement in Shareholders' Funds and the related notes 1 to 12. 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' responsibilities for preparing the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) are 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 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.

**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF WILLIS EMPLOYEE BENEFITS 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 2007 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

*Deloitte & Touche LLP*

Deloitte & Touche LLP  
Chartered Accountants and Registered Auditors  
London  
United Kingdom  
*23 April* 2008

**WILLIS EMPLOYEE BENEFITS LIMITED**

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**PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2007**

			Thirteen months ended 31 December
	Note	2007 £000	2006 £000
Turnover	2	1,507	2
Operating expenses		(1,171)	-
<b>Operating profit</b>	3	<b>336</b>	<b>2</b>
Interest receivable on cash at bank		21	-
<b>Profit on ordinary activities before taxation</b>		<b>357</b>	<b>2</b>
Tax charge on profit on ordinary activities	6	(110)	(1)
<b>Profit on ordinary activities after taxation</b>		<b>247</b>	<b>1</b>

All activities derive from continuing operations

**RECOGNISED GAINS AND LOSSES FOR THE YEAR ENDED 31 DECEMBER 2007**

There are no recognised gains or losses in either 2007 or 2006 other than the profit for those years

**WILLIS EMPLOYEE BENEFITS LIMITED****8****BALANCE SHEET AS AT 31 DECEMBER 2007**

	Note	2007 £000	2006 £000
<b>Current assets</b>			
Debtors amounts falling due within one year	7	644	-
Deposits and cash		1,382	12
		<b>2,026</b>	12
<b>Current liabilities</b>			
Creditors amounts falling due within one year	8	(1,768)	(1)
<b>Net assets</b>		<b>258</b>	11
<b>Capital and reserves</b>			
Called up share capital	9	10	10
Profit and loss account	10	248	1
<b>Equity shareholders' funds</b>		<b>258</b>	11

The financial statements were approved by the Board of Directors and authorised for issue on 10 April 2008 and signed on its behalf by

  
J B McGrath  
Director



**WILLIS EMPLOYEE BENEFITS LIMITED****9****MOVEMENT IN SHAREHOLDERS' FUNDS FOR THE YEAR ENDING 31 DECEMBER 2007**

	Thirteen months ended 31 December	
	2007	2006
<b>Movement in shareholders' funds</b>	<b>£000</b>	<b>£000</b>
Profit on ordinary activities after taxation	247	1
Net movement in shareholders' funds for the year	247	1
Shareholders' funds at beginning of year	11	-
Increase in share capital	-	10
<b>Shareholders' funds at end of year</b>	<b>258</b>	<b>11</b>

**NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2007****1. Accounting policies****Basis of preparation**

The principal accounting policies are summarised below. They have all been applied consistently throughout the year and for the thirteen months ended 31 December 2006.

The financial statements have been prepared

- under the historical cost convention, and
- in accordance with applicable law and accounting standards in the United Kingdom.

**Parent undertaking and controlling party**

The Company's

- immediate parent company and controlling undertaking is Willis Faber Limited, and
- ultimate parent company is Willis Group Holdings Limited, a company incorporated in Bermuda.

The largest and smallest group in which the results of the Company are consolidated is Willis Group Holdings Limited, whose financial statements are available to members of the public from the Company Secretary, 51 Lime Street, London EC3M 7DQ.

**Revenue recognition**

Turnover principally comprises insurance commission and fees for services rendered. Insurance commission and fees negotiated instead of insurance commission are recognised at the later of policy inception or when the policy placement is complete.

**Pension costs**

The Company participates in Willis Group Holdings Limited's UK defined benefit pension scheme. This scheme was closed to new entrants in January 2006. New entrants are now offered the opportunity to join a defined contribution scheme. The staff working for the Company are employed by Willis Limited, a fellow subsidiary undertaking of Willis Group Holdings Limited (the Group).

***Defined benefit scheme***

A defined benefit pension scheme is a pension scheme that defines an amount of pension benefit that an employee will receive on retirement, usually dependent on one or more factors such as age, years of service and compensation.

The UK defined benefit scheme is funded, with the assets of the scheme held separately from those of the Company, in separate trustee-administered funds. Pension scheme assets are measured at fair value and liabilities are measured on an actuarial basis using the projected unit credit method and discounted at a rate equivalent to the current rate of return on a high quality corporate bond of equivalent currency and term to the scheme liabilities. The actuarial valuations are obtained at least triennially and are updated at each balance sheet date. The resulting defined benefit assets or liability, net of the related deferred tax, is presented separately after other net assets on the face of Willis Limited's balance sheet.

As the Directors are unable to identify the Company's share of the scheme's underlying assets and liabilities, the Company recognises as its pension cost the contributions payable under the scheme during the year, as allowed by FRS17. The pension cost to the Company is based on the contribution rates assessed in accordance with the advice of professionally qualified actuaries using the projected unit credit method. The pension contributions rates are based on pension costs across the Group's UK companies as a whole.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2007 (continued)

**1 Accounting policies (continued)****Pension costs (continued)*****Defined contribution scheme***

A defined contribution scheme is a pension scheme under which the Company pays fixed contributions into a separate entity. The Company has no legal or constructive obligations to pay further contributions if the fund does not hold sufficient assets to pay all employees the benefits relating to employee service in the current or prior periods.

The costs of the defined contribution scheme in which the Company participates are charged to the profit and loss account as part of employee costs in the period in which they fall due. Differences between contributions payable in the year and contributions actually paid are shown as either accruals or prepayments in the balance sheet.

