

**Company Registration No. 04859829**

**Altavia HTT Limited**

**Report and Financial Statements**

**31 December 2012**

**Deloitte LLP  
Leeds**

**WEDNESDAY**



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COMPANIES HOUSE

# **Altavia HTT Limited**

## **2012 Report And Financial Statements**

<b>Contents</b>	<b>Page</b>
<b>Officers and professional advisers</b>	<b>1</b>
<b>Directors' report</b>	<b>2</b>
<b>Directors' responsibilities statement</b>	<b>5</b>
<b>Independent auditor's report</b>	<b>6</b>
<b>Profit and loss account</b>	<b>7</b>
<b>Balance sheet</b>	<b>8</b>
<b>Cashflow statement</b>	<b>9</b>
<b>Notes to the financial statements</b>	<b>10</b>

# **Altavia HTT Limited**

## **2012 Report And Financial Statements**

### **Officers And Professional Advisers**

#### **Directors**

James Reid  
Robert North  
Paul D Ballinger  
Lorenzo Bertagnolio  
Raphael Paltu  
George M Lkierman  
Sebastian Reydon

#### **Secretary**

James Reid

#### **Registered office**

Unit 4 Park Square  
Newton Chambers Road  
Thorncliffe Park  
Chapelton  
Sheffield  
S35 2PH

#### **Auditor**

Deloitte LLP  
Chartered Accountants and Statutory Auditor  
Leeds

#### **Bankers**

The Royal Bank of Scotland plc  
Corporate Banking  
3<sup>rd</sup> Floor  
2 Whitehall Quay  
Leeds  
LS1 4HR

# Altavia HTT Limited

## Directors' report

The directors present their annual report on the affairs of the company, together with the financial statements and auditor's report, for the year ended 31 December 2012

### Principal activity and business review

Principal activity of the company continued to be that of print management. During the year turnover has increased by £6.2m due to the company having won new contracts and increased sales to existing customers which is forecast to continue to drive growth throughout 2013. The net effect of these new contracts and investing for future growth of the business has led to a decrease in the pre-tax profit to £878,000 (2011: £949,000).

The net assets of the company have decreased by £23,000 to £809,000 due to the profit made by the company less the dividend that has been paid.

The investment made in the business during the year coupled with the commencement of new customer contracts, gives the Directors confidence over the future prospects of the Company.

### Results and dividends

The results for the year are set out on page 7.

The directors paid a dividend of £690,000 (2011: £775,000).

The key performance indicators of the Company for the financial year were

	2012	2011
Sales growth (1)	27.4%	5.6%
Margin (2)	11.4%	12.8%
Working Capital (3)	£767,000	£804,000

(1) Sales growth

(2) Gross profits are as presented in the financial statements

(3) Net current assets as presented in the financial statements

Sales continued to increase at acceptable levels during the period. Margins have decreased during the year as the company has invested to provide a platform for the future growth of the business. The working capital of the company has decreased despite the increase in sales due to changes in the company's trading relationships.

### Operational risk management

There are a number of potential risks and uncertainties which could have a material impact on the company's long-term performance. The company has a risk management system and set out below is how the company manages these.

#### Levels of market demand

The company is exposed to changes in level of activity which is driven by the general economic climate and consumer confidence which impacts upon demand for the company's services.

#### Competitor risk

The company operates in a market sector where pricing is competitive. Management reviews prices to ensure that the business remains competitive.

#### Commercial relationships

The company is exposed to changes in relationships with both customers and suppliers. Management within the business maintains and develops relationships with customers and suppliers.

# Altavia HTT Limited

## Directors' report

### Interest rate risk

The company has no external financing and receives interest on cash deposits on floating rate. It therefore has some interest rate exposure. The company does not use financial instruments.

### Fixed assets

In the opinion of the directors, there were no material differences between the market values of the company's assets and their net book values.

### Directors

The directors who served during the year and subsequently were as follows:

James Reid  
Robert North  
Paul D Ballinger  
Lorenzo Bertagnolio  
Raphael Paltu  
Laurent Saumon (resigned 17 April 2012)  
George M Likierman (appointed 17 April 2012)  
Sebastian Reydon

### Charitable and political contributions

During the year the company made charitable donations of £300 (2011: £260), principally to local charities serving communities in which the group operates. No political donations were made in the year (2011: Nil).

### Going concern

In determining whether the Company's 2012 financial statements can be prepared on a going concern basis, the directors considered all factors likely to affect its future development, performance and its financial position, including uncertainties relating to cash flows, liquidity position and its trading activities.

