De Agostini UK Limited

Report and Financial Statements

31 December 2013

30/09/2014 COMPANIES HOUSE

Directors

P Boroli

A Belloni

V Murray

Secretary

Southampton Row Secretaries Limited

Auditor

Ernst & Young LLP 1 More London Place London SE1 2AF

Registered Office

Battersea Studios 2 82 Silverthorne Road London SW8 3HE Registered No. 00966900

Strategic report

The directors present their strategic report for the year ended 31 December 2013.

Review of the business

The principal activity of the company continues to be that of multi-media publishing with sales in the UK, Republic of Ireland, Australia, New Zealand, South Africa, Malta and Asia. The company's key financial and other performance indicators during the year were as follows:

	2013	2012	Change
	£000	£000	%
Turnover	28,080	31,732	(11.5)
Operating profit/(loss)	3,134	(1,283)	n/a
Profit/(loss) for the financial year	2,857	(1,534)	n/a
Shareholders' funds	4,749	1,893	151

The directors expect the general level of activity to remain stable with strong results in the coming year. The 2013 results were above expectation and the company invested in new products and markets which have been successful.

Principal risks and uncertainties

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Partwork publishing carries a significant upfront investment in research and the testing of new products. There is always a risk that new titles will not be as successful as expected.

A proportion of the business is carried out in foreign currency with the risk of currency fluctuations. Forward contracts are in place to reduce this risk.

As part of the multinational De Agostini Group, the company has tight controls on liquidity, maximising interest income and ensuring there are sufficient liquid resources to meet the operating needs of the business and has support from the Group and therefore reduced risk in the current uncertain economic environment.

On behalf of the Board

Vincent Murray

Director

18th September 2014

Registered No. 00966900

Directors' report

The directors present their report for the year ended 31 December 2013.

Directors

The directors who served the company during the year were as follows:

P Boroli

A Belloni

V Murray

Dividends

The directors do not recommend a final dividend (2012 - £nil).

Future developments

The directors expect the general level of activity to remain stable with strong results in the coming year. The company continues to invest in testing new publications and new markets. This ensures a steady flow of new publications, which are the mainstay of the business. The company will continue to evolve the marketing of their products and plan to build their profitable brands. The directors forecast a profitable year in 2014, with a good pipeline of international products and have agreed a strong 3 year strategic plan with the group for 2014-2016.

Going concern

The company's business activities, together with the factors likely to affect its future development, its financial position, financial risk management objectives, details of its financial instruments and hedging activities, and its exposures to price, credit, liquidity and cash flow risk are described here in the Directors report.

The company and the wider De Agostini group have considerable financial resources and long term contracts with suppliers across different geographical areas and industries. As a consequence, the directors believe that the company is well placed to manage its business risks successfully.

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

Disclosure of information to the auditor

So far as each person who was a director at the date of approving this report is aware, there is no relevant audit information, being information needed by the auditor in connection with preparing its report, of which the auditor is unaware. Having made enquiries of fellow directors and the company's auditor, each director has taken all the steps that they are obliged to take as a director in order to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information.

Auditor

A resolution to reappoint Ernst & Young LLP as auditor will be put to the members at the Annual General Meeting.

On behalf of the Board

Vincent Murray

Director

18th September 2014

Statement of directors' responsibilities

The directors are responsible for preparing the Strategic Report, the Directors' Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law 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 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.

Independent auditor's report

to the members of De Agostini UK Limited

We have audited the financial statements of De Agostini UK Limited for the year ended 31 December 2013 which comprise the Profit and Loss Account, the Statement of Total Recognised Gains and Losses, the Balance Sheet and the related notes 1 to 21. 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 set out on page 4, 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 Report and Financial Statements to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on the 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 2013 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 Strategic Report and the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

Independent auditor's report (continued)

to the members of De Agostini UK Limited

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.

