

Financial statements UFP (UK) Limited

For the Year Ended 31 December 2009



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UFP (UK) Limited Financial statements for the year ended 31 December 2009

Company information

Company registration number

2886891

Registered office

Enterprise House Roydsdale Way

Euroway Trading Estate

Bradford West Yorkshire BD4 6SE

Directors

C Zarka S Arshad

Secretary

N C Stokes

Banker

National Westminster Bank plc

7 Hustlergate Bradford BD1 1PP

Solicitor

Gordons LLP Riverside West Whitehall Road Leeds

Leeds LS1 4AW

Auditor

Grant Thornton UK LLP Chartered Accountants Statutory Auditor No 1 Whitehall Riverside

Leeds LS1 4BN

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Report of the directors

The directors present their report and the financial statements of the company for the year ended 31 December 2009

Principal activities and business review

The principal activity of the company during the year was the provision of a computer printing and stationery supplies wholesaler

2009 was dominated by the effect of the global recession. Despite this we are pleased to report a 31% increase in turnover and a 117% increase in operating profit, a record for the company

There was a profit for the year after taxation amounting to £4,034,779 (2008 £1,611,321)

Key Performance Indicators

	2009	2008
Growth in sales (%)	31	18
Gross profit margin (%)	7	6
Capital expenditure (£)	54,382	29,022
Average head count (£)	121	112

Results and dividends

The profit for the year, after taxation, amounted to £4,034,779 Particulars of dividends paid are detailed in note 9 to the financial statements. The principal business risk facing the company is the general economic environment in which it operates

Financial risk management objectives and policies

The company uses various financial instruments. These include loans, cash and various items, such as trade debtors and trade creditors that arise directly from its operations. The main purpose of these financial instruments is to raise finance for the company's operations.

The existence of these financial instruments exposes the company to a number of financial risks. In order to manage the company's exposure to these risks, in particular the company's exposure to currency risk, the company enters into a number of transactions including, but not limited to, forward foreign currency contracts

All these transactions are undertaken to manage the risks arising from underlying business activities and no transactions of a speculative nature are undertaken

The main risks arising from the company's financial instruments are market risk, cash flow, interest rate risk, credit risk and liquidity risk. The directors review and agree policies for managing each of these risks. These policies have remained unchanged from previous years.

Report of the directors

Going concern

The company has considerable financial resources and is expected to continue to generate positive cashflows for the foreseeable future. As a consequence the Directors believe that the company is well placed to manage its business risks successfully despite the current uncertain economic outlook. The Directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. Thus they continue to adopt the going concern basis of accounting in preparing the annual financial statements.

Directors

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

C Zarka

S Arshad

Directors' and Officers' insurance

The company maintain an insurance policy covering directors and officers' liability

Auditor

Grant Thornton UK LLP offer themselves for reappointment in accordance with the Companies Act 2006

BY ORDER OF THE BOARD

N C Stokes Secretary

27 April 2010

Statement of directors' responsibilities

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom. Accounting Standards (United Kingdom 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,
- 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.

In so far as each of the directors are aware

- there is no relevant audit information of which the company's auditor is unaware, and
- the directors have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information



Report of the independent auditor to the members of UFP (UK) Limited

We have audited the financial statements of UFP (UK) Limited for the year ended 31 December 2009 which comprise the principal accounting policies, profit and loss account, balance sheet, cash flow statement and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed

Respective responsibilities of directors and auditor

As explained more fully in the Directors' Responsibilities Statement set out on page 5, 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 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 (APB's) Ethical Standards for Auditors.

Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the APB's website at www frc org uk/apb/scope/UKNP

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 2009 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 matters 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

Report of the independent auditor to the members of UFP (UK) Limited (continued)

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

Timothy Lincoln

Senior Statutory Auditor

For and on behalf of Grant Thornton UK LLP

Statutory Auditor

Chartered Accountants

LEEDS

27 April 2010

Principal accounting policies

Basis of accounting

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

The company has not prepared group accounts which consolidate the results of its subsidiary undertaking as, in the opinion of the directors, the effect would not be material. These financial statements therefore present information about the company as an individual undertaking and not about its group.

