

Company Registration No. 681528 (England and Wales)

**ALLIED PUBLICITY SERVICES  
(MANCHESTER) LIMITED**

**ANNUAL REPORT**

**FOR THE YEAR ENDED 31 JANUARY 2008**

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# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## DIRECTORS AND ADVISERS

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<b>Directors</b>	M Snelson (Chairman) G M Snelson N J Snelson R H Snelson
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<b>Secretary</b>	G M Snelson
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<b>Company number</b>	681528
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<b>Registered office</b>	Chetham House Bird Hall Lane Cheadle Heath Cheshire SK3 0ZP
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<b>Registered auditors</b>	Booth Ainsworth LLP Alpha House 4 Greek Street Stockport Cheshire SK3 8AB
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# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

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# **"I am pleased to report another successful year in which the Company has consolidated its position as a major provider of print management services."**

## **OVERVIEW**

During this last financial year the Company has achieved considerable success in consolidating its existing client relationships and in developing further new business opportunities

This has been achieved by extending the Company's service offering with a number of existing clients and through the creation of new relationships with organisations seeking to establish new supplier partnerships. Importantly, the Company has been very successful in developing new markets for its range of integrated managed services

As a result of its various commercial activities the Company has successfully broadened its appeal within its principal sectors of activity financial services, pharmaceutical, higher education and manufacturing as well as expanding into new market sectors such as retail and local government

Growth throughout the year, both in England and in Scotland, has been very encouraging and very much in line with expectations. Crucially, the business relationships enjoyed by the Company continue to be founded on the principles of a strong customer proposition, exceptional client relations and the delivery of high-quality services

Service delivery remains of paramount importance. As a consequence the business models developed for clients revolve around high standards of account management, the provision of good advice and the manufacture of quality products using both the Company's own in-house manufacturing capability as well as its hub of 'best-in-class' suppliers

In this regard the Company's ability to offer clients flexibility, as well as a bespoke level of service, has been a key element in helping achieve a successful year's performance

In addition to ensuring high standards of service the Company has also focused attention on its social and environmental impact

During the year the business has instigated several environmental and CSR initiatives including measures that reduced our carbon emissions by 5.9% per 100,000 sheets printed. The Company will continue to adopt policies and practices that are consistent with an organisation that takes seriously its corporate, social and environmental responsibilities

## **BUSINESS PERFORMANCE**

The results for the year to January 2008 saw turnover rise to £29.5m compared with £22.5m (+30.9%) in the same period last year

Operating profits also rose to £2.5m compared with £1.4m (+78.5%) in the same period last year. No further acquisitions were made in the last financial year

## **SYSTEMS DEVELOPMENT**

The Company continues to maintain its investment in systems and processes as well as in new plant and equipment

Investment in new technology and innovative software has provided the Company with a further competitive edge. This has allowed the business to interface even more effectively with its clients

## **PROSPECTS**

As a result of its prudent financial management and its policy of reinvesting in its own business operations, the prospects for the Company are good. Consequently I remain confident that the Company can look forward to a further period of sustained growth and profitability.

With the continued help and support of the Board, its managers, employees and advisers, a number of business opportunities will come to fruition in the year ahead. Despite strong competition from several quarters, the Board remains optimistic for the future growth and success of the Company

**M Snelson**  
Chairman

**Turnover Up 30.9%<sup>1</sup> and Profits Up 78.5%**

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## DIRECTORS' REPORT

**FOR THE YEAR ENDED 31 JANUARY 2008**

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The directors present their report and financial statements for the year ended 31 January 2008

### Directors

The following directors have held office since 1 February 2007

M Snelson (Chairman)

G M Snelson

N J Snelson

R H Snelson

### Principal activities and review of the business

The principal activities of the company encompass print management services, conventional and digital print manufacture, storage distribution and fulfilment, management consultancy and business process outsourcing

The results for the year and the financial position at the year end were considered satisfactory by the directors who expect continued growth in the foreseeable future

The management of the business and the execution of the company's strategy are subject to a number of risks, and have been considered by the directors