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Gordon Cullen (Senior statutory auditor) for and on behalf of Ernst & Young LLP, Statutory Auditor London

30/9/14

Profit and loss account

for the year ended 31 December 2013

	Notes	2013 £	2012 £
Turnover	2	28,079,681	31,732,304
Cost of sales		(10,532,792)	(15,051,572)
Gross profit		17,546,889	16,680,732
Distribution costs		(10,471,110)	(15,107,913)
Administrative expenses		(4,270,384)	(3,990,361)
Other operating income		328,511	1,134,381
Operating profit/(loss)	3	3,133,906	(1,283,161)
Interest receivable and similar income	6	99,741	7,640
Interest payable and similar charges	7	(201,308)	(242,001)
Profit/(loss) on ordinary activities before taxation		3,032,339	(1,517,522)
Tax on profit/(loss) on ordinary activities	8	(175,712)	(16,809)
Profit/(loss) for the financial year	15	2,856,627	(1,534,331)

All amounts relate to continuing activities.

Statement of total recognised gains and losses

for the year ended 31 December 2013

There are no recognised gains or losses other than the profit attributable to the shareholders of the company of £2,856,627 in the year ended 31 December 2013 (2012 – loss of £1,534,331).

Balance sheet

at 31 December 2013

		2013	2012
	Notes	£	£
Fixed assets	_		
Tangible assets	9	160,372	173,177
Investments	10	5,047	5,047
		165,419	178,224
Current assets			
Stocks	11	5,080,043	2,774,238
Debtors	12	10,052,640	9,792,917
Cash at bank and in hand		2,687,738	1,678,332_
		17,820,421	14,245,487
Creditors: amounts falling due within one year	13	(13,236,457)	(12,530,955)
Net current assets		4,583,964	1,714,532
Net assets		4,749,383	1,892,756
Capital and reserves			
Called up share capital	14	28,780,000	28,780,000
Profit and loss account	15	(24,030,617)	(26,887,244)
Shareholders' funds	15	4,749,383	1,892,756

Vincent Murray Director

18th September 2014

at 31 December 2013

1. Accounting policies

Basis of preparation

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

Going concern

The financial statements have been prepared on a going concern basis. The company made a profit in 2013 as a result of significant investment into new products and markets during 2011 and 2012. The company has net assets and net current assets. The directors believe that the company has adequate facilities in place for planned launches for the rest of 2014 and for 2015. They review forecasts and launch plans for the foreseeable future on a regular basis. The company also has access to an allocation of a line of credit made available to the company's intermediate parent undertaking, De Agostini Editore SpA, which was used to fund the investment in growing the business in 2013, with gradual repayment forecast during 2014 and 2015. The company has also received written confirmation of ongoing support from its intermediate parent undertaking, De Agostini Publishing SpA in relation to the recoverability of intercompany loans to the group's US subsidiary undertaking and the directors are satisfied that De Agostini Publishing SpA has adequate resources to be able to provide any additional support required.

After completing a review of forecasts for 2014 and 2015 and making enquires, the directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. Accordingly they continue to adopt the going concern basis in preparing the annual report and financial statements.

Group financial statements

The company has taken advantage of the exemption from preparing group financial statements afforded by section 400 of the Companies Act 2006 because it is a wholly owned subsidiary of De Agostini SpA, incorporated in the EU, in which its results are grouped and whose financial statements are publicly available (note 21). These financial statements therefore reflect the company as an individual entity and not the group as a whole.

Statement of cash flows

The directors have taken advantage of the exemption in FRS 1 (revised) from including a statement of cash flows in the financial statements on the grounds that the company is wholly owned and its parent publishes group financial statements that include the company.

Tangible fixed assets

Tangible fixed assets are stated at cost less accumulated depreciation and accumulated impairment losses.

Depreciation is provided on all tangible fixed assets at rates calculated to write off the cost or valuation, less estimated residual value based on prices prevailing at the date of acquisition or revaluation, of each asset evenly over its expected useful life, as follows:

Fixtures and fittings - 4 years Software - 3 years

The carrying values of tangible fixed assets are reviewed for impairment when events or changes in circumstances indicate the carrying value may not be recoverable.

Investments

Fixed asset investments are shown at cost less any provision for impairment.

The carrying values of fixed asset investments are reviewed for impairment when events or changes in circumstances indicate the carrying value may not be recoverable.

at 31 December 2013

1. Accounting policies (continued)

Stocks

Stocks are stated at the lower of cost and net realisable value. Work in progress represents recoverable editorial and production costs on future partwork issues.

