H H ASSOCIATES LIMITED REPORT OF THE DIRECTORS AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2004

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COMPANY INFORMATION FOR THE YEAR ENDED 31 MARCH 2004

DIRECTORS:

R MacMillan

J Reeves R Charnley H R Hunt M Mills P Samuels

SECRETARY:

Ms S Kench

REGISTERED OFFICE:

Bridge House London Bridge London SE1 9QR

REGISTERED NUMBER:

2671533 (England and Wales)

AUDITORS:

Wilkins Kennedy Chartered Accountants and Registered Auditor Gladstone House 77 - 79 High Street Egham, Surrey TW20 9HY

BANKERS:

Barclays Bank plc PO Box 283

43 High Street

Sutton Surrey SM1 1DR

REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 MARCH 2004

The directors present their report with the financial statements of the company for the year ended 31 March 2004.

PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of print managers.

REVIEW OF BUSINESS

The results for the year and financial position of the company are as shown in the annexed financial statements.

The Company was acquired by HH Associates (Holdings) Limited on 10 April 2003. The purchase was partly funded by way of debt finance from GE Commercial Finance Limited.

The Company is one of the UK's fastest growing print management and outsourcing companies. Annualised sales are increasing and this will continue over the coming years as the Company is successful both in securing larger contracts and as a result of greater activity with technology in areas such as digital asset management systems. The Company is growing very quickly in the direct mail and point of sale specialist areas of print management.

It is also the intention of the Company's parent to expand its presence in Europe generally, with operating subsidiaries being established in major markets. To this end in February 2004, H H Danmark A/S was formed to acquire the business of NovaVision, a major player in the Danish print management market.

In March 2004, the Group acquired a 60% holding in a technology company in order to maintain its leading edge in the marketplace.

The Group is focussed on the needs of its customers and the changing demands of the market in which it operates. The Board believes that the combination of its capable team and investment in information technology will provide a strong base for future development.

DIVIDENDS

The total distribution of dividends for the year ended 31 March 2004 will be £20,000.

REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 MARCH 2004

DIRECTORS

The directors during the year under review were:

R MacMillan

J Reeves

R Charnley

HR Hunt

M Mills

P Samuels L Solari

appointed 28.5.2003

- appointed 13.1.2004

- resigned 9.4.2003

The beneficial interests of the directors holding office on 31 March 2004 in the issued share capital of the company were as follows:

Ordinary £1 shares	31.3.04	1.4.03 or date of appointment if later
R MacMillan	-	-
J Reeves	-	-
R Charnley	-	-
H R Hunt	-	40,009
M Mills	-	· -
P Samuels	-	_

R MacMillan owns 1 ordinary share (100% of the issued share capital) in H H Associates (Holdings) Limited, the parent company.

POLITICAL AND CHARITABLE CONTRIBUTIONS

During the year, the company made donations of £1,330. These included donations of £330 made to children's charities and £1,000 to medical research.

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 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, 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 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.

REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 MARCH 2004

AUDITORS

The auditors, Wilkins Kennedy, will be proposed for re-appointment in accordance with Section 385 of the Companies Act 1985.

ON BEHALF OF THE BOARD:

R MacMillan - Director

Date: 29/9/ 2004

REPORT OF THE INDEPENDENT AUDITORS TO THE SHAREHOLDERS OF H H ASSOCIATES LIMITED

We have audited the financial statements of H H Associates Limited for the year ended 31 March 2004 on pages six to eighteen. These financial statements have been prepared under the historical cost convention and 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

As described on page three the company's directors are responsible for the preparation of financial statements in accordance with applicable law and United Kingdom Accounting Standards.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and United Kingdom Auditing Standards.

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 if, in our opinion, the Report of the Directors is not consistent with the financial statements, if 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 transactions with the company is not disclosed.