Given the nature of the business, the company's directors are of the opinion that analysis using KPI's is not necessary for an understanding of the development, performance or position of the business

### Results and dividends

The consolidated profit and loss account for the year is set out on page 6

The directors do not recommend payment of an ordinary dividend

### Future developments

The group has consolidated its position in the market, and continues to invest in the future to increase profitable sales volumes

	2008 £	2007 £
During the year the group made the following payments		
Charitable donations	8,485	2,850

### Employee involvement

The group's policy is to consult and discuss with employees matters likely to affect employees' interests

### Disabled persons

The group's policy is to recruit disabled workers for those vacancies that they are able to fill. Arrangements are made, wherever possible, for retraining employees who become disabled

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## DIRECTORS' REPORT (CONTINUED)

**FOR THE YEAR ENDED 31 JANUARY 2008**

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### Auditors

Booth Ainsworth, the company's auditors, transferred their business to Booth Ainsworth LLP, a limited liability partnership incorporated under the Limited Liability Partnership Act 2000. The company's consent has been given to treating the appointment of Booth Ainsworth as extending to Booth Ainsworth LLP with effect from 21 May 2008 under the provisions of section 1216(5) of the Companies Act 2006.

In accordance with section 385 of the Companies Act 1985, a resolution proposing that Booth Ainsworth LLP be reappointed as auditors of the company will be put to the Annual General Meeting.

### Directors' responsibilities

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). The financial statements are required by law to give a true and fair view of the state of affairs of the company and of the group and of the profit or loss of the group for that period. In preparing those 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, 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 will continue in business.

The directors are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the company and the group and 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 the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

### Statement of disclosure to auditors

So far as the directors are aware, there is no relevant audit information of which the group's auditors are unaware. Additionally, the directors have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the group's auditors are aware of that information.

On behalf of the board



N J Snelson

Director



# **ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED**

## **INDEPENDENT AUDITORS' REPORT**

### **TO THE SHAREHOLDERS OF ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED**

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We have audited the group and parent company financial statements (the "financial statements") of Allied Publicity Services (Manchester) Limited for the year ended 31 January 2008 set out on pages 6 to 22. 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 group's and 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.

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## INDEPENDENT AUDITORS' REPORT (CONTINUED)

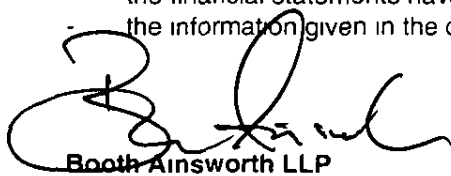
### TO THE SHAREHOLDERS OF ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

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#### 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 group's and parent company's affairs as at 31 January 2008 and of the group's 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



Booth Ainsworth LLP

Chartered Accountants

Registered Auditor

16 June 2008

Alpha House  
4 Greek Street  
Stockport  
Cheshire  
SK3 8AB

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## CONSOLIDATED PROFIT AND LOSS ACCOUNT

FOR THE YEAR ENDED 31 JANUARY 2008

	Notes	2008 £	2007 £
Turnover	2	29,506,922	22,532,953
Cost of sales		(22,049,981)	(16,666,319)
<b>Gross profit</b>		<b>7,456,941</b>	<b>5,866,634</b>
Administrative expenses		(4,928,972)	(4,450,417)
<b>Operating profit</b>	3	<b>2,527,969</b>	<b>1,416,217</b>
Other interest receivable and similar income	4	165,994	173,954
Interest payable and similar charges	5	(134,326)	(134,539)
<b>Profit on ordinary activities before taxation</b>		<b>2,559,637</b>	<b>1,455,632</b>
Tax on profit on ordinary activities	6	(794,375)	(444,332)
<b>Profit on ordinary activities after taxation</b>	18	<b>1,765,262</b>	<b>1,011,300</b>

The profit and loss account has been prepared on the basis that all operations are continuing operations

There are no recognised gains and losses other than those passing through the profit and loss account

