

Company Registration No 4223247 (England and Wales)

**CHATHAM FINANCIAL EUROPE LTD**  
**DIRECTORS' REPORT AND FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2010**

WEDNESDAY



\*ALJFBTGD\*

A50

20/04/2011

79

COMPANIES HOUSE

# CHATHAM FINANCIAL EUROPE LTD

## COMPANY INFORMATION

---

<b>Directors</b>	David Hall Mark Battiston
<b>Company number</b>	4223247
<b>Registered office</b>	69/85 Tabernacle Street London EC2A 4RR
<b>Auditors</b>	The Gallagher Partnership LLP 69/85 Tabernacle Street London EC2A 4RR
<b>Business address</b>	16 Garrick Street London WC2E 9BA

---

---

# CHATHAM FINANCIAL EUROPE LTD

## CONTENTS

---

	<b>Page</b>
Directors' report	1 - 3
Independent auditors' report	4 - 5
Profit and loss account	6
Balance sheet	7
Cash flow statement	8
Notes to the cash flow statement	9
Notes to the financial statements	10 - 17

---

# **CHATHAM FINANCIAL EUROPE LTD**

## **DIRECTORS' REPORT**

### **FOR THE YEAR ENDED 31 DECEMBER 2010**

---

The directors present their report and financial statements for the year ended 31 December 2010

#### **Principal activities and review of the business**

The principal activity of the company is to advise on, arrange and assist clients in multiple facets of corporate and structured finance, including identifying interest rate and currency risks and implementing strategies to mitigate those risks. The company is authorised and regulated by the Financial Services Authority.

The results for the year and the financial position at the year end were considered satisfactory by the directors who expect continued growth in the foreseeable future.

#### **Results and dividends**

The results for the year are set out on page 6.

It is proposed that the retained profit of £42,943 is transferred to reserves.

#### **Pillar III Disclosure - Scope and application of the requirements**

The Company is governed by its Directors ('the Board') who determine its business strategy and risk appetite. They are also responsible for establishing and maintaining the Company's governance arrangements along with designing and implementing a risk management framework that recognises and manages the risks that the business faces. The Board meet on a regular basis and discuss profitability, cash flow, regulatory capital management, and business planning and risk management. The Board manages the Company's risks through a framework of policies and procedures having regard to relevant laws, standards, principles and rules (including FSA principles and rules) with the aim to operate a defined and transparent risk management framework.

The Board have identified that reputational, operational and credit risks are the areas of risk to which the Company may be exposed. Annually the Board formally review the risks, controls and other risk mitigation arrangements and assesses their effectiveness. Where the Board identify material risks they consider the financial impact of these risks as part of business planning and capital management and concludes whether the amount of regulatory capital is adequate. The general objective is to develop systems and controls to mitigate risk to a level that does not require the allocation of Pillar 2 capital.

The Company is authorised and regulated by the Financial Services Authority and as such it is subject to minimum regulatory capital requirements. The Company is small with a simple operational infrastructure. The Company is a BIPRU €50k limited licence firm registered with the FSA (FRN No. 197251) and lodges its financial statements with Companies House.

It is the Company's experience that the capital requirement of the Company is the fixed overhead requirement and not the sum of market and credit risk. For the purpose of this calculation disclosures relating to market and credit are therefore considered to be immaterial in consideration in the assessment of the business.

As at the 31 December 2010 the Company had £2,687,000 of capital with a FOR of £752,000, and therefore the Company has substantial excess resources over its regulatory capital requirements.

#### **Description of principal risks and uncertainties**

Financial risk management relates to risk to the company in respect of its own assets and liabilities. The company has very limited exposure to financial instruments in respect of its own assets and liabilities. They include cash deposits and trade receivables and payables.

The main risks arising from financial instruments are foreign currency risk, and limited exposure to interest rate risk, liquidity risk, and credit risk. Each of these risks is discussed in detail below.

---

# CHATHAM FINANCIAL EUROPE LTD

## DIRECTORS' REPORT (CONTINUED)

**FOR THE YEAR ENDED 31 DECEMBER 2010**

---

### **Operational risk**

Operational risk is defined as the risk of direct or indirect loss, or damaged reputation resulting from inadequate or failed internal processes, people and systems, or from external events including legal and compliance risks. Operational risks are inherent in all activities within the organisation, and in all interaction with external parties. The company monitors operational risk through internal controls.