Deferred taxation

Deferred taxation is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events have occurred at that date that will result in an obligation to pay more, or right to pay less or to receive more, tax, with the following exceptions:

- Provision is made for deferred taxation that would arise on remittance of the retained earnings of subsidiaries, associates and joint ventures only to the extent that, at the balance sheet date, dividends have been accrued as receivable.
- Deferred tax assets are recognised only to the extent that the directors consider that it is 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 on an undiscounted basis at the tax rates that are expected to apply in the periods in which timing differences reverse, based on tax rates and laws enacted or substantively enacted at the balance sheet date.

Foreign currencies

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction or at the contracted rate if the transaction is covered by a forward foreign currency contract.

Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange ruling at the balance sheet date or if appropriate at the forward foreign currency rate.

All differences are taken to the profit and loss account.

Operating leases

Rentals payable under operating leases are charged in the profit and loss account on a straight line basis over the lease term.

Pensions

The company operates a defined contribution pension scheme. Contributions are charged to the profit and loss account as they become payable in accordance with the rules of the scheme.

Deferred advertising

Advertising costs incurred in promotion of partworks are deferred until the launch of the related partwork, at which point they are expensed in full. A provision is made to reflect any uncertainty surrounding the recoverability of such expenditure.

Test costs

Media test costs are expensed as incurred.

at 31 December 2013

1. Accounting policies (continued)

Forward foreign currency contracts

The company uses forward foreign currency contracts to reduce exposure to foreign exchange rates. The criteria for forward foreign currency contracts are:

- The instrument must be related to a firm foreign currency commitment,
- It must involve the same currency as the hedged item, and
- It must reduce the risk of foreign currency exchange movements on the company's operations.

The forward contracts do not meet hedging criteria and gains or losses on contracts are recognised at maturity.

2. Turnover

Turnover, which is stated net of value added tax, represents amounts invoiced to third parties and is attributable to one continuing activity, as stated in the directors' report.

An analysis of turnover by geographical market is given below:

•	2013	2012
	£	£
United Kingdom	16,311,690	24,002,959
Rest of Europe	2,485,769	1,778,126
Australia and New Zealand	6,673,420	3,319,549
Asia	1,204,712	1,556,708
North America	21,254	44,803
South Africa	1,349,662	1,028,061
Rest of World	33,174	2,098
	28,079,681	31,732,304

3. Operating profit

This is stated after charging/(crediting):

			2013	2012
			£	£
Auditor's remuneration	_	audit services	38,099	46,903
	-	tax compliance services	16,771	6,029
	_	tax advisory services	25,000	
			79,870	52,932
Depreciation of owned fix	ed asse	ets	27,975	43,974
Operating lease rentals	_	land and buildings	186,254	161,028
Foreign exchange loss			(516,595)	(72,272)

at 31 December 2013

4	Directors' remuneration		
4.	Directors remuneration	2013	2012
		£	£
•	Remuneration	152,988	161,089
	Company contributions paid to defined contribution pension schemes		
		No.	No.
	Members of defined contribution pension schemes		
	All of the directors are directors for other companies in the group. The remune respect of qualifying services to the UK company, based on management fees directors are remunerated by other group companies and are not considered to respect of the UK company.	echarged. The r	emaining
5.	Staff costs		
		2013 £	2012 £
	Wages and salaries	1,619,355	1,940,765
	Social security costs	155,560	170,030
	Other pension costs	77,668	95,503
		1,852,583	2,206,298
	The average monthly number of employees during the year was made up as fo	lows:	
		No.	No.
	Production	4	4
	Marketing and distribution	5	4
	Editorial	5	4
	Administration	11	12
		25	24
6.	Interest receivable and similar income	2013	2012
		£	£
	Bank interest receivable	8,070	5,738
	Interest receivable from group undertakings	91,671	1,902
		99,741	7,640

