#### Directors and Advisors

#### **Directors**

C Blake

H Spruijt

F Verhagen

F Visscher

#### **Secretary**

Mawlaw Secretaries Limited 20 Black Friars Lane London EC4V 6HD

#### **Registered Office**

The Boulevard Langford Lane Kidlington Oxford OX5 1GB

#### **Auditors**

Deloitte & Touche Chartered Accountants and Registered Auditors Hill House 1 Little New Street London EC4A 3TR

#### **Solicitors**

Rowe & Maw 20 Black Friars Lane London EC4V 6HD

#### **Bankers**

National Westminster Bank Plc 21 Lombard Street London EC3P 3AR

Citibank PO Box 7247 - 7093 Philadelphia PA 19170 - 7093



# Reports and financial statements for the year ended 31 December 1996

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# Report of the directors for the year ended 31 December 1996

The directors present their report and the audited financial statements for the year ended 31 December 1996.

#### Principal activities

The Company is a leading publisher of English Language journals for academic and industrial research workers and professionals in scientific, technical and medical ("STM") fields. These journals cover three main disciplines; life and medical sciences; physical and engineering sciences; and social and behavioural sciences, including economics. A number of journals are published on behalf of learned societies. The Company also publishes a number of books and reference works, covering such subjects as medicine, chemistry, material science and information technology.

#### Review of business

The Company has maintained its position as one of the world's leading publishers of research, review and abstract journals, as well as of books and reference works, of academic and industrial research works and works of professionals in science, technology and medicine.

The journals are the core of the Company's activities and their reputation is sustained by rigourous attention to their scientific quality including the adaptation of existing journal titles to reflect developments and changes in the relevant scientific area.

The Company acquired the Excerpta Medica Programme from Reed Business Information Limited (formerly Reed Business Publishing Limited), a fellow subsidiary of Reed Elsevier Plc, on 1 January 1996.

On 4 March 1996, the Fulfilment of the Group Book Programmes was centralised in Elsevier Science Limited. This was followed by the centralisation of the Fulfilment of the Group Journal Programmes on 29 July 1996 also in Elsevier Science Limited.

On 31 December 1996, the Company sold the Electronic Market Research Programme to Reed Business Information Limited (formerly Reed Business Publishing Limited), a fellow subsidiary of Reed Elsevier Plc, for £778,882.

On 17 March 1997, Elsevier Science Limited commenced to fulfil the Group miscellaneous products.

The Company's ultimate parent undertaking is Reed Elsevier plc.

#### Dividends

The profit for the year, after taxation, amounted to £44,334,000 (year to 31 December 1995: profit of £42,394,000). A dividend of £50,000,000 was declared and paid in the year to 31 December 1996 (year to December 1995 £Nil).

### Report of the directors for the year ended 31 December 1996

#### **Directors**

The directors of the Company who served during the period were:

M G Boswood (Resigned 19 September 1996)

H Spruijt

P T Shepherd (Resigned 20 June 1996)

F Verhagen

F Visscher (Appointed 19 September 1996)

C Blake was appointed on 1 April 1997

#### Directors' interests

No directors were interested at any time in the year in the share capital of the Company or any other group company.

#### Employee participation

Employees are encouraged to become aware of the financial and economic factors which affect the Company and its ability to compete in the marketplace. The individual contributions of staff are recognised as being essential to the future success of the business.

The Reed Elsevier plc SAYE Share Option Scheme allows employees to participate in the future prosperity of the Company.

#### Disabled persons

The Company's policy is to recruit and continue to employ disabled workers for those vacancies that they are able to fill. All necessary assistance with initial training courses is given. Once employed, a career plan is developed so as to ensure suitable opportunities exist for each disabled person.

#### Creditor payment policy

The Company agrees payment terms with each of its major suppliers and abides by these terms, subject to satisfactory performance by the supplier. Amounts owed to other suppliers are settled on or before the end of the month following receipt of a valid invoice.

Report of the directors for the year ended 31 December 1996

#### Statement of directors' responsibilities

Company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the Company as at the end of the financial year and of the profit or loss of the Company 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;
- Prepare the financial statements on a 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.

#### Financial statements

The Company has elected not to lay the financial statements and reports before the Annual General Meeting.

#### Auditors

The Company has passed an elective resolution pursuant to Section 386 of the Companies Act 1985 dispensing with the requirement to appoint auditors annually. Deloitte & Touche are accordingly deemed to continue in office as auditors.