The principal accounting policies of the company set out below are unchanged from the prior year

Turnove

Turnover is the total amount receivable by the company for goods supplied and services provided, including trade discounts and management income but excluding VAT

Income is recognised in the accounts when an invoice is raised. Invoices are normally raised on the date of despatch of goods to customers

Fixed assets

All fixed assets are stated at cost, net of depreciation and any provision for impairment

Depreciation

Depreciation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows

Freehold property

2% straight line

Plant & machinery

25% reducing balance

Fixtures & fittings

25% reducing balance

Motor vehicles

25% reducing balance

Stocks

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items

Operating lease agreements

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged against profits on a straight line basis over the period of the lease

Pension costs

The company operates a defined contribution pension scheme for employees. The assets of the scheme are held separately from those of the company. The annual contributions payable are charged to the profit and loss account.

UFP (UK) Limited

Financial statements for the year ended 31 December 2009

Deferred taxation

Deferred tax is recognised on all timing differences where the transactions or events that give the company an obligation to pay more tax in the future, or a right to pay less tax in the future, have occurred by the balance sheet date. Deferred tax assets are recognised when it is more likely than not that they will be recovered Deferred tax is measured using rates of tax that have been enacted or substantively enacted by the balance sheet date

Foreign currencies

Monetary 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 the transaction Exchange differences are taken into account in arriving at the operating profit

Financial instruments

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the entity after deducting all of its financial liabilities

Profit and loss account

	Note	2009 £	2008 £
Turnover	1	164,727,706	125,604,734
Cost of sales		(153,628,852)	(117,667,241)
Gross profit		11,098,854	7,937,493
Other operating charges	2	(5,249,672)	(4,985,228)
Operating profit	3	5,849,182	2,952,265
Interest receivable Interest payable and similar charges	6 7	1,388 (241,461)	2,773 (609,544)
Profit on ordinary activities before taxation		5,609,109	2,345,494
Tax on profit on ordinary activities	8	(1,574,330)	(734,173)
Profit for the financial year	23	4,034,779	1,611,321

All of the activities of the company are classed as continuing

The company has no recognised gains or losses other than the results for the year as set out above

UFP (UK) Limited Financial statements for the year ended 31 December 2009

Balance sheet

		2009	2008
	Note	£	£
Fixed assets			
Tangible assets	10	3,284,516	3,360,979
Investments	11	2	2
		3,284,518	3,360,981
Current assets			
Stocks	12	12,751,784	13,552,765
Debtors	13	20,241,910	19,246,112
Cash at bank		6	1
		32,993,700	32,798,878
Creditors, amounts falling due within one year	14	(22,133,282)	(25,524,079)
Net current assets		10,860,418	7,274,799
Total assets less current habilities		14,144,936	10,635,780
Creditors: amounts falling due after more than one year	15	(1,286,322)	(1,489,681)
		12,858,614	9,146,099
Capital and reserves			
Called-up equity share capital	22	527,778	527,778
Profit and loss account	23	12,330,836	8,618,321
Shareholders' funds	24	12,858,614	9,146,099

These financial statements were approved by the directors and authorised for issue on 21 hord 2010 and are signed on their behalf by

S Arshad Director

Company Registration Number 2886891

Cash flow statement

	Note	2009 £	2008 £
Net cash inflow/(outflow) from operating activities	25	5,029,646	(2,717,264)
Returns on investments and servicing of finance Income from group undertakings Interest received Interest paid		1,353 35 (241,461)	2,061 712 (609,544)
Net cash outflow from returns on investments and servicing of finance		(240,073)	(606,771)
Taxation		(1,214,132)	(522,271)
Capital expenditure and financial investment Payments to acquire tangible fixed assets Receipts from sale of fixed assets		(54,382) 28,695	(29,022) 10,640
Net cash outflow for capital expenditure and financial investme	nt	(25,687)	(18,382)
Equity dividends paid		(322,264)	(313,444)
Cash inflow/(outflow) before financing		3,227,490	(4,178,132)
Financing Repayment of bank financing Net cash outflow from financing		(2,787,346)	
Increase/(decrease) in cash	26	440,144	(4,283,257)