at 31 December 2013

7.	Interest payable and similar charges		
		2013	2012
		£	£
	Bank interest payable	121,073	124,912
	Interest payable on group loans	80,235	117,089
		201,308	242,001
8.	Тах		
•	(a) Tax on profit/(loss) on ordinary activities		
-	The tax charge is made up as follows:		
		2013	2012
		2013 £	2012 £
		2	£.
	Current tax:		
	UK corporation tax on the profit/(loss) for the year	_	
	Foreign tax	175,712	16,809
	Total current tax (note 8(b))	175,712	16,809
	(b) Factors affecting the current tax charge for the year		
	The tax assessed for the year differs from the standard rate of corporation tax is 24.5%). The differences are explained below:	n the UK of 23.2	25% (2012 –
		2013	2012
		£	£
	Profit/(loss) on ordinary activities before tax	3,032,339	(1,517,522)
	Profit/(loss) on ordinary activities multiplied by standard rate of corporation tax in the UK of 23.25% (2012 – 24.5%)	705,019	(371,793)
	Effects of:		
	Disallowed expenditure	1,115	1,409
	Capital allowances in advance of depreciation	2,977	4,648
	Other timing differences	1,162	(9,053)
	Higher tax rates on overseas earnings	134,859	11,283
	Tax losses (utilised)/carried forward	(669,420)	380,315
	Current tax for the year (note 8(a))	175,712	16,809

at 31 December 2013

8. Tax (continued)

(c) Deferred tax

The deferred taxation asset not recognised in the financial statements is as follows:

	2013	2012
	£	£
Depreciation in advance of capital allowances	643,929	747,184
Short term timing differences	1,000	_
Tax losses available	2,823,625	3,787,117
	3,468,554	4,534,301

The company has available tax losses of £14,118,123 (2012 - £16,465,727). Based on expected results and current uncertain market conditions, the directors consider there is insufficient certainty to enable the company to recognise a deferred tax asset.

(d) Factors that may affect future tax charges

The Finance Act 2013 included legislation to reduce the main rate of corporation tax from 23% to 21% from 1 April 2014 and from 21% to 20% from 1 April 2015. These further reductions in the main rate of corporation tax were substantively enacted on 2 July 2013.

9. Tangible fixed assets

	Fixtures and		
	fittings	Software	Total
·	£	£	£
Cost:			
At 1 January 2013	139,877	134,979	274,856
Additions	-	15,170	15,170
At 31 December 2013	139,877	150,149	290,026
Depreciation:			
At 1 January 2013	20,796	80,883	101,679
Provided during the year	27,975	_	27,975
At 31 December 2013	48,771	80,883	129,654
Net book value:			
At 31 December 2013	91,106	69,266	160,372
At 1 January 2013	119,081	54,096	173,177

at 31 December 2013

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10.	Investments		~		0.1	
				ıbsidiary ertakings	Other investments	Total
			unae	t tukings £	£	£
				~	~	_
	Cost:					
	At 1 January 2013 and 31 December Amounts provided:	er 2013	10,	735,859	5,047	10,740,906
	At 1 January 2013 and 31 December Net book value:	er 2013	10,	735,859		10,735,859
	At 1 January 2013 and 31 December	er 2013	<u> </u>		5,047	5,047
		Description	Country of		on of nominal	
	Name of company	of shares held	incorporation or registration	valu	shares held	Nature of business
	De Agostini Deutschland GmbH	Ordinary	Germany		100%	Publishing
	De Agostini LLC (Russia)	Ordinary	Russia		1%	Publishing
	De Agostini Ukraine	Ordinary	Ukraine		1%	Publishing
11.	Stocks		,			
					2013	2012
					£	£
	Work in progress				5,080,043	2,774,238
	There is no material difference better	ween the balan	ce sheet value of sto	ocks and th	neir replacemen	t cost.
12.	Debtors					

	2013	2012
	£	£
Trade debtors	3,725,940	5,299,499
Amounts owed by group undertakings	3,707,000	3,039,000
Other debtors	98,171	9,949
VAT	939,168	902,967
Prepayments and accrued income	1,582,361	541,502
	10,052,640	9,792,917

Amounts owed by group undertakings are trading balances in the normal course of business, this figure includes an intercompany loan of £2,660,000 given to a group company. This is a rolling loan repayable on demand and is guaranteed by the parent company, in case of default.

at 31 December 2013

13. Creditors: amounts falling due within one year

	2013	2012
	£	£
Bank loans	3,000,000	3,000,000
Trade creditors	5,440,939	5,119,432
Amounts due to group undertakings	1,601,000	1,515,000
Loans from group undertakings	2,501,000	2,250,000
Corporation tax	48,294	48,294
Other taxation and social security costs	133,977	124,586
Other creditors	86,280	206,062
Accruals and deferred income	424,967	267,581
	13,236,457	12,530,955

Amounts due to group undertakings are non interest bearing trading balances in the normal course of business.