Approved by the Board of Directors and signed on its behalf by:

Kuhay

F. Verhagen Director

21/7/97

# Report of the auditors to the members of Elsevier Science Limited

We have audited the financial statements on pages 5 to 21 which have been prepared under the accounting policies set out on pages 7 to 9.

### Respective responsibilities of directors and auditors

As described on page 3 the Company's directors are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.

#### Basis of opinion

We conducted our audit in accordance with Auditing Standards 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 of the state of the Company's affairs at 31 December 1996 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Deloitte & Touche

Delatto + cooke

**Chartered Accountants and Registered Auditors** 

Hill House

1 Little New Street

**London EC4A 3TR** 

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Profit and loss account for the year ended 31 December 1996

	Notes	Year ended 31.12.96 £'000	Year ended 31.12.95 £'000
Turnover	2	139,891	129,659
Cost of sales		(36,903)	(35,993)
Gross profit		102,988	93,666
Other operating income and expenses	3	(37,717)	(34,492)
Operating profit		65,271	59,174
Interest receivable and similar income	6	1,524	398
Interest payable and similar charges	7	(1,130)	(951)
Profit on ordinary activities before taxation	8	65,665	58,621
Tax on profit on ordinary activities	9	(21,331)	(16,227)
Profit on ordinary activities after taxation		44,334	42,394
Dividends		(50,000)	_
Retained (loss)/profit for the year	19	(5,666)	42,394

All activities derive from continuing operations.

The Company has no recognised gains and losses other than the profits and losses above and therefore no statement of total recognised gains and losses has been presented.

Balance sheet at 31 December 1996	Notes	31.12.96 £'000	31.12.95 £'000
Fixed assets	10	150.055	4.50.00-
Intangible assets Tangible assets	10 11	153,855	153,817
Tangiole assets	11	24,964	24,919
		178,819	178,736
Current assets		<del></del>	
Stocks	12	2,871	2,083
Debtors	13	108,736	66,538
Cash at bank and in hand		100	11,096
		111,707	79,717
Creditors: amounts falling due			·
within one year	14	(164,799)	(124,731)
Net current liabilities		(53,092)	(45,014)
Tadal and the same of the same			<del></del>
Total assets less current liabilities	S	125,727	133,722
Creditors: amounts falling due after more than one year	14	(10,500)	(10,500)
·		(,,-)	(10,200)
Provisions for liabilities and	1.7		44
charges	15		(1,015)
Net assets		115,227	122,207
		=======	
Capital and reserves			
Called-up share capital	18	1,150	1,150
Share premium account	19	59,050	59,050
Goodwill reserve	19	(20,670)	(19,356)
Profit and loss account	19	75,697	81,363
Equity shareholders' funds	20	115,227	122,207
_ <del>-</del>		,	======

The financial statements on pages 5 to 21 were approved by the board of directors on 21/7/0 and were signed on its behalf by:

F. Verhagen - Director

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## 1. Principal accounting policies

#### Basis of accounting

The financial statements have been prepared under the historical cost convention and in accordance with applicable accounting standards in the United Kingdom. The principal accounting policies, which have been applied consistently, are set out below.

#### Intangible fixed assets

Acquired publishing rights and titles are stated at external cost and are carried forward in the balance sheet. The development cost of internally developed titles is written off to the profit and loss account when incurred.

In the opinion of the directors, the residual value of these assets at current prices at least equals cost. Accordingly, no amortisation charge is made. The residual value of each title is subject to annual review and any permanent diminution in value is charged to the profit and loss account.

#### Tangible fixed assets

Tangible fixed assets are stated at cost less depreciation.

#### Cost

The cost of all tangible fixed assets includes purchase cost together with any incidental expenses of acquisition.

#### **Depreciation**

Depreciation is calculated so as to write off the cost of tangible fixed assets, less their estimated residual values, on a straight line basis over the expected useful economic lives of the assets concerned. The principal annual rates used for this purpose are:

	%
Plant and machinery	20
Fixtures, fittings and equipment	<u>-</u>
- office machinery and equipment	20
- computer equipment	25
- software	33
Motor vehicles	25
Freehold buildings	21/2

Freehold land is not depreciated

Notes to the financial statements for the year ended 31 December 1996

#### Acquisitions and disposals

On the acquisition of a business, fair values are attributed to the net tangible assets acquired. When the cost of acquisition exceeds the values attributable to such net assets, the difference is treated as purchased goodwill and is written off directly to reserves in the year of acquisition.