The key factors considered by the directors were as follows:

- the implications of the challenging economic environment and the effect that this has on demand from customers,
- the impact of the competitive environment within which the Company operates,
- the credit risk associated with Company's trade receivable balances, and
- the potential actions that could be taken in the event that revenues are worse than expected, to ensure that operating profit and cash flows are protected,

After making enquiries, the Directors have formed a judgement, at the time of approving the financial statements, that there is a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. For this reason the Directors continue to adopt the going concern basis in preparing the financial statements.

# Altavia HTT Limited

## Directors' report

### Auditor

Each of the persons who is a director at the date of approval of this report confirms that

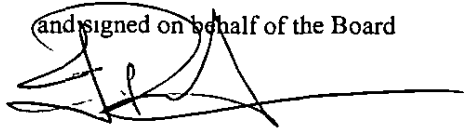
- so far each of the directors is aware, there is no relevant audit information of which the company's auditor is unaware, and
- the director has taken all the steps that he ought to have taken as a director to make himself aware of any relevant audit information and to establish that the company's auditor is aware of that information

This confirmation is given and should be interpreted in accordance with the provisions of s418 of the Companies Act 2006

Deloitte LLP have indicated their willingness to be reappointed for another term and appropriate arrangements have been put in place for them to be deemed reappointed as auditor in the absence of an Annual General Meeting

Approved by the Board of Directors

and signed on behalf of the Board

A handwritten signature in black ink, appearing to be 'James Reid', written over the text 'and signed on behalf of the Board'. The signature is stylized and extends to the right.

James Reid  
Secretary

25+L March 2013

## Directors' responsibilities statement

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgments and accounting estimates that are reasonable and prudent,
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements, and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

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

## **Independent Auditor's Report To The Members Of Altavia HTT Limited**

We have audited the financial statements of Altavia HTT Limited for the year ended 31 December 2012 which comprise the Profit and Loss Account, the Balance Sheet, the Cash Flow Statement and the related notes 1 to 18. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an 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 auditor**

As explained more fully in the Directors' Responsibilities Statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit 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 Ethical Standards for Auditors.

### **Scope of the audit of the financial statements**

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the directors, and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the annual report to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

### **Opinion on financial statements**

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 31 December 2012 and of its profit for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### **Opinion on other matter prescribed by the Companies Act 2006**

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

### **Matters on which we are required to report by exception**

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us, or
- the financial statements are not in agreement with the accounting records and returns, or
- certain disclosures of directors' remuneration specified by law are not made, or
- we have not received all the information and explanations we require for our audit.

*Matthew Hughes*

Matthew Hughes BSC (Hons), ACA (Senior Statutory Auditor)  
for and on behalf of Deloitte LLP  
Chartered Accountants and Statutory Auditor  
Leeds, United Kingdom

26 March 2013



# Altavia HTT Limited

## Profit and loss account

Year ended 31 December 2012

	Note	2012 £'000	2011 £'000
Turnover	2	28,710	22,534
Cost of sales		(25,425)	(19,644)
<b>Gross profit</b>		<b>3,285</b>	<b>2,890</b>
Distribution costs		(603)	(496)
Administrative expenses		(1,807)	(1,453)
<b>Operating profit</b>	3	<b>875</b>	<b>941</b>
Other interest receivable and similar income		3	8
<b>Profit on ordinary activities before taxation</b>		<b>878</b>	<b>949</b>
Tax on profit on ordinary activities	6	(211)	(261)
<b>Profit on ordinary activities after taxation</b>	14	<b>667</b>	<b>688</b>

The accompanying notes are an integral part of this profit and loss account

There are no recognised gains or losses other than as reported above therefore no separate statement of recognised gains and losses has been presented. All results arose from continuing activities.