**Taxation**

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

**Cash flow statement**

Under FRS1 'Cash flow statements' the Company is exempt from the requirement to prepare a cash flow statement on the grounds that a consolidated cash flow statement is prepared at Group level.

**2. Turnover**

The table below analyses the Company's commission and fees by the accounting address of the client from whom the business is derived. This does not necessarily reflect the original source or location of the business. Commission and fees are attributable to continuing operations.

	Thirteen months ended 31 December	
	2007	2006
	£000	£000
<b>Insurance commission and fees</b>		
United Kingdom	1,507	2

**3. Operating profit**

Auditors' remuneration of £7,800 (thirteen months ending 31 December 2006 £7,500) was borne by another Group company.

# WILLIS EMPLOYEE BENEFITS LIMITED

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## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2007 (continued)

	2007 £000	Thirteen months ended 31 December 2006 £000
<b>4. Employee costs</b>		
Salaries	692	-
Social security costs	78	-
Other pension costs	51	-
	<u>821</u>	<u>-</u>
Number of employees – average for the period	2007 Number	2006 Number
Producer	8	-
Client services	2	-
Management / administration services	1	-
	<u>11</u>	<u>-</u>

The staff working for the Company are employed by other subsidiary undertakings of Willis Group Holdings Limited. The Company bears the cost of the salaries, social security payments and pension contributions relating to such staff and reimburses the employing company for the full amount of the costs incurred, as shown above.

### 5. Directors' remuneration

The Directors of the Company received no remuneration for services rendered to the Company during the year (thirteen months ending 31 December 2006 £nil).

	2007 £000	Thirteen months ended 31 December 2006 £000
<b>6. Tax charge on profit on ordinary activities</b>		
<i>(a) Analysis of tax charge for the year</i>		
Current tax		
UK corporation tax on profit at 30% (2006 30%)	110	1
Current tax charge on profit on ordinary activities (note 6(b))	<u>110</u>	<u>1</u>
<i>(b) Factors affecting tax charge for the year</i>		
The tax assessed for the year is higher than (2006 equal to) the standard rate of corporation tax in the UK (30%). The differences are explained below		
Profit on ordinary activities before tax	357	2
Profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 30% (2006 30%)	107	1
Expenses not deductible for tax purposes	3	-
Current tax charge for the year (note 6(a))	<u>110</u>	<u>1</u>

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#### 6. Tax charge on profit on ordinary activities (continued)

Following the Finance Act 2007, the UK corporation tax rate changed from 30% to 28% on 1 April 2008

	2007 £000	2006 £000
<b>7. Debtors</b>		
<i>Amounts falling due within one year</i>		
Trade debtors	205	-
Prepayments and accrued income	439	-
	<u>644</u>	<u>-</u>
<b>8. Creditors: amounts falling due within one year</b>	<b>2007 £000</b>	<b>2006 £000</b>
Amounts owed to Group undertaking	1,654	-
Corporation tax	110	1
Other creditors	4	-
	<u>1,768</u>	<u>1</u>
<b>9. Called up share capital</b>	<b>2007 Number (thousand)</b>	<b>2006 Number (thousand)</b>
<b>Authorised share capital</b>		
Ordinary shares of £1 each	<u>1,000</u>	<u>1,000</u>
	<b>2007 £000</b>	<b>2006 £000</b>
<b>Allotted, issued and fully paid</b>		
10,000 (2006 10,000) ordinary shares of £1 each	<u>10</u>	<u>10</u>

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2007 (continued)

<b>10. Reserves and shareholders' capital</b>	<b>Share capital £000</b>	<b>Profit and loss account £000</b>	<b>Total £000</b>
1 January 2007	10	1	11
Profit on ordinary activities after taxation	-	247	247
31 December 2007	10	248	258

**11. Pensions***Defined Benefit Scheme*

The Company is a member of the Willis Pension Scheme in the United Kingdom ('the Scheme'), which is funded externally and is of the defined benefit type. The staff working for the Company are employed by Willis Limited, a fellow subsidiary undertaking of Willis Group Holdings Limited. The pension cost to the Company is based on the contribution rates assessed in accordance with the advice of professionally qualified actuaries using the projected unit credit method. The pension contributions rates are based on pension costs across the Group's UK companies as a whole.

The most recent actuarial valuation of the Scheme was at 31 December 2004. The most recent actuarial valuation has been reviewed and updated as at 31 December 2007 to take account of the requirements of FRS17 'Retirement Benefits', in order to assess the liabilities of the Scheme at 31 December 2007.

The Directors consider that the share of the Scheme's underlying assets and liabilities attributable to the Company's employees cannot be separately identified as several Group companies participate in the Scheme. Accordingly all Scheme assets and liabilities are included on the balance sheet of Willis Limited. The Scheme showed an overall surplus after tax of \$324.1 million (£163.7 million) at 31 December 2007 compared with an overall surplus after tax of \$147.8 million (£75.4 million) at 31 December 2006. Company contribution rates decreased from 14.6% to 14.4% of pensionable earnings with effect from 1 January 2007. In addition, the Scheme contributions increased to the rate of 6% in 2007 and to the rate of 8% in 2008 for all employed members.

Full disclosures for the Scheme under FRS17 are included in the financial statements of Willis Limited.

The Scheme was closed to new members from 1 January 2006.

*Defined Contribution Scheme*

The Company operated a defined contribution scheme for new members from 1 January 2006.

**12. Related party transactions**

FRS8 (paragraph 3(c)) exempts the reporting of transactions between Group companies in the financial statements of companies 90% or more of whose voting rights are controlled within the Group. The Company has taken advantage of this exemption. There are no other transactions requiring disclosure.