#### Stocks and work in progress

Stocks and work in progress are stated at the lower of cost and net realisable value. Cost consists of direct material and labour costs. Net realisable value is the price at which stocks can be sold in the normal course of business after allowing for the costs of sale or, where appropriate, the cost of conversion from existing state to a finished condition.

#### Foreign currencies

Subscriptions received in advance in foreign currencies are translated at the forward contract rate.

Monetary assets and liabilities expressed in foreign currencies are translated into sterling at rates of exchange ruling at the balance sheet date unless the transaction is covered by a forward contract in which case the contract rate is used. Transactions denominated in foreign currencies are translated into sterling at the rate of exchange ruling at the time of the transaction unless the transaction is covered by a forward contract in which case the contract rate is used. Any resultant gain or loss on exchange is included in profit or loss from ordinary activities.

#### Turnover

Turnover, which excludes value added tax, represents the value of goods and services supplied.

#### **Taxation**

Deferred taxation is provided on timing differences, arising from the different treatment of items for accounting and taxation purposes, which are expected to reverse in the future, calculated at the rates at which it is expected that tax will arise.

#### Pension costs

Pension costs, which are assessed in accordance with the advice of qualified actuaries, are accounted for on the basis of charging the expected cost of providing pensions over the period during which the Company benefits from the employees' services. The effects of variations from regular cost are spread over the expected remaining working lifetime of members of the scheme after making suitable allowance for future withdrawals.

Notes to the financial statements for the year ended 31 December 1996

#### **Operating leases**

Rentals under operating leases are charged to the profit and loss account in equal annual instalments over the term of the lease.

#### 2. Turnover

	Year ended 31.12.96 £'000	Year ended 31.12.95 £'000
Geographical area	2 000	2 000
United Kingdom	18,395	17,043
Continental Europe	40,268	35,424
USA and Canada	50,910	45,946
Rest of the World	30,318	31,246
	139,891	129,659
	======	<del></del>

All turnover relates to one class of business.

## 3. Other operating income and expenses

		Year ended 31.12.96 £'000	Year ended 31.12.95 £'000
	ution costs strative expenses age loss	6,263 32,251 299	5,059 29,187 903
		38,813	35,149
Less:	Other operating income	(1,096)	(657)
		37,717	34,492

Other operating income includes a profit of £778,882 arising from the sale of the Electronic Market Research Programme to Reed Business Information Limited (formerly Reed Business Publishing Limited), a fellow subsidiary of Reed Elsevier plc. The results of this programme were immaterial and therefore not disclosed separately.

Notes to the financial statements for the year ended 31 December 1996

## 4. Directors' emoluments

The remuneration paid to the directors of Elsevier Science Limited was:	Year ended 31.12.96 £'000	Year ended 31.12.95 £'000
Other emoluments (including pension contributions and benefits in kind)	486	340
Compensation for loss of office	230	-
	716	340
Fees and other emoluments disclosed above (excluding pension contributions) include amounts paid to:	Year ended 31.12.96 £'000	Year ended 31.12.95 £'000
The Chairman	-	-
The highest-paid director	370	148

The number of directors (including the chairman and the highest-paid director) who received fees and other emoluments (excluding pension contribution and compensation for loss of office) in the following ranges was:

	Year ended 31.12.96 Number	Year ended 31.12.95 Number
£0 to £5,000	1	2
£5,001 to £10,000	1	-
£30,001 to £35,000	1	1
£55,001 to £60,000	_	1
£70,001 to £75,000	1	
£80,001 to £85,000	-	1
£140,001 to £145,000	1	_
£145,001 to £150,000	-	1

## 4. Directors' emoluments (continued)

The chairman is remunerated by other Reed Elsevier plc group companies for his services to the group. No emoluments have been charged against the Company's profits in respect of these services.