We read the Report of the Directors 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 United Kingdom 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 as at 31 March 2004 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Wilkins Kennedy

Chartered Accountants and Registered Auditor Gladstone House

Wilkin Kennedy

77 - 79 High Street Egham, Surrey

TW20 9HY

Date: 30 September 2004

PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 MARCH 2004

	Notes	2004 £	2003 £
TURNOVER	2	22,510,167	20,949,927
Cost of sales		(18,811,913)	(17,817,606)
GROSS PROFIT		3,698,254	3,132,321
Administrative expenses		_(2,839,783)	(2,643,929)
OPERATING PROFIT	4	858,471	488,392
Interest receivable and similar income		492	17,861
		858,963	506,253
Interest payable and similar charges	5	(141,461)	(4,169)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		717,502	502,084
Tax on profit on ordinary activities	6	(255,914)	(128,065)
PROFIT FOR THE FINANCIAL YEAR AFTER TAXATION	ł	461,588	374,019
Dividends	7	(20,000)	
RETAINED PROFIT FOR THE YEAR		441,588	374,019

CONTINUING OPERATIONS

None of the company's activities were acquired or discontinued during the current and previous years.

TOTAL RECOGNISED GAINS AND LOSSES

The company has no recognised gains or losses other than the profits for the current and previous years.

BALANCE SHEET 31 MARCH 2004

	Notes	2004 £	2003 £
FIXED ASSETS			
Tangible assets	8	392,309	527,373
Investments	9	44,943	
		437,252	527,373
CURRENT ASSETS			
Stocks	10	221,007	520,496
Debtors	11	9,409,941	4,330,989
Cash at bank and in hand		11,828	930,815
		9,642,776	5,782,300
CREDITORS Amounts falling due within one year	12	(8,465,579)	(5,160,240)
NET CURRENT ASSETS		1,177,197	622,060
TOTAL ASSETS LESS CURRENT LIABILITIES		1,614,449	1,149,433
CREDITORS Amounts falling due after more than year	one 13	(45,278)	(15,846)
,		(***,=****)	(,)
PROVISIONS FOR LIABILITIES AND CHARGES	16	<u>-</u>	(6,004)
		1,569,171	1,127,583
CAPITAL AND RESERVES			
Called up share capital	17	40,009	40,009
Profit and loss account	18	1,529,162	1,087,574
SHAREHOLDERS' FUNDS	20	1,569,171	1,127,583

ON BEHALF OF THE BOARD:

R MacMillan - Director

Approved by the Board on 29/9/2004

CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MARCH 2004

Nick coals 2 off	Notes	2004 £	2003 £
Net cash inflow from operating activities	1	1,163,015	546,155
Returns on investments and servicing of finance	2	(140,969)	13,692
Taxation		(122,061)	(67,750)
Capital expenditure and financial investment	2	<u>(103,183</u>)	(357,831)
		796,802	134,266
Financing	2	(4,414,170)	(7,872)
(Decrease)/Increase in cash in	the period	(3,617,368)	126,394
Reconciliation of net cash flow to movement in net funds	3		
(Decrease)/Increase in cash in the Cash outflow/(inflow)	•	(3,617,368)	126,394
from decrease/(increase) in de lease financing	ebt and	77,704	(30,133)
Change in net funds resulting from cash flows New finance leases		(3,539,664) <u>(112,260</u>)	96,261
Movement in net funds in the p	period	(3,651,924) 898,115	96,261 801,854
Net (debt)/funds at 31 March		(2,753,809)	898,115

NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MARCH 2004

1. RECONCILIATION OF OPERATING PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES

	2004 £	2003 £
Operating profit	858,471	488,392
Depreciation charges	229,210	144,098
Loss/(Profit) on disposal of fixed assets	24,505	(5,252)
Decrease/(Increase) in stocks	299,489	(30,012)
Increase in debtors	(701,698)	(1,051,365)
Increase in creditors	453,038	1,000,294
Net cash inflow from operating activities	1,163,015	<u>546,155</u>

2. ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLOW STATEMENT

	2004 £	2003 £
Returns on investments and servicing of finance Interest received Interest paid Interest element of hire purchase payments	492 (135,850) <u>(5,611</u>)	17,861 (3,107) <u>(1,062</u>)
Net cash (outflow)/inflow for returns on investments and servicing of finance	(140,969)	13,692
Capital expenditure and financial investment Purchase of tangible fixed assets Purchase of fixed asset investments Sale of tangible fixed assets	(84,890) (44,793) _26,500	(416,031)
Net cash outflow for capital expenditure and financial investment	<u>(103,183</u>)	(357,831)
Financing New loans made in year Capital repayments in year Amount introduced by directors Amount withdrawn by directors	(4,338,255) (77,704) 17,972 (16,183)	(7,872) - -
Net cash outflow from financing	(4,414,170)	(7,872)

NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MARCH 2004

3.	ANALYSIS OF CHANGES IN NET FUNDS			
		A4 4 A 02	Cach flow	n

	At 1.4.03 £	Cash flow £	Other non-cash changes £	At 31.3.04 £
Net cash: Cash at bank and in hand Bank overdrafts	930,815	(918,987) (2,698,381)		11,828 (2,698,381)
Dank overwand	930,815	(3,617,368)		(2,686,553)
Debt:				
Hire purchase	(32,700)	77,704	<u>(112,260</u>)	<u>(67,256</u>)
	(32,700)	77,704	<u>(112,260</u>)	(67,256)
Total	898,115	(3,539,664)	(112,260)	(2,753,809)

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2004

1. ACCOUNTING POLICIES

Accounting convention

The financial statements have been prepared under the historical cost convention.

Exemption from preparing consolidated financial statements

The financial statements contain information about H H Associates Limited as an individual company and do not contain consolidated financial information as the parent of a group. The company is exempt under Section 228 of the Companies Act 1985 from the requirements to prepare consolidated financial statements as it and its subsidiary undertakings are included by full consolidation in the consolidated financial statements of its parent, H H Associates (Holdings) Limited, a company registered in England and Wales.

Turnover

Turnover represents net invoiced sales of goods, excluding value added tax.

Tangible fixed assets

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

Plant and machinery

- 33% on reducing balance

Motor vehicles

- 25% on cost

Computer equipment

- 33% on cost

Investments

Fixed asset investments are included at cost less amounts written off.

Any profit or loss arising from the disposals of investments are treated as part of the result from ordinary activities.

Stocks

Stock and work in progress are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

Cost includes all direct expenditure.

Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

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

Assets obtained under finance leases and hire purchase contracts are capitalised in the balance sheet and depreciated on the same basis as shown above. Leasing payments are treated as consisting of capital and interest, the interest element being charged to profit and loss account over the period of the lease.

Rental costs under operating leases are charged to profit and loss account when incurred.

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2004

1. ACCOUNTING POLICIES - continued

Pensions

The company operates a defined contribution pension scheme. Contributions payable for the year are charged in the profit and loss account.

2. TURNOVER

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

2004

2002

An analysis of turnover by geographical market is given below:

£	£
United Kingdom22,213,154Continental Europe297,013	20,949,927
22,510,167	20,949,927
3. STAFF COSTS	
2004 €	2003 £
Wages and salaries 1,442,792	1,477,862
Social security costs 173,679	182,456
Other pension costs 21,355	84,300
<u>1,637,826</u>	1,744,618
The average monthly number of employees during the year was as follows:	2002
2004	2003
Directors 6	4
Other 29	21
<u>35</u>	<u>25</u>

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2004

4.

OPERATING PROFIT

The operating profit is stated after charging/(crediting):	
	£ 827 125,825 210 144,098 505 (5,252) 632) - 500 8,500
Directors' emoluments Directors' pension contributions to money purchase schemes 20,4	·
The number of directors to whom retirement benefits were accruing was as follow	rs:
Money purchase schemes	2
Information regarding the highest paid director is as follows: 200 £	2003 £
Emoluments etc Pension contributions to money purchase schemes 193,2 20,6	236 225,625
5. INTEREST PAYABLE AND SIMILAR CHARGES 200	
Bank interest 24,0 Other interest charges 111,7 Hire purchase 5,6	
1 <u>41,</u> 4	4,169
6. TAXATION	
Analysis of the tax charge The tax charge on the profit on ordinary activities for the year was as follows: 200 £	14 2003 £
Current tax: UK corporation tax 261,9	
	6,004
Tax on profit on ordinary activities 255,9	128,065

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2004

TAXATION - continued 6.

