## REGISTERED NUMBER. 01369940 (England and Wales)

REPORT OF THE DIRECTORS AND
AUDITED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2011
FOR

**ACTIVAIR (UK) LIMITED** 



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## COMPANY INFORMATION for the Year Ended 31 December 2011

**DIRECTORS:** 

F M Eichler M Hoogerland

**REGISTERED OFFICE:** 

Unit 1

Action Court Ashford Road Ashford Middlesex TW15 1XS

REGISTERED NUMBER:

01369940 (England and Wales)

**AUDITORS:** 

Ernst & Young LLP

Apex Plaza Forbury Road Reading RG1 1YE

**SOLICITORS:** 

Oury Clark Solicitors

10 John Street London WC1N 2EB

## REPORT OF THE DIRECTORS for the Year Ended 31 December 2011

The directors present their report with the financial statements of the company for the year ended 31 December 2011

#### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of international freight forwarders and logistics provider

#### REVIEW OF BUSINESS

Activair (UK) Limited forms part of the OHL International network of businesses providing logistics services to all business vehicles

During the period the performance of the company remained strong For the twelve months ending 31 December 2011 UK turnover was £33 5 million (2010 £31 2million)

Direct costs increased year on year mainly due to increased competition within the market, resulting in a decrease in gross profit margin from 32% in 2010 to 29%. With the increase in capital costs, the resultant profit before tax achieved was £230k (2010 £110k).

The company continues to provide services in air, sea and road at the forefront of the freight forwarding industry. With continued investment throughout the year in both IT system and infrastructure and people skill, it has ensured that the company can deliver quality services to customers.

The business is able to maintain a competitive advantage by focusing on logistics services including transportation, warehousing and freight forwarding. The OHL network is able to deliver powerful end to end supply chain solutions, despite the economic down turn. With the diversity of the business across different sectors, this will help the company to stay strong within the market place.

The company monitors its performance through the use of Key Performance Indicators ("KPI's") A number of KPI's are employed – Gross Profit Margin, Net Profit Margin, turnover/yield ratio together with volume throughput Monthly management accounts are utilised to monitor these KPI's and these are reviewed in comparison to prior year periods and budgets. Any adverse trends are identified at an early stage and investigated

The directors of the company continually monitor the risks that pose the greatest threat to the company These risks include

Sales risks (analysis of market trends and key regions of growth throughout the world),

Staff risks (the risk to the business of recruiting and retaining the right staff),

Competition risks (the risk of competitors entering or eroding the market place)

The directors have not identified any uncertainties that might affect the operations of the business in the future

#### DIVIDENDS

No dividends will be distributed for the year ended 31 December 2011 (2010 £nil)

### GOING CONCERN

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

## **FUTURE DEVELOPMENTS**

Activair (UK) Limited is part of the OHL Group, Activair (UK) Limited will continue to facilitate growth within the publishing industry, and continues to provide complimentary services to the OHL network. The OHL Group is a leading global supply chain company and offers a comprehensive set of logistics services and solutions to support customer needs throughout the world.

## REPORT OF THE DIRECTORS - continued for the Year Ended 31 December 2011

### **DIRECTORS**

The directors who have held office during the period from 1 January 2011 to the date of this report are as follows

M Fountain - resigned 1 August 2011
H Irigoyen - resigned 1 August 2011
G Corpe - resigned 23 December 2011
T Wilkas - resigned 1 December 2011
F M Eichler - appointed 7 December 2011
M Hoogerland - appointed 1 September 2011

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9/19/2012

## **AUDITORS**

The auditors, Ernst & Young LLP, will be proposed for re-appointment at the forthcoming Annual General Meeting

ON BEHALF OF THE BOARD.

M Hoogerland - Director

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### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Report of the Directors 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 judgements and accounting 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 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.

### STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information

## REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF ACTIVAIR (UK) LIMITED

We have audited the financial statements of Activair (UK) Limited for the year ended 31 December 2011 which comprise the Profit and Loss Account, the Balance Sheet, and the related notes 1 to 19 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 a Report of the Auditors 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

As explained more fully in the Directors' Responsibilities Statement set out on page 3, 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 of the Directors 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 2011 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 Report of the Directors 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