## 5. Employee information

The average weekly number of persons (including executive directors) employed during the year was:

By area	Year ended 31.12.96 Number	Year ended 31.12.95 Number
Production	187	189
Selling and distribution	167	151
Administration	446	458
	800 ======	798
	Year	Year
	ended	ended
	31.12.96	31.12.95
	£'000	£'000
Staff costs (for the above persons):		
Wages and salaries	15,924	14,622
Social security costs	1,332	1,305
Other pension costs	81	107
	17,337	16,034
6. Interest receivable and similar is	ncome	
	Year	Year
	ended	ended
	31.12.96	31.12.95
	£'000	£'000
Interest receivable from:		
Fellow associate undertakings	422	362
Fellow subsidiary undertakings	1,098	-
Other interest receivable and similar income	4	36
	1,524	398
		=======

# 7. Interest payable and similar charges

	Year ended 31.12.96 £'000	Year ended 31.12.95 £'000
Interest payable to:		
Fellow associate undertakings	1,130	947
Other interest payable and similar charges	-	4
	1,130	951
		========

# 8. Profit on ordinary activities before taxation

Profit on ordinary activities before taxation is stated after charging/(crediting):	Year ended 31.12.96 £'000	Year ended 31.12.95 £'000
Depreciation of tangible owned fixed assets	3,032	2,604
Auditors' remuneration for audit services	39	27
Profit on disposal of fixed assets	(3)	(61)
Payments under operating leases		
- plant and machinery	53	68
- buildings	579	517
		======

Remuneration of the auditors for the provision of non-audit services to the Company was £15,000 (1995: £64,000.)

# Notes to the financial statements for the year ended 31 December 1996

# 9. Tax on profit on ordinary activities

- and the project of the control of	Year ended 31.12.96 £'000	Year ended 31.12.95 £'000
United Kingdom corporation tax: Charge for group relief Current at 33 % (1995: 33%) Deferred	20,865 466	15,594 843
	21,331	16,437
Adjustments arising in respect of prior years: Corporation tax	-	(210)
		<del></del>
	21,331 ======	16,227 ======

# 10. Intangible fixed assets

	Publishing rights and titles £'000
Cost at 1 January 1996	153,817
Additions in the year	38
Cost at 31 December 1996	153,855

Elsevier Science Limited

# 11. Tangible fixed assets

	Plant and machinery £'000	Fixtures, fittings and equipment £'000	Motor vehicles £'000	Freehold land & buildings £'000	Total £'000
Cost					
At 1 January 1996	572	15,001	1,503	20,061	37,137
Additions Disposals Intercompany Transfers	4 - -	2,702 (373) 118	293 (250) 67	114 - -	3,113 (623) 185
At 31 December 1996	576	17,448	1,613	20,175	39,812
Depreciation					
At 1 January 1996	383	10,107	895	833	12,218
Charge for year Eliminated in respect of disposa Intercompany Transfers	31 ls - -	2,225 (258) 42	315 (229) 43	461 - -	3,032 (487) 85
At 31 December 1996	414	12,116	1,024	1,294	14,848
Net book value					
At 31 December 1996	162	5,332	589	18,881	24,964
At 31 December 1995	189	4,894	608	19,228	24,919

The cost of the freehold land which is not depreciated is £2,011,912 (1995: £2,011,912).

Notes to the financial statements for the year ended 31 December 1996

## 12. Stocks

	31.12.96 £'000	31.12.95 £'000
Raw materials	563	525
Work in progress	1,039	427
Finished goods and goods for resale	1,269	1,131
		<del></del>
	2,871	2,083
		======

The directors do not consider that the replacement cost of stocks is materially different from cost.

## 13. Debtors

	31.12.96 £'000	31.12.95 £'000
Amounts falling due within one year:		
Trade debtors	28,069	6,498
Amounts owed by Reed Elsevier plc group companies	69,488	49,873
Amounts owed by fellow subsidiary undertakings	3,671	6,961
VAT recoverable	5,097	977
Other debtors	729	88
Prepayments and accrued income	1,618	1,611
Deferred taxation (note 16)	64	530
	<del></del>	
	108,736	66,538
	======	==-===

# Notes to the financial statements for the year ended 31 December 1996

## 14. Creditors

	31.12.96 £'000	31.12.95 £'000
Amounts falling due within one year		
Bank loans and overdrafts	4,353	4,933
Trade creditors	2,127	2,355
Amounts owed to Reed Elsevier plc group companies	36,037	6,427
Corporation tax	20,380	13,409
Other taxation and social security payable	510	485
Other creditors	174	134
Accruals	18,473	13,869
Subscriptions received in advance	82,745	83,119
	164,799	124,731
Amounts falling due after more than one year Amounts owed to fellow associate undertakings		
Repayable between two and five years	1,050	525
Repayable after five years	9,450	9,975
	10,500	10,500

The loan is repayable in forty equal instalments, thirty-six of which are due after five years. The loan is secured on the freehold office premises of the Company and bears interest at 2% above the Treasury gilt rate.