### Note of historical cost profits and losses

	2008 £	2007 £
<b>Reported profit on ordinary activities before taxation</b>	<b>2,559,637</b>	<b>1,455,632</b>
Difference between an historical cost depreciation charge and the actual depreciation charge of the year calculated on the revalued amount	(70,039)	(70,039)
<b>Historical cost profit on ordinary activities before taxation</b>	<b>2,489,598</b>	<b>1,385,593</b>
<b>Historical cost profit for the year retained after taxation, extraordinary items and dividends</b>	<b>1,695,223</b>	<b>941,261</b>

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

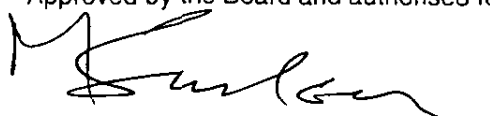
## BALANCE SHEETS

AS AT 31 JANUARY 2008

	Notes	Group 2008 £	2007 £	Company 2008 £	2007 £
<b>Fixed assets</b>					
Intangible assets	8	521,165	550,805	-	-
Tangible assets	9	9,401,135	9,277,465	9,395,884	9,269,501
Investments	10	-	-	702,499	702,499
		<u>9,922,300</u>	<u>9,828,270</u>	<u>10,098,383</u>	<u>9,972,000</u>
<b>Current assets</b>					
Stocks	11	878,365	729,874	878,365	729,874
Debtors	12	5,167,874	4,832,303	5,152,432	5,017,348
Cash at bank and in hand		5,076,738	1,884,937	4,911,167	1,725,328
		<u>11,122,977</u>	<u>7,447,114</u>	<u>10,941,964</u>	<u>7,472,550</u>
<b>Creditors amounts falling due within one year</b>	13	(5,793,255)	(5,420,419)	(5,755,039)	(5,502,566)
<b>Net current assets</b>		<u>5,329,722</u>	<u>2,026,695</u>	<u>5,186,925</u>	<u>1,969,984</u>
<b>Total assets less current liabilities</b>		<u>15,252,022</u>	<u>11,854,965</u>	<u>15,285,308</u>	<u>11,941,984</u>
<b>Creditors amounts falling due after more than one year</b>	14	(1,880,000)	(320,000)	(1,880,000)	(320,000)
<b>Provisions for liabilities</b>	15	(656,598)	(584,807)	(656,194)	(584,112)
		<u>12,715,424</u>	<u>10,950,158</u>	<u>12,749,114</u>	<u>11,037,872</u>
<b>Capital and reserves</b>					
Called up share capital	17	3,000	3,000	3,000	3,000
Revaluation reserve	18	495,839	495,839	495,839	495,839
Profit and loss account	18	12,216,585	10,451,319	12,250,275	10,539,033
<b>Shareholders' funds</b>	19	<u>12,715,424</u>	<u>10,950,158</u>	<u>12,749,114</u>	<u>11,037,872</u>

Approved by the Board and authorised for issue on

16 June 2008



M Snelson (Chairman)  
Director



N J Snelson  
Director

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## CONSOLIDATED CASH FLOW STATEMENT

FOR THE YEAR ENDED 31 JANUARY 2008

	£	2008 £	£	2007 £
<b>Net cash inflow from operating activities</b>		3,062,610		254,360
<b>Returns on investments and servicing of finance</b>				
Interest received	165,994		173,954	
Interest paid	(57,976)		(43,308)	
<b>Net cash inflow for returns on investments and servicing of finance</b>		108,018		130,646
<b>Taxation</b>		(447,240)		(845,466)
<b>Capital expenditure</b>				
Payments to acquire tangible assets	(1,290,636)		(3,570,048)	
Receipts from sales of tangible assets	39,049		386,876	
<b>Net cash outflow for capital expenditure</b>		(1,251,587)		(3,183,172)
<b>Net cash inflow/(outflow) before management of liquid resources and financing</b>		1,471,801		(3,643,632)
<b>Financing</b>				
New long term bank loan	2,000,000		-	
Repayment of long term bank loan	(280,000)		(160,000)	
<b>Net cash inflow/(outflow) from financing</b>		1,720,000		(160,000)
<b>Increase/(decrease) in cash in the year</b>		3,191,801		(3,803,632)