Notes to the financial statements

1 Turnover

3

In the opinion of the directors, disclosure of the particulars of turnover required by the Companies Act 1985 (Schedule 4, paragraph 55) would be seriously prejudicial to the interests of the company and has therefore not been disclosed

2 Other operating charges

	2009 £	2008 £
Distribution costs Administrative expenses	3,208,198 2,041,474	2,968,377 2,016,851
	5,249,672	4,985,228
Operating profit		
Operating profit is stated after charging/(crediting)		
	2009 £	2008 £
Depreciation of owned fixed assets Loss/(Profit) on disposal of fixed assets Operating lease costs	101,534 616	117,043 (7,756)
- Plant and equipment Net profit on foreign currency translation Auditor's remuneration - audit of the financial statements Auditor's remuneration - other fees	121,488 (746,928) 40,850 7,700	105,206 (887,454) 39,700 7,450
	2009 £	2008 £
Auditor's remuneration - audit of the financial statements	40,850	39,700
Auditor's remuneration - other fees		
- Taxation services	7,700	7,450

4 Directors and employees

The average number of staff employed by the company during the financial year amounted to

	2009	20
	No	
Distribution staff	45	
Management and administration	34	
Sales	42	
	121	
The aggregate payroll costs of the above were		
	2009	2
	£	
Wages and salaries	3,200,729	2,757,
Social security costs	337,272	284,
Other pension costs	50,956	50,
	3,588,947	3,092,
Directors		
Remuneration in respect of directors was as follows		
	2009	2
	£	
Remuneration receivable	316,863	182,
Value of company pension contributions to money purchase schemes	7,200	7,
	324,063	189,
The number of directors who accrued benefits under company		
pension schemes was as follows		
	2009	2
	No	
Money purchase schemes	1	

The aggregate emoluments of the highest paid director were £316,863 (2008 £182,705) and contributions of £7,200 (2008 £7,200) were made to the defined contribution pension scheme in his respect

6 Interest receivable

5

	2009 £	2008 £
Bank interest receivable Interest from group undertakings	35 1,353	712 2,061
	1,388	2,773

8

9

Financial statements for the year ended 31 December 2009

The section of the se		
	2009	2008
	£	£
nterest payable on bank borrowing	229,571	590,322
nterest on amounts owed to group undertakings On overdue tax	8,920 2,970	17,698 1,524
or or order that		
	241,461	609,544
Taxation on ordinary activities		
a) Analysis of charge in the year		
	2009	2008
	£	£
Current tax		
UK Corporation tax based on the results for the year at 28% (2008 - 28%)	1,576,200	736,000
Over provision in prior year	(1,870)	(1,827)
l'otal current tax	1,574,330	734,173
(b) Factors affecting current tax charge		
The tax assessed on the profit on ordinary activities for the year is higher than corporation tax in the UK of 28% (2008 - 28%)	the standard ra	ite of
	2009	2008
	£	£
Profit on ordinary activities before taxation	5,609,109	2,345,494
Profit on ordinary activities by rate of tax	1,570,551	656,738
Expenses not deductible for tax purposes	5,702	25,120
Capital allowances for period in excess of depreciation	(310)	(3,377)
Adjustment in respect of prior periods Rate difference	(1,870)	(1,827) 12,837
Other tuning differences	257	44,682
Total current tax (note 8(a))	1,574,330	734,173
Dividends		
Dividends on shares classed as equity		
	2009	2008
	2009 £	2008 £
Paid during the year Equity dividends on ordinary shares	_	_

UFP (UK) Limited Financial statements for the year ended 31 December 2009

10 Tangible fixed assets

£
4,292,050
54,382
(29,311)
4,317,121
931,071
101,534
1,032,605
3,284,516
3,360,979

Included within freehold land and buildings is land amounting to £500,000 which is not depreciated

11 Investments

		Shares in subsidiary dertakings
Cost		
At 1 January 2009 and 31 December 2009		2
Net book value		
At 31 December 2009 and 31 December 2008		2
The company holds more than 20% of the share capital of the following companies		
Aggregate capital and reserves	2009	2008
OfficeXpress International Limited (dormant)	1	1
E-Tech Supplies Limited (dormant)	1	1