## 15. Provisions for liabilities and charges

	£'000
At 1 January 1996	1,015
Utilised during the year	(1,015)
At 31 December 1996	Nil

The provision related to reorganisation costs.

## 16. Deferred taxation

Deferred taxation provided in the financial statements, and the total potential asset including the amounts for which provision has been made, are as follows:

	Amount provided		Total potential asset		
	31.12.96 £'000	31.12.95 £'000	31.12.96 £'000	31.12.95 £'000	
Tax effect of timing differences arising from: Excess of tax allowances					
over depreciation	(472)	(596)	(472)	(596)	
Other	536	1,126	536	1,126	
	64	530	64	530	

The movements on the deferred tax asset during the year were as follows:

At 1 January 1996	<b>£'000</b> 530
Transfer from profit and loss account	(466)
At 31 December 1996	64

## 17. Pension and similar obligations

The Company participates in the Reed Elsevier Pension Scheme. This scheme is of the defined benefit type providing benefits to certain employees within the Reed Elsevier plc Group and the assets are held separately from the Group's assets.

The total pension cost for the Company was £81,000 (1995 - £107,000). From 1 April 1989, on the recommendation of the Group's actuaries, no Company contributions have been made to the scheme. A valuation of the Reed Elsevier Pension Scheme was carried out as at 5 April 1994. Details of this valuation are contained in the 1996 Report and Accounts of Reed Elsevier plc.

Notes to the financial statements for the year ended 31 December 1996

# 18. Called up share capital

18. Callea up snare capital	31.12.96 £'000	31.12.95 £'000
Authorised, allotted, called up and fully paid 1,150,002 (1995: 1,150,002) ordinary shares of £1 each	1,150	1,150

## 19. Reserves

	Share premium account £'000	Goodwill reserve £'000	Profit and loss account £'000
At 31 December 1995	59,050	(19,356)	81,363
Retained loss for the year	-	~	(5,666)
Goodwill written off	-	(1,314)	-
At 31 December 1996	59,050 =====	(20,670)	75,697 ====

The goodwill written off results from the acquisition of the Excerpta Medica Programme from Reed Business Information Limited (formerly Reed Business Publishing Limited), a fellow subsidiary of Reed Elsevier Plc.

Fair value of net liabilities acquired	£'000 (1,314)
Consideration	-
Goodwill written off	(1,314)

The results of the acquired Programme have not been seperately disclosed as they are immaterial.

Notes to the financial statements for the year ended 31 December 1996

# 20. Reconciliation of movements in shareholders' funds

	31.12.96	31.12.95
	£'000	£'000
Profit for the year	44,334	42,394
Dividends	(50,000)	-
	(5,666)	42,394
Goodwill written off	(1,314)	-
Net (reduction in)/ addition to shareholders' funds	(6,980)	42,394
Opening shareholders' funds	122,207	79,813
. 0	<del></del>	
Closing shareholders' funds	115,227	122,207
-	=====	<del>=====</del>

Notes to the financial statements for the year ended 31 December 1996

## 21. Capital commitments

*	31.12.96 £'000	31.12.95 £'000
Capital expenditure that has been contracted for but has not been provided in the		
financial statements	Nil	50

# 22. Commitments under operating leases

At 31 December 1996 the Company had annual commitments under operating leases as follows:

	Land and buildings 31.12.96 £'000	Land and buildings 31.12.95 £'000
Expiring between two and five years inclusive	213	122
Expiring after five years	472	486
	685	608
		<del></del>

Notes to the financial statements for the year ended 31 December 1996

### 23. Post balance sheet events

On 17 March 1997, the fulfilment of the Group miscellaneous products was centralised in Elsevier Science Ltd.

## 24. Ultimate parent undertaking

The Company's ultimate parent undertaking and ultimate controlling party is Reed Elsevier plc. Copies of the consolidated accounts of Reed Elsevier plc may be obtained from its registered office at Quadrant House, The Quadrant, Sutton, Surrey SM2 5AS. Reed Elsevier plc is jointly owned by Reed International plc (a company registered in England and Wales) and Elsevier NV (a company incorporated in the Netherlands).

## 25. Related party information

The Company has taken advantage of the exemption granted under paragraph 3 (c) of FRS 8 and not disclosed details of transactions with other Group Companies qualifying as related parties as it is a wholly-owned subsidiary of Reed Elsevier plc.