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT

FOR THE YEAR ENDED 31 JANUARY 2008

1	<b>Reconciliation of operating profit to net cash inflow from operating activities</b>	<b>2008</b>	<b>2007</b>
		£	£
	Operating profit	2,527,969	1,416,217
	Depreciation of tangible assets	1,133,074	782,677
	Amortisation of intangible assets	29,640	29,640
	Profit on disposal of tangible assets	(5,153)	(180,549)
	Increase in stocks	(148,491)	(163,495)
	Increase in debtors	(335,571)	(2,259,273)
	(Decrease)/Increase in creditors within one year	(138,858)	629,143
	<b>Net cash inflow from operating activities</b>	<b>3,062,610</b>	<b>254,360</b>

2	<b>Analysis of net funds</b>	<b>1 February 2007</b>	<b>Cash flow</b>	<b>Other non-cash changes</b>	<b>31 January 2008</b>
		£	£	£	£
	Net cash				
	Cash at bank and in hand	1,884,937	3,191,801	-	5,076,738
	Debts falling due within one year	(160,000)	(160,000)	-	(320,000)
	Debts falling due after one year	(320,000)	(1,560,000)	-	(1,880,000)
		(480,000)	(1,720,000)	-	(2,200,000)
	Net funds	1,404,937	1,471,801	-	2,876,738

3	<b>Reconciliation of net cash flow to movement in net debt</b>	<b>2008</b>	<b>2007</b>
		£	£
	Increase/(decrease) in cash in the year	3,191,801	(3,803,632)
	Cash (inflow)/outflow from (increase)/decrease in debt	(1,720,000)	160,000
	<b>Movement in net funds in the year</b>	<b>1,471,801</b>	<b>(3,643,632)</b>
	Opening net funds	1,404,937	5,048,569
	<b>Closing net funds</b>	<b>2,876,738</b>	<b>1,404,937</b>

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

**FOR THE YEAR ENDED 31 JANUARY 2008**

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### **1 Accounting policies**

#### **1.1 Accounting convention**

The financial statements are prepared under the historical cost convention modified to include the revaluation of freehold land and buildings

#### **1.2 Compliance with accounting standards**

The financial statements are prepared in accordance with applicable United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), which have been applied consistently (except as otherwise stated)

#### **1.3 Basis of consolidation**

The consolidated profit and loss account and balance sheet include the financial statements of the company and its subsidiary undertakings made up to 31 January 2008. The results of subsidiaries sold or acquired are included in the profit and loss account up to, or from the date control passes. Intra-group sales and profits are eliminated fully on consolidation.

#### **1.4 Turnover**

Turnover represents amounts receivable for goods and services net of VAT and trade discounts.

#### **1.5 Goodwill**

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

#### **1.6 Tangible fixed assets and depreciation**

Tangible fixed assets other than freehold land are stated at cost or valuation less depreciation. Depreciation is provided at rates calculated to write off the cost or valuation less estimated residual value of each asset over its expected useful life, as follows:

Land and buildings Freehold	Nil
Plant and machinery	Between 33% per annum on cost
Fixtures, fittings & equipment	& 20% per annum on written down value
Motor vehicles	25% per annum on cost

#### **1.7 Leasing**

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

#### **1.8 Investments**

Fixed asset investments are stated at cost less provision for diminution in value.

#### **1.9 Stock and work in progress**

Stock and work in progress are valued at the lower of cost and net realisable value.

#### **1.10 Pensions**

Contributions are charged to the profit and loss account as they become payable in accordance with the rules of the scheme.

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 JANUARY 2008

### 1 Accounting policies

(continued)

#### 1.11 Deferred taxation

Deferred taxation is provided in full in respect of taxation deferred by timing differences between the treatment of certain items for taxation and accounting purposes. The deferred tax balance has not been discounted.

No provision has been made for deferred tax on gains recognised on revaluing the property to its market value as the company does not intend to sell the revalued assets.

### 2 Turnover

The total turnover of the group for the year has been derived from its principal activity wholly undertaken in the United Kingdom.

