Strategic Report, Report of the Directors and Financial Statements for the Year Ended 31 December 2014

for

Regus Management (UK) Limited



WEDNESDAY



JNI 30/09/2015
COMPANIES HOUSE

#38

Contents of the Financial Statements

for the Year Ended 31 December 2014

	Page
Company Information	1
Strategic Report	2 to 3
Report of the Directors	4 to 5
Independent Auditors' Report	6 to 7
Profit and Loss Account	8
Balance Sheet	9
Notes to the Financial Statements	10 to 15

Regus Management (UK) Limited

Company Information

for the Year Ended 31 December 2014

DIRECTORS:

PDE Gibson

R Morris

REGISTERED OFFICE:

268 Bath Road

Slough Berkshire SL1 4DX

REGISTERED NUMBER:

02755077 (England and Wales)

AUDITORS:

KPMG

Chartered Accountants and Statutory Auditor

Stokes House

17-25 College Square East

Belfast BT1 6DH

Strategic Report

for the Year Ended 31 December 2014

The directors present their strategic report for the year ended 31 December 2014.

PRINCIPAL ACTIVITY

The company's principal activity is the provision of management services to the Regus (UK) group of companies.

REVIEW OF BUSINESS

The results for the company show a pre-tax profit of £3,337,000 (2013: £7,305,000 profit) for the year and tumover of £21,093,000 (2013: £26,219,000).

PRINCIPAL RISKS AND UNCERTAINTIES

There are a number of risks and uncertainties which could have an impact on the company's long term performance. The company has a risk management structure in place to identify, manage and mitigate business risks. Risk assessment and evaluation is an essential part of the planning, budgeting and forecasting cycle.

The directors have identified that the principal risks and uncertainties affecting the company are an economic downturn in the market and exposure to movements in the property market. Further discussion of these risks and uncertainties, in the context of Regus plc group as a whole, is provided in the group's annual report which does not form part of this report.

FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The objectives, policies and strategies applied by the company with respect to financial instruments are determined by Regus plc. Exposure to credit, interest rate and currency risk arise in the normal course of business. The principal financial instruments used by the company to finance its operations are cash and loans.

CREDIT RISK

A diversified customer base and requirement for customer deposits and payments in advance on workstation contracts minimises the company's exposure to customer credit risk.

Cash assets, borrowings and derivative financial instruments are only transacted with counterparties of sound credit ratings, and management does not expect any counterparty to fail to meet its obligations.

INTEREST RATE RISK

At 31 December 2014 there was £114,520,000 (2013: £87,924,000) of amounts on loan to parent and fellow subsidiary companies. Surplus cash balances are loaned to group companies at commercial rates of interest in order to achieve maximum interest returns.

FOREIGN CURRENCY RISK

The company's exposure to currency risk at a transactional level is minimal as the majority of day to day transactions are carried out in pounds sterling.

DERIVATIVE FINANCIAL INSTRUMENTS

At 31 December 2014 there were no derivative financial instruments outstanding.

Strategic Report

for the Year Ended 31 December 2014

EMPLOYEES

It is the company's policy to communicate with all employees and to encourage them to take a wider interest in the affairs of the company and the Regus plc group. This is done in a variety of ways including electronic media, in house journals, bulletins and briefing sessions.

The health and safety of employees is of paramount importance. Safety awareness is actively promoted in the working environment and is reviewed from time to time, in the light of good practice and developing legislation.

The company is committed to the principal of equal opportunity in employment, regardless of a person's race, creed, nationality, sex, age, marital status or disability. Employment policies are fair, equitable and consistent with the skills and abilities of the employees and the needs of the company's businesses. These policies ensure that everyone is accorded equal opportunity for recruitment, training and promotion. Where an employee becomes disabled whilst employed by the company every effort is made to allow that person to continue in employment.

The number of employees and their remuneration are set out in note 3 to the financial statements.

BY ORDER OF THE BOARD:

PDE Gibson - Director

25 September 2015

Report of the Directors

for the Year Ended 31 December 2014

The directors present their report with the financial statements of the company for the year ended 31 December 2014.

DIVIDENDS

The total distribution of dividends for the year ended 31 December 2014 was £Nil (year ended 31 December 2013: £500,000).

FUTURE DEVELOPMENTS

Looking ahead in 2015 the company will benefit from the Regus Group continuing to drive occupancy improvements through higher enquiries and conversion levels and to pursue attractive low risk growth opportunities.

DIRECTORS

PDE Gibson has held office during the whole of the period from 1 January 2014 to the date of this report.