Factors affecting the tax charge
The tax assessed for the year is higher than the standard rate of corporation tax in the UK. The difference is explained below:

	Profit on ordinary activities before tax			2004 £ 717,502	2003 £ 502,084
	Profit on ordinary activities multiplied by the standard rate of corporation in the UK of 30% (2003 - 30%)	n tax		215,251	150,625
	Effects of: disallowable expenditure excess depreciation over capital allowances excess capital allowances over depreciation			40,730 24,500 -	26,226 - (27,255)
	marginal relief Current tax charge			(18,563) 261,918	(27,535) 122,061
7.	DIVIDENDS				
••				2004 £	2003 £
	Equity shares: Interim			20,000	
8.	TANGIBLE FIXED ASSETS	Plant and machinery £	Motor vehicles £	Computer equipment £	Totals £
	COST At 1 April 2003 Additions Disposals	364,289 1,846 (<u>178,338</u>)	181,083 116,759 (117,008)	339,338 78,545 	884,710 197,150 (295,346)
	At 31 March 2004	187,797	180,834	417,883	786,514
	DEPRECIATION At 1 April 2003 Charge for year Eliminated on disposal	233,660 51,946 (146,429)	76,011 39,363 <u>(45,913</u>)	47,666 137,901	357,337 229,210 (192,342)
	At 31 March 2004	139,177	69,461	185,567	394,205
	NET BOOK VALUE At 31 March 2004	48,620	111,373	232,316	392,309
	At 31 March 2003	130,629	105,072	291,672	527,373

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2004

8. TANGIBLE FIXED ASSETS - continued

Included within motor vehicles are vehicles held under hire purchases agreements which cost £112,260 (2003 - £25,725) and with accumulated depreciation of £15,311 (2003 - £14,873).

9. FIXED ASSET INVESTMENTS

Shares in group undertakings

£

COST

Additions

44,943

At 31 March 2004

44,943

NET BOOK VALUE

At 31 March 2004

44,943

The company's investments at the balance sheet date in the share capital of companies include the following:

H H Danmark A/S

Country of incorporation: Denmark

Nature of business: Print management service

%

Class of shares:

holding

Ordinary

100.00

H H Technology Limited

Nature of business: Computer supplies and services

%

Class of shares:

holding

Ordinary

60.00

10. STOCKS

	2004 £	2003 £
Work-in-progress Finished goods	221,007 ———————————————————————————————————	393,824 126,672
	221,007	520,496