### 3 Operating profit

	2008 £	2007 £
Operating profit is stated after charging		
Depreciation of intangible assets	29,640	29,640
Depreciation of tangible assets	1,133,074	782,677
Operating lease rentals		
- Plant and machinery	71,898	64,544
- Other assets	21,050	22,108
Auditors' remuneration (company £13,500, 2007 £11,500)	16,000	13,750
and after crediting		
Profit on disposal of tangible assets	(5,153)	(180,549)

### 4 Investment income

	2008 £	2007 £
Bank Interest	165,994	173,954

### 5 Interest payable

	2008 £	2007 £
On bank loans and overdrafts	57,834	43,308
On overdue tax	142	-
Other interest	76,350	91,231
	134,326	134,539

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 JANUARY 2008

6	Taxation	2008 £	2007 £
	<b>Domestic current year tax</b>		
	U K corporation tax	722,584	282,946
	<b>Current tax charge</b>	722,584	282,946
	<b>Deferred tax</b>		
	Deferred tax charge/credit current year	71,791	161,386
		794,375	444,332
	<b>Factors affecting the tax charge for the year</b>		
	Profit on ordinary activities before taxation	2,559,637	1,455,632
	Profit on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 30.00% (2007 - 30.00%)	767,891	436,690
	Effects of		
	Non deductible expenses	37,732	95,120
	Depreciation add back	339,109	234,027
	Capital allowances	(422,148)	(482,891)
		(45,307)	(153,744)
	<b>Current tax charge</b>	722,584	282,946

## 7 Profit for the financial year

As permitted by section 230 of the Companies Act 1985, the holding company's profit and loss account has not been included in these financial statements. The profit for the financial year is made up as follows:

	2008 £	2007 £
Holding company's profit for the financial year	1,711,239	1,137,860

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 JANUARY 2008

### 8 Intangible fixed assets Group

	Goodwill £
<b>Cost</b>	
At 1 February 2007 & at 31 January 2008	592,795
<b>Amortisation</b>	
At 1 February 2007	41,990
Charge for the year	29,640
At 31 January 2008	71,630
<b>Net book value</b>	
At 31 January 2008	521,165
At 31 January 2007	550,805

This represents goodwill arising on consolidation

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 JANUARY 2008

### 9 Tangible fixed assets

#### Group

	Land and buildings Freehold	Plant and machinery	Fixtures, fittings & equipment	Motor vehicles	Total
	£	£	£	£	£
<b>Cost or valuation</b>					
At 1 February 2007	4,300,000	8,908,977	1,061,342	199,602	14,469,921
Additions	-	912,411	378,229	-	1,290,640
Disposals	-	(249,232)	-	(7,155)	(256,387)
At 31 January 2008	4,300,000	9,572,156	1,439,571	192,447	15,504,174
<b>Depreciation</b>					
At 1 February 2007	-	4,204,242	856,927	131,287	5,192,456
On disposals	-	(215,336)	-	(7,155)	(222,491)
Charge for the year	-	973,909	133,786	25,379	1,133,074
At 31 January 2008	-	4,962,815	990,713	149,511	6,103,039
<b>Net book value</b>					
At 31 January 2008	4,300,000	4,609,341	448,858	42,936	9,401,135
At 31 January 2007	4,300,000	4,704,735	204,415	68,315	9,277,465

The land and buildings were revalued on 15 April 2004 at £4,300,000 by Fuller Peiser, Chartered Surveyors, at open market value. The directors consider this valuation to still be appropriate at 31 January 2008.

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 JANUARY 2008

### Tangible fixed assets (continued)

#### Company

	Land and buildings Freehold	Plant and machinery	Fixtures, fittings & equipment	Motor vehicles	Total
	£	£	£	£	£
<b>Cost or valuation</b>					
At 1 February 2007	4,300,000	8,883,188	1,061,342	199,602	14,444,132
Additions	-	912,411	378,229	-	1,290,640
Disposals	-	(249,232)	-	(7,155)	(256,387)
At 31 January 2008	4,300,000	9,546,367	1,439,571	192,447	15,478,385
<b>Depreciation</b>					
At 1 February 2007	-	4,186,417	856,927	131,287	5,174,631
On disposals	-	(215,336)	-	(7,155)	(222,491)
Charge for the year	-	971,196	133,786	25,379	1,130,361
At 31 January 2008	-	4,942,277	990,713	149,511	6,082,501
<b>Net book value</b>					
At 31 January 2008	4,300,000	4,604,090	448,858	42,936	9,395,884
At 31 January 2007	4,300,000	4,696,771	204,415	68,315	9,269,501