12	Stocks		
		2009	2008
		£	£
	Finished goods	12,751,784	13,552,765
13	Debtors		
		2009	2008
		£	£
	Trade debtors (factored)	20,098,235	18,750,988
	Amounts owed by group undertakings	56,357	398,014
	Other debtors	318 87,000	97,110
	Prepayments and accrued income		
		20,241,910	19,246,112
14	Creditors: amounts falling due within one year		
		2009	2008
	D 11 1 1 6	€ 12.040.923	15 073 060
	Bank loans and overdrafts Trade creditors	12,049,833 3,907,055	15,073,960 5,994,260
	Amounts owed to group undertakings	726,861	109,308
	Corporation tax	826,200	466,001
	VAT	2,460,903	2,262,214
	Other creditors	58,920	54,516
	Accruals and deferred income	2,103,510	1,563,820
		22,133,282	25,524,079
	The bank holds the following securities		
	A First Legal Mortgage dated 7 November 2002 over the freehold property	of the company	
	An Unscheduled Mortgage Debenture dated 18 November 1998 incorporation over all current and future assets of the company	ung a fixed and f	loating charge
	Included within the figure for bank loans and overdrafts is £10,066,852 (20 amounts advanced to the company from the invoice discounter	08 £12,676,248)	regarding
	The following liabilities disclosed under creditors falling due within one year	2009	2008
	Bank loans and overdrafts	12,049,833	15,073,960
15	Creditors: amounts falling due after more than one year		
		2009	2008
	Bank loans and overdrafts	£ 1,286,322	£ 1,489,681
			-,,

UFP (UK) Limited

Financial statements for the year ended 31 December 2009

15 Creditors: amounts falling due after more than one year (continued)

The following liabilities disclosed under creditors falling due after more than one year are secured by the company

	2009	2008
	£	£
Bank loan and overdraft	1,286,322	1,489,681

16 Creditors - capital instruments

Creditors include a loan which is due for repayment as follows

Amounts servicele	2009 £	2008 £
Amounts repayable		
In one year or less or on demand	185,628	160,217
In more than one year but not more than two years	188,240	164,832
In more than two years but not more than five years	580,723	523,446
In more than five years	517,359	801,403
	1,471,950	1,649,898

17 Pensions

Defined Contribution Scheme

The company operates a defined contribution pension scheme for the benefit of all the employees. The assets of the scheme are administered by trustees in a fund independent from those of the company

18 Derivatives

The fair values of derivatives held by the company at 31 December 2009, not recognised in the financial statements is set out below

	2009	2008
	£	£
Forward foreign currency contracts	(33,395)	79,843

19 Leasing commitments

At 31 December 2009 the company had annual commitments under non-cancellable operating leases as set out below

	Assets other than land and buildings	
	2009	2008
	£	£
Operating leases which expire		
Within 1 year	27,738	52,614
Within 2 to 5 years	9,804	26,142
After more than 5 years	2,451	-
	39,993	78,756

20 Contingent assets/liabilities

The bank holds a set-off arrangement in the form of a Composite Guarantee dated 3 August 2002 between the company and the related group company OfficeXpress Europe Limited

At the year end the maximum liability payable to the bank was £1,797,354 (2008 £2,237,494)

21 Related party transactions

During the year a company entered into the following group related party transactions

OfficeXpress Europe Limited, a fellow group company The transactions comprised purchases totalling £282,148 and sales totalling £8,365,238 At the balance sheet date, the amount of £567,523 was payable to OfficeXpress Europe Limited At the balance sheet date, the amount of £622,496 was due from OfficeXpress Europe Limited

UFP International SA, the parent company The transactions comprised purchases totalling £6,908,071 and sales totalling £523,889 At the balance sheet date, the amount of £683,019 was payable to UFP International SA

UFP Espana SA, a fellow group company The transactions comprised sales totalling £234,260 At the balance sheet date, the amount of £1,384 was due from UFP Espana SA