### **Credit risk**

Credit risk is the possibility of a loss occurring due to the financial failure of a client, counterparty or bank of the company to meet their contractual debt obligations. The company manages credit risk to which it is exposed through the application of credit limits which are monitored on a regular basis by Senior Management.

### **Interest rate risk**

The company is exposed to interest rate risk with regard to holding in cash. All cash holdings are at variable rates. The company does not have any borrowings and surplus funds are placed on short term deposits.

### **Liquidity risk**

It is the company's policy to ensure that it has sufficient access to funds to cover all forecast committed requirements for the next 12 months.

The company finances its operations through share capital and retained earnings. Surplus funds are placed on deposit with highly rated banks.

### **Foreign currency risk**

The company holds cash balances in US dollars and Euros, earns fees in US dollars and Euros and holds non-Sterling denominated current asset investments. Foreign exchange risk is managed by ensuring non-Sterling receipts are converted to Sterling on a need basis.

The following table shows the group's currency exposures at 31 December on currency transactions that give rise to the net currency gains and losses recognised in the profit and loss account. Such exposures comprise the monetary assets and liabilities of the company that are not denominated in the functional currency of the operating company.

#### **Net foreign currency monetary assets**

US Dollars	£1,055,073
Euros	£500,603

### **Directors**

The following directors have held office since 1 January 2010:

David Hall  
Mark Battiston

Charitable donations	2010 £	2009 £
During the year the company made the following payments		
Charitable donations	3,907	329

# CHATHAM FINANCIAL EUROPE LTD

## DIRECTORS' REPORT (CONTINUED)

**FOR THE YEAR ENDED 31 DECEMBER 2010**

---

### **Auditors**

In accordance with the Company's Articles, a resolution proposing that The Gallagher Partnership LLP be reappointed as auditors of the company will be put at a General Meeting

### **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 Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgements and accounting estimates that are reasonable and prudent,
- state whether applicable 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.

### **Statement of disclosure to auditor**

So far as the directors are aware, there is no relevant audit information of which the company's auditors are unaware. Additionally, the directors have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the company's auditors are aware of that information.

On behalf of the board



Mark Battistoni

Director

4 April 2011

# **CHATHAM FINANCIAL EUROPE LTD**

## **INDEPENDENT AUDITORS' REPORT**

### **TO THE MEMBERS OF CHATHAM FINANCIAL EUROPE LTD**

---

We have audited the financial statements of Chatham Financial Europe Ltd for the year ended 31 December 2010 set out on pages 6 to 17. These financial statements have been prepared under the accounting policies set out therein.

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 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 explained more fully in the Directors' Responsibilities Statement set out on pages 1 - 3, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

#### **Scope of the audit of the financial statements**

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the directors, and the overall presentation of the financial statements.

#### **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 2010 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 Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

# CHATHAM FINANCIAL EUROPE LTD

## INDEPENDENT AUDITORS' REPORT (CONTINUED)

### TO THE MEMBERS OF CHATHAM FINANCIAL EUROPE LTD

---

#### 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

  
Imtiaz Arian (Senior Statutory Auditor)  
for and on behalf of The Gallagher Partnership LLP

Chartered Accountants  
Statutory Auditor

4 April 2011

69/85 Tabernacle Street  
London  
EC2A 4RR



# CHATHAM FINANCIAL EUROPE LTD

## PROFIT AND LOSS ACCOUNT

**FOR THE YEAR ENDED 31 DECEMBER 2010**

	Notes	2010 £	2009 £
Turnover	2	4,836,205	4,091,472
Administrative expenses		(3,343,479)	(3,453,530)
Operating profit	3	1,492,726	637,942
Other interest receivable and similar income	4	269	6,806
Interest payable and similar charges	5	(1,596)	-
Profit on ordinary activities before taxation		1,491,399	644,748
Tax on profit on ordinary activities	6	(419,841)	(184,086)
Profit for the year	15	1,071,558	460,662

The profit and loss account has been prepared on the basis that all operations are continuing operations

There are no recognised gains and losses other than those passing through the profit and loss account