The land and buildings were revalued on 15 April 2004 at £4,300,000 by Fuller Peiser, Chartered Surveyors, at open market value. The directors consider this valuation to still be appropriate at 31 January 2008.

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 JANUARY 2008

### 10 Fixed asset investments

#### Net book value

At 31 January 2008

-

At 31 January 2007

-

#### Company

Unlisted  
investments  
£

#### Cost or valuation

At 1 February 2007 & at 31 January 2008

702,499

#### Net book value

At 31 January 2008

702,499

At 31 January 2007

702,499

#### Holdings of more than 20%

The company holds more than 20% of the share capital of the following companies

Company	Country of registration or incorporation	Shares held	
		Class	%
Subsidiary undertakings			
Radius Management Services Limited	England and Wales	Ordinary	100

The principal activity of these undertakings for the last relevant financial year was as follows

	Principal activity
Radius Management Services Limited	Business consultancy services

### 11 Stocks and work in progress

	Group 2008 £	2007 £	Company 2008 £	2007 £
Raw materials and consumables	433,616	370,707	433,616	370,707
Work in progress	444,749	359,167	444,749	359,167
	<u>878,365</u>	<u>729,874</u>	<u>878,365</u>	<u>729,874</u>

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 JANUARY 2008

### 12 Debtors

	Group 2008 £	2007 £	Company 2008 £	2007 £
Trade debtors	3,863,382	3,934,538	3,852,310	3,924,170
Amounts owed by group undertakings	-	-	-	200,000
Other debtors	56,736	30,420	56,736	30,420
Prepayments and accrued income	1,247,756	867,345	1,243,386	862,758
	<u>5,167,874</u>	<u>4,832,303</u>	<u>5,152,432</u>	<u>5,017,348</u>

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

	Group 2008 £	2007 £	Company 2008 £	2007 £
Bank loans and overdrafts	320,000	160,000	320,000	160,000
Trade creditors	3,100,320	2,880,160	3,105,816	3,015,458
Corporation tax	279,208	3,864	258,227	(20,572)
Taxes and social security costs	259,328	190,237	238,595	164,777
Directors current accounts	951,815	953,709	951,815	953,709
Other creditors	44	-	44	-
Accruals and deferred income	882,540	1,232,449	880,542	1,229,194
	<u>5,793,255</u>	<u>5,420,419</u>	<u>5,755,039</u>	<u>5,502,566</u>
Debt due in one year or less	<u>320,000</u>	<u>160,000</u>	<u>320,000</u>	<u>160,000</u>

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 JANUARY 2008

### 14 Creditors - amounts falling due after more than one year

	Group 2008 £	2007 £	Company 2008 £	2007 £
Bank loans	1,880,000	320,000	1,880,000	320,000
<b>Analysis of loans</b>				
Wholly repayable within five years	2,200,000	480,000	2,200,000	480,000
Included in current liabilities	(320,000)	(160,000)	(320,000)	(160,000)
	1,880,000	320,000	1,880,000	320,000
<b>Loan maturity analysis</b>				
In more than one year but not more than two years	320,000	160,000	320,000	160,000
In more than two years but not more than five years	320,000	160,000	320,000	160,000
In more than five years	1,560,000	-	1,560,000	-

The loan is secured by a fixed and floating charge over the asset to which it relates. It is repayable in monthly instalments, and interest is payable at 0.85% above the bank's base rate.

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 JANUARY 2008

### 15 Provisions for liabilities and charges Group

	Deferred taxation £
Balance at 1 February 2007	584,807
Profit and loss account	71,791
	<hr/>
Balance at 31 January 2008	656,598
	<hr/> <hr/>

### Company

Balance at 1 February 2007	584,112
Profit and loss account	72,082
	<hr/>
Balance at 31 January 2008	656,194
	<hr/> <hr/>

The deferred tax liability is made up as follows.