Other changes in directors holding office are as follows:

TSJD Regan - resigned 15 March 2014

JR Spencer - appointed 15 March 2014 - resigned 29 August 2014

R Morris - appointed 1 September 2014

POLITICAL CONTRIBUTIONS

The company made no political contributions in either the year ended 31 December 2014 or the year ended 31 December 2013.

STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Strategic Report, 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 they have elected to prepare the financial statements in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice). 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 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 have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the Company and to prevent and detect 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 Directors

for the Year Ended 31 December 2014

AUDITORS

Pursuant to Section 487 of the Companies Act 2006, the auditors will be deemed to be re-appointed and KPMG will therefore continue in office.

BY ORDER OF THE BOARD:

PDE Gibson - Director

25 September 2015

Independent Auditors' Report to the Members of Regus Management (UK) Limited

We have audited the financial statements of Regus Management (UK) Limited for the year ended 31 December 2014 which comprise the Profit and Loss Account, the Balance Sheet and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and UK Accounting Standards (UK 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 auditors

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 Financial Reporting Council'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 Strategic Report and the Report of the Directors 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 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 2014 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 Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements.

Independent Auditors' Report to the Members of Regus Management (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.

Jon D'Arcy (Senior Statutory Auditor)

for and on behalf of KPMG

Chartered Accountants and Statutory Auditor

Stokes House

17-25 College Square East

Belfast

BT1 6DH

25 September 2015

Profit and Loss Account

for the Year Ended 31 December 2014

	Notes	2014 £'000	2013 £'000
TURNOVER	2	21,093	26,219
Cost of sales		(987)	(641)
GROSS PROFIT		22,080	26,860
Administrative expenses		19,034	19,895
OPERATING PROFIT	4	3,046	6,965
Exceptional items	5	61	197
		3,107	7,162
Interest receivable and similar income Interest payable and similar charges	6 7	(3)	146 (3)
PROFIT ON ORDINARY ACTIVITIE BEFORE TAXATION	S	3,337	7,305
Tax on profit on ordinary activities	8		
PROFIT FOR THE FINANCIAL YEAR	R	3,337	7,305

CONTINUING OPERATIONS

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

TOTAL RECOGNISED GAINS AND LOSSES

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

NOTE OF HISTORICAL COST PROFITS AND LOSSES

The difference between the results as disclosed in the profit and loss account and the results on an unmodified historical cost basis is not material.

Balance Sheet

31 December 2014

	2014		2014			2014 2013	
	Notes	£'000	£'000	£'000	£'000		
FIXED ASSETS							
Tangible assets	10		156 ·		187		
CURRENT ASSETS							
Debtors	11	126,382		95,433			
Cash at bank	11	468		665			
Cusii at balik							
		126,850		96,098			
CREDITORS		•		, , , , , ,			
Amounts falling due within one year	12	112,918		85,784			
NET CURRENT ASSETS			13,932		10,314		
TOTAL ACCETS LESS CHARRIES							
TOTAL ASSETS LESS CURRENT LIABILITIES			14.000		10.501		
LIABILITIES			14,088		10,501		
CREDITORS							
Amounts falling due after more than one							
year	13		250		-		
•							
NET ASSETS			13,838		10,501		
CARITAL AND DECEDING							
CAPITAL AND RESERVES	1.4						
Called up share capital	14		- 12.020		10.501		
Profit and loss account	15		13,838		10,501		
SHAREHOLDERS' FUNDS	18		13,838		10,501		
OMMERICADANO I ONDO	10		====		=====		

These financial statements were approved by the Board of Directors on 25 September 2015 and were signed on its behalf by:

PDE Gibson - Director

Notes to the Financial Statements

for the Year Ended 31 December 2014

1. ACCOUNTING POLICIES

Basis of preparation

The financial statements have been prepared in accordance with the requirements of the Companies Act 2006 and comply with UK Generally Accepted Accounting Practice.

Accounting convention

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

Cash flow statement

In accordance with FRS 1, a cash flow statement has not been prepared on the grounds that the company is a wholly owned subsidiary undertaking of Regus plc and its cash flows are included within the consolidated cash flow statement of that company.

Turnover

Turnover represents the value of management services provided to other companies within the Group and the value of services provided to third parties during the year. Turnover is exclusive of VAT and similar taxes.

Centre income is invoiced two months in advance and is deferred until the month in which the services are provided.

Income for other services supplied to clients is charged and recognised in the month in which the related services are provided.

Services are deemed to have been delivered to customers when, and to the extent that, the company has met its obligations under its services contract.

