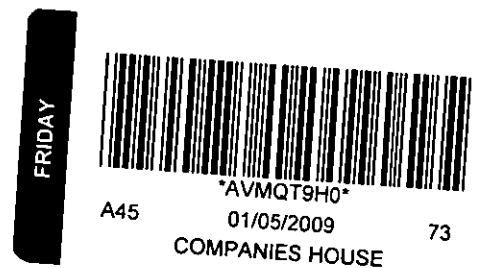


**ALTAVIA HTT LIMITED**

**Report and Financial Statements**

**31 December 2008**

**Deloitte LLP  
Leeds**



# **ALTAVIA HTT LIMITED**

## **2008 REPORT AND FINANCIAL STATEMENTS**

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# **ALTAVIA HTT LIMITED**

## **2008 REPORT AND FINANCIAL STATEMENTS**

### **OFFICERS AND PROFESSIONAL ADVISERS**

#### **DIRECTORS**

James Reid  
Robert North  
Paul D Ballinger  
Lorenzo Bertagnolio  
Raphael Palti  
Laurent Saumon  
Sebastian Reydon

#### **SECRETARY**

James Reid

#### **REGISTERED OFFICE**

Unit 1B Park Square  
Newton Chambers Road  
Thorncliffe Park  
Chapelton  
Sheffield  
S35 2PH

#### **AUDITORS**

Deloitte LLP  
Chartered Accountants and Registered Auditors  
Leeds

## **DIRECTORS' REPORT**

The directors present their annual report on the affairs of the company, together with the financial statements and auditors' report, for the year ended 31 December 2008.

### **PRINCIPAL ACTIVITY AND BUSINESS REVIEW**

Principal activity of the company continued to be that of print management.

### **RESULTS AND DIVIDENDS**

The results for the year are set out on page 6.

The directors paid a dividend of £298,595 (2007: £332,099).

### **DIRECTORS**

The directors who served during the year were as follows:

James Reid  
Robert North  
Paul D Ballinger  
Lorenzo Bertagnolio  
Raphael Palti  
Seastien E Litou (Resigned 27/11/2008)  
Haim Anidjar (Resigned 27/11/2008)  
Laurent Saumon (Appointed 27/11/2008)  
Sebastian Reydon (Appointed 27/11/2008)

### **CHARITABLE AND POLITICAL CONTRIBUTIONS**

During the year the company made charitable donations of £925 (2007: £584), principally to local charities serving communities in which the group operates. No political donations were made in the year (2007: Nil).

### **GOING CONCERN**

In determining whether the Company's 2008 Accounts 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 Accounts, 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.

**DIRECTORS' REPORT continued**

**AUDITORS**

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 auditors are unaware; and
- the director has taken all the steps that he/she ought to have taken as a director to make himself/herself aware of any relevant audit information 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.

Deloitte LLP were appointed auditors in the year to fill a casual vacancy.

Approved by the Board of Directors  
and ~~signed on~~ behalf of the Board



James Reid  
Secretary  
14+L April 2009

**STATEMENT OF DIRECTORS' RESPONSIBILITIES**

The directors are responsible for preparing the Annual Report and the financial statements. The directors have chosen to prepare the accounts for the company in accordance with United Kingdom Generally Accepted Accounting Practice.

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 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 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.

## **INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF ALTAVIA HTT LIMITED**

We have audited the financial statements of Altavia HTT Limited for the year ended 31 December 2008 which comprise the profit and loss account, 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' 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**

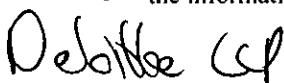
We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements 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.

### **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 2008 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 LLP**

Chartered Accountants and Registered Auditors

Leeds

17 April 2009

# ALTAVIA HTT LIMITED

## PROFIT AND LOSS ACCOUNT

Year ended 31 December 2008

	Note	2008 £	2007 £
<b>TURNOVER</b>	2	15,121,125	15,241,604
Cost of sales		<u>(13,235,857)</u>	<u>(13,490,207)</u>
<b>GROSS PROFIT</b>		1,885,268	1,751,397
Administrative expenses		<u>(1,322,889)</u>	<u>(1,328,469)</u>
<b>OPERATING PROFIT</b>	3	562,379	422,928
Other interest receivable and similar income		<u>16,477</u>	<u>18,222</u>
<b>PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION</b>		578,856	441,150
Tax on profit on ordinary activities	6	<u>(153,417)</u>	<u>(133,775)</u>
<b>PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION</b>		<u>425,439</u>	<u>307,375</u>

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 2008

	Notes	2008 £	2007 £
<b>FIXED ASSETS</b>			
Intangible assets	8	16,352	18,582
Tangible assets	9	18,918	27,616
		<u>35,270</u>	<u>46,198</u>
<b>CURRENT ASSETS</b>			
Debtors	10	2,915,329	2,953,701
Cash at bank and in hand		467,704	1,034,327
		<u>3,383,033</u>	<u>3,988,028</u>
<b>CREDITORS: Amounts falling due within one year</b>	11	<u>(2,784,306)</u>	<u>(3,527,073)</u>
<b>NET CURRENT ASSETS</b>		<u>598,727</u>	<u>460,955</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<u>633,997</u>	<u>507,153</u>
<b>CAPITAL AND RESERVES</b>			
Called-up share capital	12	960	960
Profit and loss account	13	633,037	506,193
		<u>633,997</u>	<u>507,153</u>
<b>EQUITY SHAREHOLDERS' FUNDS</b>	13	<u>633,997</u>	<u>507,153</u>

These financial statements were approved by the Board of Directors on 14<sup>th</sup> April 2009.