Loans from group undertakings are on an annual rolling basis. The loans bear interest linked to 3 months' LIBOR rate plus 2.75%.

Loans from the bank are on a rolling basis of no longer than 180 days and are unsecured. The loans bear interest linked to current banking rates of approximately 4.0%.

14. Issued share capital

		2013		2012
Allotted, called up and fully paid	No.	£	No.	£
Ordinary shares of £1 each	18,060,000	18,060,000	18,060,000	18,060,000
Ordinary 'B' shares of €1 each	10,720,000	10,720,000	10,720,000	10,720,000
		28,780,000		28,780,000

15. Reconciliation of shareholders' funds and movements on reserves

	Share capital	Other equity	Profit and loss account	Total share- holders' funds
	£	£	£	£
At 1 January 2012	28,780,000	-	(25,352,913)	3,427,087
Loss for the year			(1,534,331)	(1,534,331)
At 1 January 2013	28,780,000	_	(26,887,244)	1,892,756
Profit for the year	_	_	2,856,627	2,856,627
At 31 December 2013	28,780,000		24,030,617	4,749,383

16. Forward contracts

The company purchases forward foreign currency contracts to hedge currency exposure on budgeted future commitments. The company had no open forward contracts at the balance sheet date (2012 – £nil).

at 31 December 2013

17. Pensions

The pension cost charge for the year under the defined contribution scheme was £77,668 (2012 – £95,503). Contributions due at 31 December 2013 were £nil (2012 – £nil).

18. Other financial commitments

At 31 December 2013 the company had annual commitments under non-cancellable operating leases as set out below:

Land and buildings 2013 2012 £ £

Operating leases which expire:

In two and five years

137,950

137,950

The company moved offices in April 2012 and has a minimum 3 year lease on the new property which expires in February 2015.

19. Contingent liabilities

The company is registered for VAT purposes in a group of companies which share a common registration number. As a result, it has jointly guaranteed the VAT liability of the group, and non-payment by other members of the group would give rise to additional liability for this company. The directors are of the opinion that no liability is likely to arise from the failure of other companies. At the year end, the company had guarantees amounting to £2,000 (2012 – £2,000) to HM Revenue and Customs for VAT deferment.

The company has provided a letter of support to its subsidiary undertaking, De Agostini Deutschland GmbH, confining that it will provide funds up to a maximum of ϵ 6.0 million to enable De Agostini Deutschland GmbH to meet its liabilities as and when they fall due for a period of two years from 13 February 2012. The company has in turn received a letter of comfort from its immediate parent undertaking, De Agostini Partworks Holding BV, in which it agrees to assume liability for all of the company's debts up to a limit of ϵ 6.0 million arising from the letter of support and further confirming that De Agostini Partworks Holding BV has sufficient funds available to support the company for the amount and period covered by the two letters.

20. Related party transactions

As a subsidiary of De Agostini SpA, the company has taken advantage of the exemption in FRS 8 "Related Party Transactions" not to disclose transactions with other members of the group headed by De Agostini SpA.

at 31 December 2013

21. Ultimate parent undertaking and controlling party

The company's immediate parent undertaking is De Agostini Partworks Holding BV, incorporated in the Netherlands. De Agostini SpA, incorporated in Italy, is the parent undertaking of the largest and smallest group of which the company is a member and for which group financial statements are drawn up. Copies of these financial statements are filed and publicly available via http://www.deagostinigroup.com. Copies can also be obtained from Battersea Studios 2, 82 Silverthorne Road London SW8 3HE.

B & D Holding di Marci Drago e C S a p a, incorporated in Italy, is the ultimate parent undertaking and controlling party.