# Altavia HTT Limited

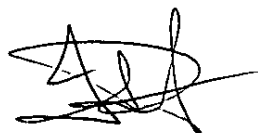
## Balance sheet 31 December 2012

	Notes	2012 £'000	2011 £'000
<b>Fixed assets</b>			
Intangible assets	8	8	10
Tangible assets	9	34	18
		<u>42</u>	<u>28</u>
<b>Current assets</b>			
Debtors	10	4,396	3,682
Cash at bank and in hand		2,050	2,153
		<u>6,446</u>	<u>5,835</u>
<b>Creditors: Amounts falling due within one year</b>	11	(5,679)	(5,031)
<b>Net current assets</b>		<u>767</u>	<u>804</u>
<b>Total assets less current liabilities</b>		<u>809</u>	<u>832</u>
<b>Capital and reserves</b>			
Called-up share capital	12	1	1
Profit and loss account	14	808	831
		<u>809</u>	<u>832</u>
<b>Shareholders' funds</b>	14	<u>809</u>	<u>832</u>

These financial statements of Altavia HTT Limited (company number 04859829) were approved by the Board of Directors on ~~25~~ 26 March 2013

The accompanying notes are an integral part of this balance sheet

Signed on behalf of the Board of Directors



James Reid  
Director

## Altavia HTT Limited

### Cashflow statement

31 December 2012

	Note	2012 £'000	2011 £'000
Net cash inflow from operating activities	18	873	1,901
Taxation		(262)	(483)
Capital expenditure and financial investment		(27)	(6)
Equity dividends paid		(690)	(775)
Cash (outflow) / inflow before financing		(106)	637
Financing		3	8
(Decrease) / increase in cash in the period		(103)	645

### Analysis and reconciliation of movement in net funds

	2012 £'000	2011 £'000
Opening net funds	2,153	1,508
(Decrease) / increase in cash in the period	(103)	645
Closing net funds	2,050	2,153

# Altavia HTT Limited

## Notes to the financial statements Year ended 31 December 2012

### 1. Accounting policies

The principal accounting policies are set out below. The accounting policies have been applied consistently throughout the year and the preceding year.

#### Basis of accounting

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

The financial statements have been prepared on the going concern basis as set out in the directors' report.

#### Turnover

Turnover represents the total invoice value excluding value added tax and trade discounts, of sales made during the year.

Revenue is recognised on shipment of goods to customers.

#### Goodwill

Acquired goodwill is written off in equal annual instalments over its estimated useful economic life of 10 years.

#### Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost, net of depreciation and any provision for impairment.

Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows:

Fixture, fitting and equipment	25% straight line
Computer equipment	25% straight line

#### Leasing

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

#### Taxation

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

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events that result in an obligation to pay more tax in the future or a right to pay less tax in the future have occurred at the balance sheet date. Timing differences are differences between the company's taxable profits and its results as stated in the financial statements that arise from the inclusion of gains and losses in tax assessments in periods different from those in which they are recognised in the financial statements.

A net deferred tax asset is regarded as recoverable and therefore recognised only when, on the basis of all available evidence, it can be regarded as 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 at the average tax rates that are expected to apply in the periods in which the timing differences are expected to reverse, based on tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

# Altavia HTT Limited

## Notes to the financial statements Year ended 31 December 2012

### 1. Accounting policies (continued)

#### Foreign currencies

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange prevailing at the accounting date. Transactions in foreign currencies are recorded at the date of transactions. All differences are taken to the profit and loss account.

#### Pensions

The company operates a defined contribution pension scheme. The amount charged to the profit and loss account in respect of pension costs is the contributions payable in the year. Differences between contributions payable in the year and contributions actually paid are shown as either accruals or prepayments in the balance sheet.

### 2. Turnover

Geographical market	2012 £'000	2011 £'000
UK	22,476	19,816
Europe	6,234	2,718
	<u>28,710</u>	<u>22,534</u>

All sales arose from the company's principle activity.

### 3. Operating profit

Operating profit is stated after charging / (crediting)

	2012 £'000	2011 £'000
Amortisation and other amounts written off intangible fixed assets	2	2
Depreciation and other amounts written off tangible fixed assets	10	8
Losses / (gains) on foreign exchange	81	(14)
Operating lease rentals		
– land and buildings	64	68
– motor vehicles	23	23
Auditor remuneration	12	12
	<u>190</u>	<u>103</u>

The analysis of auditor's remuneration is as follows

	2012 £'000	2011 £'000
Fees payable to the company's auditor for the audit of the company's financial statements	<u>12</u>	<u>12</u>

# Altavia HTT Limited

## Notes to the financial statements Year ended 31 December 2012

### 4 Information regarding directors and employees

The average monthly number of employees (including directors) was 22 (2011 19)

Their aggregate remuneration comprised	<b>2012</b>	<b>2011</b>
	<b>£'000</b>	<b>£'000</b>
Wages and salaries	1,388	1,133
Social security costs	167	137
Other pension costs	85	65
	<u>1,640</u>	<u>1,335</u>