Tangible fixed assets and depreciation

Depreciation is provided on a straight line basis at rates calculated to write off the cost of fixed assets to estimated residual values over their estimated useful lives at the following rates:

Furniture, telephone & office

equipment - 5 to 10 years
Other fixtures & fittings - 10 years
Computers - 3 years

Taxation

The charge for taxation is based on the profit or loss for the year and takes into account taxation deferred because of timing differences between the treatment of certain items for taxation and accounting purposes. Deferred tax is recognised, without discounting, in respect of all timing differences between the treatment of certain items for taxation and accounting purposes which have arisen but not reversed by the balance sheet date, except as otherwise required by FRS 19.

Leases

Building Leases

Building leases are all accounted for as operating leases because substantially all the risks and rewards of ownership remain with the lessor.

Any incentives or rent free periods on conventional leases and the conventional element of leases, which are partly conventional and partly conditional on profitability, are spread on a straight line basis over the period to the date of the first market rent review or first break point in the lease, whichever is sooner, so that the amounts charged to the profit and loss account are the same each year over that period.

Going concern

The company's principal activity is the provision of serviced offices and related services and future developments of the company are set out in the Report of the Directors on page 4. The directors believe the company's funding is likely to be sufficient to meet its day to day working capital requirements and that accordingly it is appropriate to prepare these financial statements on a going concern basis.

Notes to the Financial Statements - continued

for the Year Ended 31 December 2014

1. ACCOUNTING POLICIES - continued

Related party transactions

As the company is a wholly owned subsidiary of Regus plc, the company has taken advantage of the exemption contained in FRS 8 and has therefore not disclosed transactions or balances with entities which form part of the group.

Start-up costs

Start-up costs (including formation costs, costs related to finding property and any other centre opening costs) are charged to the profit and loss account as they are incurred.

Refurhishment

The terms of most building leases require the company to make good dilapidation or other damage occurring during the rental period. Due to the nature of the business, centres are maintained to a high standard. Provisions for dilapidations are only made when the company considers that it is likely that the premises will be vacated by the company and it is known that a dilapidation has occurred.

The above accounting policies have been applied consistently in dealing with items which are considered material in relation to the financial statements.

2. TURNOVER

All results are derived from the provision of services to the Regus (UK) group of companies and from the provision of serviced offices and related services in the United Kingdom.

3. STAFF COSTS

	2014	2013
	£'000	£'000
Wages and salaries	25,051	21,566
Social security costs	2,198	1,949
Other pension costs	249	140
	27,498	23,655
Recharged to other UK group companies	(18,979)	(16,370)
Included in administrative expenses	8,519	7,285
The average number of employees during the year was as follows:		
	2014	2013
Operations	777	787
Sales	47	55
Administration	17	18
	841	860

Regus Management (UK) Limited recharges payroll costs, in full, to the Regus (UK) group of companies at cost. The average number of persons employed by Regus Management (UK) Limited during the year including directors, analysed by category, was as above.

Notes to the Financial Statements - continued

for the Year Ended 31 December 2014

4. OPERATING PROFIT

The operating profit is stated after charging/(crediting):

	2014	2013
	£'000	£'000
Operating leases - property	(24)	-
Depreciation - owned assets	125	273
Auditors' remuneration: Audit of these financial statements	1	1
Auditors' remuneration: Audit of financial statements of group companies	237	214
Auditors' remuneration: All other services	- '	14
Operating leases - other assets	-	21
Management fees	2,325	2,547
	2014	2013
	£	£
Directors' remuneration	123,202	-

TSJD Regan did not receive any remuneration in relation to his services to the company. The remaining director is also a director of other subsidiaries of the Regus (UK) group of companies. As it is not practicable to allocate his remuneration between services as director of each of these subsidiaries, details of PDE Gibson's remuneration are disclosed in the accounts of Regus Business Services Limited. Details of R Morris's remuneration are disclosed in these accounts.

5. EXCEPTIONAL ITEMS

Exceptional items of £61,000 were credited in relation to the settlement of payables and receivables with entities in administration (2013: Exceptional items of £562,000 were credited in relation to the settlement of payables and receivables with entities in administration and £365,000 was charged in relation to employee severance costs).