Signed on behalf of the Board of Directors



James Reid

Director

The accompanying notes are an integral part of this balance sheet.

**NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2008**

**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 company is exempt from the requirement of FRS1 (revised) for preparing a cash flow statement as the company meets the criteria for qualifying as a small company.

**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**

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 basis
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 substantially 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.

**NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2008**

**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	<b>2008</b>	<b>2007</b>
	<b>£</b>	<b>£</b>
UK	11,282,648	13,278,089
Europe	1,431,678	1,118,056
Rest of World	2,406,799	845,459
	<u>15,121,125</u>	<u>15,241,604</u>

All sales arose from the company's principle activity.

**3. OPERATING PROFIT**

Operating profit is stated after charging:

	<b>2008</b>	<b>2007</b>
	<b>£</b>	<b>£</b>
Depreciation and other amounts written off tangible fixed assets	2,230	2,230
Depreciation and other amounts written off intangible fixed assets	11,825	12,909
Exchange differences	89,258	3,601
Operating lease rentals		
– land and buildings	37,254	37,291
- Motor vehicles	46,734	41,282
Auditors' remuneration- non-audit services (tax services)	11,042	8,700
	<u>11,042</u>	<u>8,700</u>

The analysis of auditor's remuneration is as follows:

	<b>2008</b>	<b>2007</b>
	<b>£</b>	<b>£</b>
Fees payable to the company's auditors for the audit of the companies annual accounts	11,042	8,700
	<u>11,042</u>	<u>8,700</u>

**NOTES TO THE FINANCIAL STATEMENTS**  
**Year ended 31 December 2008**

**4. INFORMATION REGARDING DIRECTORS AND EMPLOYEES**

The average monthly number of employees (including directors) was 11 (2007: 11).

Their aggregate remuneration comprised:	<b>2008</b>	<b>2007</b>
	<b>£</b>	<b>£</b>
Wages and salaries	676,893	639,530
Social security costs	83,883	76,658
Other pension costs	31,868	29,813
	<u>792,644</u>	<u>746,001</u>

The remuneration of the directors was as follows:

	<b>2008</b>	<b>2007</b>
	<b>£</b>	<b>£</b>
Remuneration and other emoluments	311,543	268,290
Pension contributions	22,596	21,202
	<u>334,139</u>	<u>289,492</u>

*Highest-paid director*

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

	<b>2008</b>	<b>2007</b>
	<b>£</b>	<b>£</b>
Emoluments and other benefits	135,978	113,375
Pension contributions	10,212	9,898
	<u>146,190</u>	<u>123,273</u>

*Pensions*

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

	<b>2008</b>	<b>2007</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 £31,868 (2007: £29,813).

There was £2,759 outstanding as at the balance sheet date (2007: £1,877).

**NOTES TO THE FINANCIAL STATEMENTS**  
**Year ended 31 December 2008**

**6. TAX ON PROFIT ON ORDINARY ACTIVITIES**

The tax charge comprises:

	<b>2008</b>	<b>2007</b>
	<b>£</b>	<b>£</b>
<b>Current tax</b>		
UK corporation tax	153,417	133,775
	<u>153,417</u>	<u>133,775</u>
Total current tax charge	153,417	133,775
	<u>153,417</u>	<u>133,775</u>
Tax on profit on ordinary activities	<u>153,417</u>	<u>133,775</u>

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.

	<b>2008</b>	<b>2007</b>
	<b>£</b>	<b>£</b>
<b>Profit on ordinary activities before tax</b>	<u>578,856</u>	<u>441,150</u>
Tax on profit on ordinary activities at standard UK corporation tax rate of 28.5% (2007 – 30%)	164,974	132,345
<b>Effects of:</b>		
Expenses not deductible for tax purposes	4,197	3,108
Capital allowances in excess of depreciation	1,683	2,428
Utilisation of tax losses	-	(4,670)
Other short term timing differences	-	564
Marginal relief	(17,437)	-
	<u>153,417</u>	<u>133,775</u>
Current tax charge for period	<u>153,417</u>	<u>133,775</u>

**Factors that may affect future tax charges**

A potential deferred tax asset of £171,434 (2007: £166,749) relating to unrelieved losses, 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**