	Group 2008 £	2007 £	Company 2008 £	2007 £
Accelerated capital allowances	673,522	590,774	673,118	590,079
Other timing differences	(16,924)	(5,967)	(16,924)	(5,967)
	<hr/>	<hr/>	<hr/>	<hr/>
	656,598	584,807	656,194	584,112
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

### 16 Pension costs

#### Defined contribution

	2008 £	2007 £
Contributions payable by the group for the year	231,492	293,725
	<hr/> <hr/>	<hr/> <hr/>

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 JANUARY 2008

<b>17 Share capital</b>	<b>2008</b>	<b>2007</b>
	<b>£</b>	<b>£</b>
<b>Authorised</b>		
3,000 Ordinary shares of £1 each	3,000	3,000
	<u>          </u>	<u>          </u>
<b>Allotted, called up and fully paid</b>		
3,000 Ordinary shares of £1 each	3,000	3,000
	<u>          </u>	<u>          </u>
<b>18 Statement of movements on reserves</b>		
<b>Group</b>	<b>Revaluation reserve</b>	<b>Profit and loss account</b>
	<b>£</b>	<b>£</b>
Balance at 1 February 2007	495,839	10,451,323
Profit for the year	-	1,765,262
	<u>          </u>	<u>          </u>
Balance at 31 January 2008	495,839	12,216,585
	<u>          </u>	<u>          </u>
<b>Company</b>	<b>Revaluation reserve</b>	<b>Profit and loss account</b>
	<b>£</b>	<b>£</b>
Balance at 1 February 2007	495,839	10,539,036
Profit for the year	-	1,711,239
	<u>          </u>	<u>          </u>
Balance at 31 January 2008	495,839	12,250,275
	<u>          </u>	<u>          </u>

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 JANUARY 2008

19 Reconciliation of movements in shareholders' funds	2008	2007
Group	£	£
Profit for the financial year	1,765,262	1,011,300
Opening shareholders' funds	10,950,158	9,938,858
	<u>          </u>	<u>          </u>
Closing shareholders' funds	12,715,424	10,950,158
	<u>          </u>	<u>          </u>
	2008	2007
Company	£	£
Profit for the financial year	1,711,239	1,137,860
Opening shareholders' funds	11,037,872	9,900,012
	<u>          </u>	<u>          </u>
Closing shareholders' funds	12,749,114	11,037,872
	<u>          </u>	<u>          </u>

### 20 Financial commitments

At 31 January 2008 the group had annual commitments under non-cancellable operating leases as follows

	Land and buildings		Other	
	2008	2007	2008	2007
	£	£	£	£
Expiry date				
Within one year	22,900	11,650	38,734	-
Between two and five years	-	10,000	2,808	39,670
In over five years	292,800	150,000	-	-
	<u>315,700</u>	<u>171,650</u>	<u>41,542</u>	<u>39,670</u>

At 31 January 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	10,000	-	38,734	-
Between two and five years	-	10,000	2,808	39,670
In over five years	292,800	150,000	-	-
	<u>302,800</u>	<u>160,000</u>	<u>41,542</u>	<u>39,670</u>

# ALLIED PUBLICITY SERVICES (MANCHESTER) LIMITED

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 JANUARY 2008

21 Directors' emoluments	2008 £	2007 £
Emoluments for qualifying services	<u>177,375</u>	<u>420,949</u>

## 22 Employees

### Number of employees

The average monthly number of employees (including directors) during the year was

	2008 Number	2007 Number
Staff	331	287
Office and management	<u>4</u>	<u>4</u>
	<u>335</u>	<u>291</u>

### Employment costs

	2008 £	2007 £
Wages and salaries	8,367,013	7,178,114
Social security costs	828,321	706,672
Other pension costs	<u>231,492</u>	<u>293,725</u>
	<u>9,426,826</u>	<u>8,178,511</u>

## 23 Control

The company is controlled by the directors