UFP Deutschland GmbH, a fellow group company The transactions comprised purchases totalling £326,138 and sales totalling £1,496,723 At the balance sheet date, the amount of £50,237 was payable to UFP Deutschland GmbH At the balance sheet date, the amount of £6,434 was due from UFP Deutschland GmbH

The company have taken advantage of the transitional relief not to provide comparatives for transactions with other members of the group headed by UFP International SA as the company was previously exempt from the requirement of FRS8 to disclose transactions as it is a 90% subsidiary of UFP International SA

During the year the company also entered into transactions under normal commercial terms with Easy Supplies Limited, a company owned by a brother of one of the directors. The transactions comprised purchases totalling £700,844 (2008 £528,893) and sales totalling £9,876 (2008 £10,762). At the balance sheet date, the amount of £234,691 (2008 £151,942) was payable to Easy Supplies Limited. At the balance sheet date, the amount of £240 (2008 £765) was due from Easy Supplies Limited.

22 Share capital

	Authorised share capital				
				2009	2008
	1,000,000 Ordinary shares of £1 each			1,000,000	1,000,000
	Allotted, called up and fully paid				
		2009		2008	3
		No	£	No	£
	527,778 Ordinary shares of £1 each	527,778	527,778	527,778	527,778
23	Profit and loss account				
				2009	2008
	B. L. L. C. L			£	£
	Balance brought forward Profit for the financial year			8,618,321 4,034,779	7,320,444 1,611,321
	Equity dividends			(322,264)	(313,444)
	Balance carried forward			12,330,836	8,618,321
24	Reconciliation of movements in share	nolders' funds			
				2009	2008
	Profit for the financial year Equity dividends			£ 4,034,779 (322,264)	£ 1,611,321 (313,444)
	Net addition to shareholders' funds Opening shareholders' funds			3,712,515 9,146,099	1,297,877 7,848,222
	Closing shareholders' funds			12,858,614	9,146,099
25	Reconciliation of operating profit to				
	net cash inflow/(outflow) from operatir	ig activities			
				2009	2008
	Operating profit			£ 5,849,182	£ 2,952,265
	Depreciation			101,534	117,043
	Loss/(Profit) on disposal of fixed assets			616	(7,756)
	Decrease/(increase) in stocks			800,981	(3,710,149)
	Increase in debtors			(995,798)	(4,274,911)
	(Decrease)/increase in creditors			(726,869)	2,206,244
	Net cash inflow/(outflow) from operating activ	nties		5,029,646	(2,717,264)

26 Reconciliation of net cash flow to movement in net debt

		2009 £	2008 £
Increase/(decrease) in cash in the period		440,144	(4,283,257)
Net cash (inflow) from/outflow from bank loans		2,787,346	105,125
		3,227,490	(4,178,132)
Change in net debt		3,227,490	(4,178,132)
Net debt at 1 January 2009		(16,563,640)	(12,385,508)
Net debt at 31 December 2009		(13,336,150)	(16,563,640)
Analysis of changes in net debt			
	At 1 Jan 2009 £	Cash flows	At 31 Dec 2009 £
Net cash			
Cash in hand and at bank	1 (2 237 495)	5 440 139	6 (1.797.356)
	(2,237,495)	440,139	(1,797,356)
Cash in hand and at bank Overdrafts	_	_	•
Cash in hand and at bank	(2,237,495)	440,139	(1,797,356)
Cash in hand and at bank Overdrafts Debt Debt due within 1 year	(2,237,495) (2,237,494) (12,836,465)	440,139 440,144 2,583,987	(1,797,356) (1,797,350) (10,252,478)

28 Capital commitments

Net debt

27

The directors have confirmed that there were no capital commitments at 31 December 2009 or 31 December 2008

29 Ultimate parent company

The parent and ultimate parent undertaking of the company is UFP International SA, incorporated in France

(16,563,640)

3,227,490

(13,336,150)

The directors consider that the company's ultimate controlling related party is Mr C Zarka, a director of the company, and his family by virtue of shareholdings

The smallest and largest group of undertakings for which group accounts have been drawn up is that headed by UFP International SA, incorporated in France Copies of the group accounts can be obtained from 17 Rue Francaise Pressense BP72, 93210 St Denis, La Plaine, France