The remuneration of the directors was as follows

	<b>2012</b>	<b>2011</b>
	<b>£'000</b>	<b>£'000</b>
Remuneration and other emoluments	395	437
Pension contributions	56	38
	<u>451</u>	<u>475</u>

#### *Highest-paid director*

The above amounts for remuneration include the following in respect of the highest paid director

	<b>2012</b>	<b>2011</b>
	<b>£'000</b>	<b>£'000</b>
Emoluments and other benefits	161	200
Pension contributions	17	19
	<u>178</u>	<u>219</u>

#### *Pensions*

Number of directors for whom retirement benefits are accruing under a money purchase scheme

	<b>2012</b>	<b>2011</b>
	<b>Number</b>	<b>Number</b>
Money purchase scheme	<u>3</u>	<u>3</u>

### 5. Pension costs

The company operates a defined contribution pension scheme in respect of the employees and the directors of the company. The scheme and its assets are held by independent managers. The pension charge represents contributions due from the company and amounted to £85,000 (2011 £55,000)

There was nil outstanding as at the balance sheet date (2011 £nil)

# Altavia HTT Limited

## Notes to the financial statements Year ended 31 December 2012

### 6. Tax on profit on ordinary activities

The tax charge comprises

	2012 £'000	2011 £'000
<b>Current tax</b>		
UK corporation tax	211	257
Total current tax charge	211	257
Adjustment to tax charge in respect of previous periods	-	4
Tax on profit on ordinary activities	211	261

The differences between the total current tax shown above and the amount calculated by applying the standard rate of UK corporation tax to the profit before tax is as follows

	2012 £'000	2011 £'000
<b>Profit on ordinary activities before tax</b>	878	949
Tax on profit on ordinary activities at standard UK corporation tax rate of 24.5% (2011 26.5%)	215	251
<b>Effects of:</b>		
Expenses not deductible for tax purposes	2	5
Capital allowances in excess of depreciation	(6)	1
Adjustment to tax charge in respect of previous periods	-	4
Current tax charge for period	211	261

#### Factors that may affect future tax charges

A potential deferred tax asset of £1,000 (2011 £2,000) relating to fixed asset timing differences and other short term differences has not been recognised on the grounds that it is not deemed recoverable under Financial Reporting Standard No 19

### 7. Dividends

	2012 £'000	2011 £'000
<b>Amounts recognised as distributions to equity holders in the year</b>		
Final dividend paid for the year ended 31 December 2011 of 718.75p (2010 807.3p)	690	775

The final dividend for the year ended 31 December 2012 has yet to be finalised and has not been included as a liability in these financial statements

# Altavia HTT Limited

## Notes to the financial statements Year ended 31 December 2012

### 8. Intangible assets

	<b>Goodwill £'000</b>
<b>Cost</b>	
At 1 January 2012 and 31 December 2012	22
<b>Depreciation</b>	
At 1 January 2012	12
Charge for the year	2
At 31 December 2012	14
<b>Net book value</b>	
At 31 December 2012	8
At 31 December 2011	10

### 9. Tangible fixed assets

	<b>Fixtures, fittings and equipment £'000</b>	<b>Computer equipment £'000</b>	<b>Total £'000</b>
<b>Cost</b>			
At 1 January 2012	23	72	95
Additions	2	25	27
At 31 December 2012	25	97	122
<b>Depreciation</b>			
At 1 January 2012	18	59	77
Charge for the year	2	8	10
At 31 December 2012	20	67	87
<b>Net book value</b>			
At 31 December 2012	5	29	34
At 31 December 2011	5	13	18

### 10. Debtors

	<b>2012 £'000</b>	<b>2011 £'000</b>
Trade debtors	3,965	3,453
Amounts owed by group undertakings	29	30
Other debtors	273	107
Prepayments and accrued income	129	92
	<u>4,396</u>	<u>3,682</u>



# Altavia HTT Limited

## Notes to the financial statements Year ended 31 December 2012

### 11. Creditors amounts falling due within one year

	2012 £'000	2011 £'000
Trade creditors	4,283	4,067
Amounts owed to group undertakings	236	211
Corporation tax	11	62
Other taxation and social security	40	38
Accruals and deferred income	1,109	653
	<u>5,679</u>	<u>5,031</u>

### 12 Called-up share capital

	2012 £	2011 £
<b>Authorised</b>		
960 ordinary shares of £1 each	<u>960</u>	<u>960</u>
<b>Allotted, called-up and fully paid</b>		
960 ordinary shares of £1 each	<u>960</u>	<u>960</u>