	<b>2008</b>	<b>2007</b>
	<b>£</b>	<b>£</b>
<b>Dividends on equity shares</b>		
Ordinary shares – final paid	298,595	332,099
	<u>298,595</u>	<u>332,099</u>

# ALTAVIA HTT LIMITED

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2008

### 8. INTANGIBLE ASSETS

	<b>Goodwill</b> £
<b>Cost</b>	
At 1 January 2008 and 31 December 2008	22,299
<b>Depreciation</b>	
At 1 January 2008	3,717
Charge for the year	2,230
At 31 December 2008	5,947
<b>Net book value</b>	
At 31 December 2008	16,352
At 31 December 2007	18,582

### 9. TANGIBLE FIXED ASSETS

	<b>Fixtures, fittings and equipment</b> £	<b>Computer equipment</b> £	<b>Total</b> £
<b>Cost</b>			
At 1 January 2008	15,799	47,455	63,254
Additions	-	3,127	3,127
At 31 December 2008	15,799	50,582	66,381
<b>Depreciation</b>			
At 1 January 2008	10,482	25,156	35,638
Charge for the year	3,094	8,731	11,825
At 31 December 2008	13,576	33,887	47,463
<b>Net book value</b>			
At 31 December 2008	2,223	16,695	18,918
At 31 December 2007	5,317	22,299	27,616

### 10. DEBTORS

	<b>2008</b> £	<b>2007</b> £
Trade debtors	2,678,397	2,568,779
Amounts owed by group undertakings	82,247	79,825
Other debtors	101,608	67,712
Prepayments and accrued income	53,077	237,385
	<u>2,915,329</u>	<u>2,953,701</u>

# ALTAVIA HTT LIMITED

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2008

### 11. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2008 £	2007 £
Trade creditors	2,080,464	2,935,081
Amounts owed to group undertakings	72,515	41,544
Corporation tax	153,417	133,775
Other taxation and social security	21,356	20,479
Accruals and deferred income	456,554	396,194
	<u>2,784,306</u>	<u>3,527,073</u>

### 12. CALLED-UP SHARE CAPITAL

	2008 £	2007 £
<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. RECONCILIATION OF MOVEMENTS IN EQUITY SHAREHOLDERS' FUNDS

	2008 £	2007 £
Profit for the financial year	425,439	307,375
Dividends	(298,595)	(332,099)
Net addition/ (reduction) to shareholders' funds	126,844	(24,724)
Opening equity shareholders' funds	<u>507,153</u>	<u>531,877</u>
Closing equity shareholders' funds	<u>633,997</u>	<u>507,153</u>

### 14. FINANCIAL COMMITMENTS

At 31 December 2008 the company had annual commitments under non-cancellable operating leases as follows:

	Land and buildings		Other	
	2008 £	2007 £	2008 £	2007 £
Expiry date				
Within one year	7,560	7,200	8,967	7,957
Between one and five years	-	-	31,242	17,314
In over five years	15,766	15,444	-	-
	<u>23,326</u>	<u>22,644</u>	<u>40,209</u>	<u>25,271</u>

**NOTES TO THE FINANCIAL STATEMENTS**  
**Year ended 31 December 2008**

**15. RELATED PARTY TRANSACTIONS**

**2008 Analysis**

<b>Related party</b>	<b>Relationship</b>	<b>Nature of transaction</b>	<b>Amount Dr/(Cr)</b>	<b>Year-end Dr/(Cr)</b>
Altavia UK Limited	Subsidiary undertaking	Transfer to assets and liabilities	-	74,571
Altavia SA	Parent company	Goodwill on investment	-	(22,299)
Altavia Deutschland	Associated undertaking	Sale of services	(1,200)	-
Altavia Group	Associated undertaking	Purchase of services	181,123	16,194
Altavia Paris	Associated undertaking	Purchase of services	73,338	52
Altavia Facilities	Associated undertaking	Purchase of services	524,699	(44,786)
		Sale of services	(88,973)	

**2007 Analysis**

<b>Related party</b>	<b>Relationship</b>	<b>Nature of transaction</b>	<b>Amount Dr/(Cr)</b>	<b>Year-end Dr/(Cr)</b>
Altavia UK Limited	Subsidiary undertaking	Transfer to assets and liabilities	-	74,571
Altavia SA	Parent company	Goodwill on investment	-	(22,299)
Altavia Deutschland	Associated undertaking	Sale of services	(4,080)	-
		Purchase of services	5,559	
Altavia Group	Associated undertaking	Purchase of services	160,796	-
Altavia Paris	Associated undertaking	Sale of services	(31,652)	-
		Purchase of services	20,038	
Altavia Facilities	Associated undertaking	Purchase of services	285,999	74,960
		Sale of services	(4,946)	
Altavia Belgium	Associated undertaking	Sale of Services	(290)	-
Altavia Italia	Associated undertaking	Sale of Services	(4,375)	4,375

**16. 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 accounts are prepared and which includes Altavia HTT Limited in its consolidated financial statements.