6. INTEREST RECEIVABLE AND SIMILAR INCOME

		2014 £'000	2013 £'000
	Bank interest	1	-
	Interest receivable from parent and fellow		
	subsidiary undertakings	232	146
		233	146
7.	INTEREST PAYABLE AND SIMILAR CHARGES		
		2014	2013
		£'000	£'000
	Interest payable to parent and fellow		
	subsidiary undertakings	3	2
	Other interest payable	-	1
			
		3	3

Notes to the Financial Statements - continued

for the Year Ended 31 December 2014

8. TAXATION

Analysis of the tax charge

No liability to UK corporation tax arose on ordinary activities for the year ended 31 December 2014 nor for the year ended 31 December 2013.

Factors affecting the tax charge

The tax assessed for the year is lower than the standard rate of corporation tax in the UK. The difference is explained below:

Profit on ordinary activities before tax	2014 £'000 3,337	2013 £'000 7,305
Profit on ordinary activities		
multiplied by the standard rate of corporation tax in the UK of 21.500% (2013 - 23.250%)	717	1,698
Effects of:		
Expenses not deductible for tax purposes	7	10
Income not taxable for tax purposes	-	(125)
Depreciation in excess of capital allowances	25	59
Utilisation of tax losses	(749)	
Group relief received not paid for	-	(1,642)
Current tax charge	-	-
	==	=

The company has decelerated capital allowances of £356,000 (2013: £577,000) for which no deferred tax asset has been recognised, on the basis that there is uncertainty with regard to the timing of future taxable profits.

Factors that may affect future and total tax charges

Following the 2014 Budget Statement, the main rate of UK corporation tax was reduced to 21% with effect from 1 April 2014 and will reduce to 20% from 1 April 2015. It is expected that this graduated fall in the main corporation tax rate will result in a reduction of the Company's future current tax charge.

9. **DIVIDENDS**

	2014	2013
	£'000	£'000
Final	•	500
		===

Notes to the Financial Statements - continued

for the Year Ended 31 December 2014

10. TANGIBLE FIXED ASSETS

	and fittings £'000	Computer equipment £'000	Totals £'000
COST			
At 1 January 2014 Additions	352 69	583 25	935 94
At 31 December 2014	421	608	1,029
DEPRECIATION			
At 1 January 2014	258	490	748
Charge for year	40	85	125
At 31 December 2014	298	575	873
NET BOOK VALUE At 31 December 2014	123	33	156
At 31 December 2014	===	===	===
At 31 December 2013	· 94	93	187
11. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEA	A.R		
The DEDICKS, AMOUNTS I ADDRESS OF WITHIN ONE IEM		2014	2013
		£'000	£'000
Trade debtors		693	448
Amounts owed by group undertakings		120,166	91,129
Other debtors		454	750
Prepayments and accrued income		5,069	3,106
		126,382	95,433
12. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE Y	EAR		
		2014	2013
		£'000	£'000
Trade creditors		2,644	4,600
Customer deposits		69,888	57,329
Amounts owed to group undertakings Social security and other taxes		28,723 669	14,588 577
VAT		5,445	4,569
Other creditors		25	7
Accruals and deferred income		5,524	4,114
		112,918	85,784
13. CREDITORS: AMOUNTS FALLING DUE AFTER MORE	THAN ONE		
YEAR			_ 4 · -
		2014	2013
Accruals and deferred income		£'000 250	£'000
Accidate and deterred income		===	· ===

Notes to the Financial Statements - continued

for the Year Ended 31 December 2014

14. CALLED UP SHARE CAPITAL

	Allotted, issu	ued and fully paid:			
	Number:	Class:	Nominal value:	2014 £	2013 £
	100	Ordinary	£I	100	100
15.	RESERVES				Profit and loss account £'000
	At 1 January				10,501
	Profit for the	year			3,337
	At 31 Decem	ber 2014			13,838

16. ULTIMATE PARENT COMPANY

Regus Management (UK) Limited is a wholly owned subsidiary of Umbrella Holdings SARL, a company incorporated in Luxembourg and a subsidiary of Regus plc.

The smallest and largest group in which the results of the company are consolidated is that headed by Regus plc, a company incorporated in Jersey. The consolidated accounts of Regus plc are available to the public and may be obtained from the Company's website www.regus.com or from the Regus plc head office, 26 Boulevard Royal, L-2449 Luxembourg.

17. CAPITAL COMMITMENTS

		2014 £'000	2013 £'000
	Contracted but not provided for in the		
	financial statements	63	-
			===
18.	RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS		
		2014	2013
		£'000	£'000
	Profit for the financial year	3,337	7,305
	Dividends	•	(500)
	Net addition to shareholders' funds	3,337	6,805
	Opening shareholders' funds	10,501	3,696
	Closing shareholders' funds	13,838	10,501
	0		