### 13 Reserves

	Profit and loss account £'000
Beginning of year	831
Profit on ordinary activities after taxation	667
Dividends	(690)
End of year	<u>808</u>

### 14 Reconciliation of movements in shareholders' funds

	2012 £'000	2011 £'000
Profit for the financial year	667	688
Dividends (note 7)	(690)	(775)
Net reduction in shareholders' funds	<u>(23)</u>	<u>(87)</u>
Opening shareholders' funds	<u>832</u>	<u>919</u>
Closing shareholders' funds	<u>809</u>	<u>832</u>

# Altavia HTT Limited

## Notes to the financial statements Year ended 31 December 2012

### 15. Financial commitments

At 31 December 2012 the company had annual commitments under non-cancellable operating leases as follows

	Land and buildings		Other	
	2012 £'000	2011 £'000	2012 £'000	2011 £'000
Expiry date				
Within one year	-	-	5	5
Between one and five years	64	68	20	20
	<u>64</u>	<u>68</u>	<u>25</u>	<u>25</u>

### 16. Related party transactions

During the year the Company made sales and purchases in the ordinary course of business to/from the companies as shown below. They are treated as related parties due to the ownership structure of the Group which is not wholly owned. These amounts all relate to trading balances.

2012 Analysis				
Related party	Relationship	Nature of transaction	Amount Dr/(Cr) £000's	Year-end Dr/(Cr) £000's
Altavia SA	Parent company	Goodwill on investment	-	(22)
Altavia SA	Parent company	Management charges	(335)	(74)
Altavia SA	Parent company	Interest on current a/c	-	-
Altavia Belgium	Associated undertaking	Sale of services	-	-
Altavia Belgium	Associated undertaking	Purchase of services	-	-
Altavia Paris	Associated undertaking	Sale of services	-	-
Altavia Paris	Associated undertaking	Purchase of services	-	-
Altavia Connect	Associated undertaking	Purchase of services	(251)	(44)
Altavia Connect	Associated undertaking	Sale of services	-	-
Altavia Germany	Associated undertaking	Sale of services	2	-
Altavia St Etienne	Associated undertaking	Purchase of services	(2)	(2)
Altavia Europe	Associated undertaking	Purchase of services	(262)	(94)
Altavia Europe	Associated undertaking	Sale of services	277	29
2011 Analysis				
Related party	Relationship	Nature of transaction	Amount Dr/(Cr) £000's	Year-end Dr/(Cr) £000's
Altavia SA	Parent company	Goodwill on investment	-	(22)
Altavia SA	Parent company	Management charges	(296)	(28)
Altavia SA	Parent company	Interest on current a/c	5	1
Altavia Belgium	Associated undertaking	Sale of services	4	1
Altavia Belgium	Associated undertaking	Purchase of services	(26)	-
Altavia Paris	Associated undertaking	Sale of services	5	-
Altavia Paris	Associated undertaking	Purchase of services	(8)	-
Altavia Connect	Associated undertaking	Purchase of services	(235)	(67)
Altavia Connect	Associated undertaking	Sale of services	12	-
Altavia Germany	Associated undertaking	Purchase of services	(41)	-
Altavia Poland	Associated undertaking	Purchase of services	(1)	-
Altavia Europe	Associated undertaking	Purchase of services	(244)	(94)
Altavia Europe	Associated undertaking	Sale of services	315	28

# Altavia HTT Limited

## Notes to the financial statements Year ended 31 December 2012

### 17. Ultimate parent and controlling party

The company's immediate / ultimate parent company and controlling party is Altavia Europe SA, a company incorporated in France. Copies of the consolidated financial statement, in which the company is included, are available from its registered office 1 rue Rembrandt, 75008, Paris, France.

Altavia Europe SA is the smallest and the largest group for which group financial statements are prepared and which includes Altavia HTT Limited in its consolidated financial statements.

On 29 April 2012 Altavia Europe SA increased its interest in the Company from 80 per cent to 90 per cent of the issued share capital of the Company. Altavia Europe SA controls the Company as a result of controlling, directly, 90% per cent of the issued share capital of the Company.

### 18. Reconciliation of operating profits to operating cashflows

	2012 £'000	2011 £'000
Operating profit	875	941
Depreciation and amortisation	12	10
(Increase) / decrease in debtors	(714)	656
Increase in creditors	699	300
Foreign exchange	1	(6)
<b>Net cash inflow from operating activities</b>	<u>873</u>	<u>1,901</u>