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2004

11.	DEBTORS		
• • •	SESTORO .	2004 £	2003 £
	Amounts falling due within one year: Trade debtors Amounts owed by group undertakings Other debtors Directors' current accounts Prepayments and accrued income	4,821,805 4,190,053 48,572 66,148	4,083,949 76,375 89,847 19,786 61,032
		9,126,578	4,330,989
	Included within amounts owed by group undertakings are amounts dusubsidiary of the company, totalling £146,111 (2003 - £nil) and £4,043,9 Associates (Holdings) Limited, parent company.		
		2004 £	2003 £
	Amounts falling due after more than one year: Amounts owed by group undertakings	283,363	_
	Aggregate amounts	9,409,941	4,330,989
12.	This amount relates to a subordinated loan of £283,363 to H H Danmark CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR	A/S.	
12.	This amount relates to a subordinated loan of £283,363 to H H Danmark CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR	2004	2003 £
12.	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR Bank loans and overdrafts (see note 14) Hire purchase contracts (see note 15) Trade creditors Amounts owed to group undertakings Corporation tax		2003 £ - 16,854 4,515,689 - 122,061
12.	Bank loans and overdrafts (see note 14) Hire purchase contracts (see note 15) Trade creditors Amounts owed to group undertakings Corporation tax Other taxes and social security	2004 £ 2,698,381 21,978 4,324,618 150	£ 16,854 4,515,689 - 122,061 66,004
12.	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR Bank loans and overdrafts (see note 14) Hire purchase contracts (see note 15) Trade creditors Amounts owed to group undertakings Corporation tax Other taxes and social	2004 £ 2,698,381 21,978 4,324,618 150 261,918	£ 16,854 4,515,689 - 122,061
12.	Bank loans and overdrafts (see note 14) Hire purchase contracts (see note 15) Trade creditors Amounts owed to group undertakings Corporation tax Other taxes and social security Other creditors Directors' current accounts	2004 £ 2,698,381 21,978 4,324,618 150 261,918 166,873	£ 16,854 4,515,689 - 122,061 66,004 11,395
12.	Bank loans and overdrafts (see note 14) Hire purchase contracts (see note 15) Trade creditors Amounts owed to group undertakings Corporation tax Other taxes and social security Other creditors Directors' current accounts	2004 £ 2,698,381 21,978 4,324,618 150 261,918 166,873 8,789 982,872 8,465,579	£ 16,854 4,515,689 122,061 66,004 11,395 428,237 5,160,240
12.	Bank loans and overdrafts (see note 14) Hire purchase contracts (see note 15) Trade creditors Amounts owed to group undertakings Corporation tax Other taxes and social security Other creditors Directors' current accounts Accruals and deferred income	2004 £ 2,698,381 21,978 4,324,618 150 261,918 166,873 8,789 982,872 8,465,579	£ 16,854 4,515,689 122,061 66,004 11,395 428,237 5,160,240

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2004

14.	LOANS		
	An analysis of the maturity of loans is given below:		
	Amounts falling due within one year or on demand:	2004 £	2003 £
	Bank overdrafts	2,698,381	 -
	Bank overdrafts totalling £2,341,334 have been secured by fixed and fassets of the company.	loating charge	over all of the
15.	OBLIGATIONS UNDER HIRE PURCHASE CONTRACTS AND LEASES		
		Hire purchase	
		cont	
		2004 £	2003 £
	Net obligations repayable:	04.070	10.051
	Within one year Between one and five years	21,978 45,278	16,854 15,846
	·	67,256	32,700
	The following payments are committed to be paid within one year:	Land and buildings operating	
		lea: 2004 £	ses 2003 £
	Expiring: Within one year	113,825	_
	Between one and five years		113,825
		113,825	113,825
16.	PROVISION FOR LIABILITIES AND CHARGES		
10.	THOUSING TON EINDIETHES AND STANGES	2004	2003
	Deferred tax	£ 	£ 6,004
	Balance at 1 April 2003		Deferred tax £ 6,004
	Reversal of accelerated		·
	capital allowances		<u>(6,004</u>)
	Balance at 31 March 2004		Section 2000

NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 MARCH 2004

17.	CALLED UP SHARE CAPITAL					
	Authorised: Number:	Class:	Nominal value:	2004 £	2003 £	
	100,000	Ordinary	£1	100,000	100,000	
		ed and fully paid:				
	Number:	Class:	Nominal value:	2004 £	2003 £	
	40,009	Ordinary	£1	40,009	40,009	
	A legal charge	e over the shares of the co	mpany was registered on 10 April	2003.		
18.	RESERVES					
					Profit and loss account £	
	At 1 April 200 Retained prof				1,087,574 441,588	
	At 31 March 2	2004			1,529,162	

19. RELATED PARTY DISCLOSURES

Until 10 April 2003 the ultimate controlling party was H Hunt, director. From this date the company was controlled by H H Associates (Holdings) Limited, a company incorporated in England and Wales.

The ultimate controlling party of H H Associates (Holdings) Limited is R MacMillan, director.

As a subsidiary, the company is entitled to take advantage of the exemption from disclosing transactions with group entities as the parent company produces consolidated accounts which are publicly available.

20. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	2004 £	2003 £
Profit for the financial year Dividends	461,588 (20,000)	374,019
Net addition to shareholders' funds Opening shareholders' funds	441,588 1,127,583	374,019 753,564
Closing shareholders' funds	1,569,171	1,127,583
Equity interests	1,569,171	1,127,583