# CHATHAM FINANCIAL EUROPE LTD

## BALANCE SHEET

AS AT 31 DECEMBER 2010

	Notes	2010 £	£	2009 £	£
<b>Fixed assets</b>					
Tangible assets	8		45,892		54,570
<b>Current assets</b>					
Debtors	9	729,855		664,663	
Cash at bank and in hand		2,853,964		2,759,829	
		<u>3,583,819</u>		<u>3,424,492</u>	
<b>Creditors. amounts falling due within one year</b>	10	<u>(884,875)</u>		<u>(759,061)</u>	
<b>Net current assets</b>			<u>2,698,944</u>		<u>2,665,431</u>
<b>Total assets less current liabilities</b>			<u>2,744,836</u>		<u>2,720,001</u>
<b>Accruals and deferred income</b>	12		<u>(57,346)</u>		<u>(75,454)</u>
			<u>2,687,490</u>		<u>2,644,547</u>
<b>Capital and reserves</b>					
Called up share capital	14		500,000		500,000
Profit and loss account	15		<u>2,187,490</u>		<u>2,144,547</u>
<b>Shareholders' funds</b>	16		<u>2,687,490</u>		<u>2,644,547</u>

Approved by the Board and authorised for issue on 4 April 2011



Mark Battiston  
Director

Company Registration No. 4223247

# CHATHAM FINANCIAL EUROPE LTD

## CASH FLOW STATEMENT

FOR THE YEAR ENDED 31 DECEMBER 2010

	2010	2009
£	£	£
Net cash inflow from operating activities	1,609,714	679,660
Returns on investments and servicing of finance		
Interest received	269	6,806
Interest paid	(1,596)	-
Net cash (outflow)/inflow for returns on investments and servicing of finance	(1,327)	6,806
Taxation	(443,362)	115,450
Capital expenditure		
Payments to acquire tangible assets	(42,275)	(4,707)
Net cash outflow for capital expenditure	(42,275)	(4,707)
Equity dividends paid	(1,028,615)	-
Net cash inflow before management of liquid resources and financing	94,135	797,209
Increase in cash in the year	94,135	797,209

# CHATHAM FINANCIAL EUROPE LTD

## NOTES TO THE CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2010

1	Reconciliation of operating profit to net cash inflow from operating activities	2010	2009
		£	£
	Operating profit	1,492,726	637,942
	Depreciation of tangible assets	50,953	70,326
	Loss on disposal of tangible assets	-	1,012
	(Increase)/decrease in debtors	(70,891)	38,947
	Increase/(decrease) in creditors within one year	155,034	(50,459)
	Movement on deferred rent provision	(18,108)	(18,108)
	<b>Net cash inflow from operating activities</b>	<b>1,609,714</b>	<b>679,660</b>
2	Analysis of net funds	1 January 2010	Cash flow 31 December 2010
		£	£
	Net cash		
	Cash at bank and in hand	2,759,829	2,853,964
	Bank deposits	-	-
	<b>Net funds</b>	<b>2,759,829</b>	<b>2,853,964</b>
3	Reconciliation of net cash flow to movement in net funds	2010	2009
		£	£
	Increase in cash in the year	94,135	797,209
	<b>Movement in net funds in the year</b>	<b>94,135</b>	<b>797,209</b>
	Opening net funds	2,759,829	1,962,620
	<b>Closing net funds</b>	<b>2,853,964</b>	<b>2,759,829</b>

# CHATHAM FINANCIAL EUROPE LTD

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2010

---

### 1 Accounting policies

A summary of principal accounting policies, all of which have been applied consistently throughout the year and the preceding year, is set out below

#### 1.1 Accounting convention

The financial statements are prepared under the historical cost convention

#### 1.2 Compliance with accounting standards

The financial statements are prepared in accordance with applicable United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), which have been applied consistently (except as otherwise stated)

#### 1.3 Turnover

Turnover represents amounts receivable services provided in the normal course of business. Revenue is recognised in line with accrual accounting based on fees received for services provided during the year

#### 1.4 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows

Land and buildings Leasehold	Over the period of the lease
Plant and machinery	over 3 years
Computer equipment	over 3 years
Fixtures, fittings & equipment	over 4 years

#### 1.5 Leasing

Rentals payable under operating leases are charged against income on a straight line basis over the lease term

#### 1.6 Pensions

The company operates a defined contribution scheme for the benefit of its employees. Contributions payable are charged to the profit and loss account in the year they are payable