Kevin Harkin (Senior Statutory Auditor) for and on behalf of Ernst & Young LLP

Date 21 September 2012

# PROFIT AND LOSS ACCOUNT for the Year Ended 31 December 2011

		31 12	2.11	31 12	: 10
	Notes	£	£	£	£
TURNOVER	2		33,512,977		31,183,471
Cost of sales			(23,635,617)		(21,251,819)
GROSS PROFIT			9,877,360		9,931,652
Distribution costs Administrative expenses		(151,345) (9,511,78 <u>6</u> )		(145,515) (9,700,381)	
·			<u>(9 663,131</u> )		(9,845,896)
			214 229		85,756
Other operating income			40,300		48,758
OPERATING PROFIT	4		254,529		134,514
Interest receivable and similar income			7,283		9,041
			261,812		143,555
Interest payable and similar charges	5		(32,217)		(33,516)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION			229,595		110,039
Tax on profit on ordinary activities	6		83,867		(16,032)
PROFIT FOR THE FINANCIAL YEAR			313 462		94,007

## CONTINUING OPERATIONS

All results are derived from continuing operations

TOTAL RECOGNISED GAINS AND LOSSES

The company has no recognised gains or losses other than the profits for the current year or previous year

## BALANCE SHEET 31 December 2011

		31 12	2 11	31 12	2 10
	Notes	£	£	£	£
FIXED ASSETS					
Tangible assets	7		694,780		610,844
OUR DENT A COREG					
CURRENT ASSETS	o	20.700		46,991	
Stocks	8 9	29,708		6,592,885	
Debtors amounts falling due within one year	9	5,865,431		0,392,683	
Debtors amounts falling due after more the	han				
one year	9	1,710,358		1,703,940	
Cash at bank and in hand		3 855,800		2,950,983	
			11,461,297		11,294,799
CREDITORS					
Amounts falling due within one year	10		<u>(7,250,404</u> )		(7,297,400)
NET CURRENT ASSETS			4,210,893		3,997,399
NEI CORRENT ASSETS			4,210,033		
TOTAL ASSETS LESS CURRENT					
LIABILITIES			4,905,673		4,608,243
			.,,,,,,,		.,,
PROVISIONS FOR LIABILITIES	12				16,032
NET ASSETS			4,905,673		4,592,211
CARITAL AND DECEDVES					
CAPITAL AND RESERVES	13		20.000		20.000
Called up share capital Profit and loss account	13		*		20,000
TIOH and loss account	14		4,885,673		4.572,211
SHAREHOLDERS' FUNDS	18		4,905,673		4 592 211
• • •					

The financial statements were approved by the Board of Directors on its behalf by

9/19/2012 and were signed on

M Hoogerland - Director

## NOTES TO THE FINANCIAL STATEMENTS for the Year Ended 31 December 2011

#### 1 ACCOUNTING POLICIES

#### Accounting convention

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

#### Cash flow statement exemption

Exemption has been taken from preparing a cash flow statement under FRS1 due to the company being a wholly owned subsidiary

#### Turnover

Turnover represents net invoiced sales of services, excluding value added tax, derived from the provision of services in respect of the company's principal activity of freight forwarding during the year

#### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life

Short leasehold - over remaining term of lease

Plant and machinery
Motor vehicles
- 25% on cost
Computer equipment
- 20% on cost
- 20% on cost

#### Stocks

Work in progress is valued at the lower of cost and net realisable value

Cost includes all direct expenditure and an appropriate proportion of fixed and variable overheads

### Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

### Hire purchase and leasing commitments

Rentals paid under operating leases are charged to the profit and loss account on a straight line basis over the period of the lease

#### Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme Contributions payable to the company's pension scheme are charged to the profit and loss account in the period to which they relate

## **Share Options**

The Company accounts for its share-based compensation in accordance with generally accepted accounting standards, which requires compensation costs related to share-based payment transactions to be recognised in the financial statements based on the fair value of the instruments issued and covers a wide range of share-based compensation arrangements including share options, restricted share plans, performance-based awards share appreciation rights and employee share purchase plans. The Company recognises compensation costs for time based graded vesting awards and performance based vesting awards over the requisite service period for each separately vesting tranche based on the change in the award's fair value at each annual reporting period

The fair value of the options is estimated at the year-end reporting date and utilises a closed form model which incorporates continuous dividend yield. Expected volatility is based on guideline companies as the Company is not publicly traded. The implied volatility of traded options of the guideline companies is used, as well as historical volatility of the guideline companies' stock and other factors. Expected dividends are based on historical data and management expectations. The expected term of options uses the simplified method as prescribed by the Securities and Exchange Commission. The Company uses the simplified method for calculating the expected term of the options because the Company does not have the historical data to calculate the expected term of the options. The risk free rate, for periods within the contractual life of the option, is based on the zero-coupon U.S. Treasury strips in effect at the time of grant.

Page 8 continued

## NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2011

#### 1 ACCOUNTING POLICIES - continued

#### Deferred taxation

FRS 19 "Deferred tax" requires deferred tax to be provided on all material timing differences, arising from the different treatment for accounts and tax purposes of transactions and events recognised in the financial statements of the current and previous years. Deferred taxation is calculated at the rates at which it is estimated that the tax will arise

Deferred taxation is not provided in respect of timing differences arising from the revaluation of fixed assets unless it is likely that the gain will not be rolled over

#### 2 TURNOVER

The turnover and profit before taxation are attributable to the one principal activity of the company

The directors have not disclosed the geographical split of the company's operations by turnover, profit and net assets as the entity does not meet the requirements as defined by SSAP 25

#### 3 STAFF COSTS

STAFF COSTS		
	31 12 11	31 12 10
	£	£
Wages and salaries	4,603,135	4,312,392
Social security costs	447,319	417,742
Other pension costs	78 208	110,750
	5,128,662	4 840,884
The average monthly number of employees during the year was as follows		
	31 12 11	31 12 10
Sales and Administration	158	157
	<del></del>	<del></del>
OPERATING PROFIT		
The operating profit is stated after charging (crediting)		
	31 12 11	31 12 10
	£	£
Hire of plant and machinery	401,364	356,944
Depreciation - owned assets	165,159	166,094
Loss (profit) on disposal of fixed assets	1,220	(3,915)
Auditors' remuneration	53,173	84,922
Foreign exchange differences	(86,298)	(85,933)
Operating lease rent paid	690,505	718,986
Directors' remuneration	-	4 638

The Directors' emoluments of £150 800 are borne by OH Logistics International (UK) Limited

Current tax (credit)/charge

## NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2011

5	INTEREST PAYABLE AND SIMILAR CHARGES	31 12 11 £	31 12 10 £
	Bank interest	32,217	33,516
6	TAXATION		
	Analysis of the tax (credit)/charge The tax (credit)/charge on the profit on ordinary activities for the year was as follo	31 12 11	31 12 10
	Deferred tax	£ (83,867)	£ 16,032
	Tax on profit on ordinary activities	(83,867)	16,032
	UK corporation tax has been charged at 26 5%		
	Factors affecting the tax (credit)/charge The tax assessed for the year is lower than the standard rate of corporation tax explained below	in the UK The	difference is
		31 12 11 £	31 12 10 £
	Profit on ordinary activities before tax	229,595	110,039
	Profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 26 5% (2010 28%)	60,827	30,811
	Effects of Expenses not deductible for tax purposes Capital allowances in excess of depreciation Depreciation in excess of capital allowances Group relief	10,397 - 34,444 (105,668)	24,858 (10,787) - (44,882)

A number of changes to the UK corporation tax system were announced in the March 2011 Budget Statement The Finance (No 3) Act 2011, which was a substantively enacted on 5 July 2011 reduces the main rate of corporation tax from 26% to 25% from 1 April 2012 Further reductions to the main rate are proposed to reduce the main rate by 1% per annum to 22% by April 2014 The changes have not been substantively enacted at the balance sheet date, and therefore are not included within these financial statements

# NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2011

7	TANGIBLE FIXED ASSETS	•				
		Short leasehold £	Plant and machinery £	Motor vehicles £	Computer equipment £	Totals £
	COST					
	At 1 January 2011	415,264	417,415	136,632	709,358	1,678,669
	Additions	41,289	143,880	39,446	45,116	269,731
	Disposals	(2,906)	(69,210)	<u>(47,578)</u>	(58,181)	<u>(177,875</u> )
	At 31 December 2011	453,647	492,085	128,500	696,293	1,770,525
	DEPRECIATION					
	At 1 January 2011	151,185	296,203	72,924	547,513	1,067,825
	Charge for year	44,894	66,172	23,361	30,732	165,159
	Disposals	(1,988)	(54,901)	<u>(42,169)</u>	(58,181)	(157,239)
	At 31 December 2011	194,091	307,474	54,116	520,064	1,075,745
	NET BOOK VALUE					
	At 31 December 2011	259,556	184,611	74,384	176,229	694,780
	At 31 December 2010	264,079	121,212	63,708	161,845	610,844
8	STOCKS				31 12 11	31 12 10
					51 12 11 £	51 12 10 £
	Work-in-progress				29,708	46,991
9	DEBTORS					
					31 12 11 £	31 12 10 £
	Amounts falling due within one	year				
	Trade debtors				3,714,686	4,402,139
	Amounts owed by group under	akings			789,427	1,095,363
	Other debtors VAT				1,011,000 91,890	828,600 29,843
	Deferred tax asset				67,835	29,043
	Prepayments and accrued incon	пе			190,593	236,940
					5,865,431	6,592,885
	Amounts falling due after more Amounts owed by group undertakings	than one year				
					1,710,358	1,703,940
	Aggregate amounts				7,575,789	8,296,825

## NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2011

10 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE Y	10	CREDITORS:	<b>AMOUNTS</b>	FALLING I	DUE WITHIN ONE	YEAR
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	31 12 11	31 12 10
	£	£
Trade creditors	3,057,234	1,057 142
Amounts owed to group undertakings	1,802,337	2,763,127
Social security and other taxes	150,851	145,723
Other creditors	-	255
Accruals & deferred income	2,239,982	3,331,153
	7,250,404	7,297 400

## 11 OPERATING LEASE COMMITMENTS

The following operating lease payments are committed to be paid within one year

					l and lings
				31 12 11 £	31 12 10 £
	Expiring Within one y Between one In more than	and five years		254,600 230,000	254,600 230,000
				484,600	484 600
12	PROVISIO	NS FOR LIABILITIES		31 12 11	31 12 10
	Deferred tax			£	£ 16,032
13	CALLED U	P SHARE CAPITAL			
	Allotted, 1881	ied and fully paid			
	Number	Class	Nominal value	31 12 11 £	31 12 10 £
	20,000	Ordinary	£1	20,000	20,000

## NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2011

#### 14 RESERVES

	Profit and loss
	account £
At 1 January 2011 Profit for the year	4,572,211 313,462
At 31 December 2011	4,885,673

## 15 PENSION COMMITMENTS

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The contributions paid by the company to this fund amounted to £78,208 (2010 £110,750) in the period

### 16 ULTIMATE PARENT COMPANY

The company's immediate parent company is OH Logistics International (UK) Limited, a company incorporated in England & Wales

The company's ultimate parent company is OHH Acquisition Corporation, a company incorporated in USA. The consolidated accounts of this company are available from 7101 Executive Centre Dr, Suite 333, Brentwood TN 37027 USA.

## 17 RELATED PARTY DISCLOSURES

The company has taken advantage of the exemption contained in FRS8 not to disclose transactions between itself and OHH Acquisition Corporation and other wholly owned subsidiaries

### 18 RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	31 12 11 £	31 12 10 £
Profit for the financial year	313,462	94,007
Net addition to shareholders' funds Opening shareholders' funds	313,462 4,592,211	94,007 4,498,204
Closing shareholders' funds	4,905,673	4,592,211

## NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2011

#### 19 SHARE-BASED PAYMENT TRANSACTIONS

#### **OUTSTANDING SHARE OPTIONS**

As at 31 December 2011, 12,610 and 5,300 options were available for issuance under the 2005 Plan and the 2009 Plan, respectively. Options granted to employees under the 2005 Plan that are outstanding as at 31 December 2011 generally vest at the end of each fiscal year end over a period of two to four years based upon the passage of time. Options granted to employees under the 2009 Plan generally vest at the end of each fiscal year end over a period of three years based upon achievement of Company performance objectives. Under either plan, upon the termination of the option holder's employment, the parent Company has the option (but not the obligation) to repurchase all or any part of the vested or outstanding shares. The purchase price per share to be paid, if the contingent call option is exercised for non-cause terminations, is equal to the fair market value of such option shares as of the parent Company's notification date to purchase the option shares, or for cause terminations the lesser of the exercise price of such option shares or the fair market value of such option shares as of the parent Company's notification date to purchase the option shares. Under the 2005 Plan, there is potential acceleration of vesting of the time based stock options upon sale of the parent Company in the event the net proceeds from sale are at least a defined multiple of the amount of WCAS's investment in the Company prior to the date of such sale. Under the 2009 Plan, the vesting is accelerated upon sale of the Company. The options under either plan expire on the 10 year anniversary of the date of grant.

	Outstanding 31/12/2010	Granted	Forfeited	Exercised	Expired	Outstanding 31/12/2011	Expected time to exercise
Number	5,950	0	2,125	0	0	3,825	6 3 0
		<u>-</u>					
Exercise Price	\$186	0	0	0	0	\$186	

## RESTRICTED SHARE OPTIONS

	Outstanding 31/12/2010	Granted	Forfeited	Exercised	Expired	Outstanding 31/12/2011	Expected time to exercise
Number	0	182	0	0	0	182	
<del></del>			<del></del>				
Exercise Price	0	\$186	0	0	0	\$186	

During April 2010 the parent Company adopted the Restricted Stock Plan that authorises up to 13 0 million shares of voting common stock available to grant to employees of the parent Company

No compensation expense related to the restricted stock awards was recognised during 2011, as the awards do not vest until the occurrence of a change of control, an initial public offering, or vesting is accelerated by the Board (provided the participant is then employed by the Company or has retired within five years prior to such event)