#### 1.7 Taxation

Corporation tax payable is provided on taxable profits at the current rates

Deferred taxation is provided in full in respect of taxation deferred by timing differences between the treatment of certain items for taxation and accounting purposes. The deferred tax balance has not been discounted

#### 1.8 Foreign currency translation

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. All differences are taken to profit and loss account

#### 1.9 Going concern

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

# CHATHAM FINANCIAL EUROPE LTD

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2010

### 2 Turnover

The total turnover of the company for the year has been derived from its principal activity wholly undertaken in the United Kingdom

3 Operating profit	2010 £	2009 £
Operating profit is stated after charging		
Depreciation of tangible assets	50,953	70,326
Loss on disposal of tangible assets	-	1,012
Loss on foreign exchange transactions	-	125,275
Operating lease rentals	128,372	131,583
and after crediting		
Profit on foreign exchange transactions	(24,411)	-

### Auditors' remuneration

Fees payable to the company's auditor for the audit of the company's annual accounts  
Taxation services

11,475	12,560
3,720	3,405
15,195	15,965

4 Investment income	2010 £	2009 £
Bank interest	269	6,806
	269	6,806

5 Interest payable	2010 £	2009 £
On bank loans and overdrafts	1,596	-

# CHATHAM FINANCIAL EUROPE LTD

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2010

<b>6</b>	<b>Taxation</b>	<b>2010</b>	<b>2009</b>
		<b>£</b>	<b>£</b>
	<b>Domestic current year tax</b>		
	U K corporation tax	414,142	188,364
	Adjustment for prior years	-	4,219
	<b>Total current tax</b>	<b>414,142</b>	<b>192,583</b>
	<b>Deferred tax</b>		
	Deferred tax charge/credit current year	5,699	(8,497)
		<b>419,841</b>	<b>184,086</b>
	<b>Factors affecting the tax charge for the year</b>		
	Profit on ordinary activities before taxation	1,491,399	644,748
	Profit on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 28.00% (2009 - 28.00%)	417,592	180,529
	Effects of		
	Non deductible expenses	626	740
	Depreciation add back	14,267	19,975
	Capital allowances	(19,966)	(11,479)
	Adjustments to previous periods	-	4,219
	Other tax adjustments	1,623	(1,401)
		<b>(3,450)</b>	<b>12,054</b>
	<b>Current tax charge for the year</b>	<b>414,142</b>	<b>192,583</b>
<b>7</b>	<b>Dividends</b>	<b>2010</b>	<b>2009</b>
		<b>£</b>	<b>£</b>
	Ordinary final paid	1,028,615	-

# CHATHAM FINANCIAL EUROPE LTD

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2010

### 8 Tangible fixed assets

	Land and buildings Leasehold £	Plant and machinery £	Fixtures, fittings & equipment £	Total £
<b>Cost</b>				
At 1 January 2010	59,724	244,463	124,895	429,082
Additions	1,995	36,944	3,336	42,275
Disposals	-	(23,217)	-	(23,217)
At 31 December 2010	61,719	258,190	128,231	448,140
<b>Depreciation</b>				
At 1 January 2010	55,679	202,962	115,871	374,512
On disposals	-	(23,217)	-	(23,217)
Charge for the year	2,739	41,135	7,079	50,953
At 31 December 2010	58,418	220,880	122,950	402,248
<b>Net book value</b>				
At 31 December 2010	3,301	37,310	5,281	45,892
At 31 December 2009	4,045	41,501	9,024	54,570

### 9 Debtors

	2010 £	2009 £
Trade debtors	607,904	529,352
Other debtors	11,923	26,793
Prepayments and accrued income	90,363	83,154
Deferred tax asset (see note 11)	19,665	25,364
	729,855	664,663



# CHATHAM FINANCIAL EUROPE LTD

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2010

10 Creditors, amounts falling due within one year	2010 £	2009 £
Trade creditors	14,088	4,677
Amounts owed to parent and fellow subsidiary undertakings	287,405	195,357
Corporation tax	159,144	188,364
Other taxes and social security costs	239,235	153,221
Accruals and deferred income	185,003	217,442
	<u>884,875</u>	<u>759,061</u>

### 11 Provisions for liabilities

The deferred tax asset (included in debtors, note 9) is made up as follows:

	2010 £
Balance at 1 January 2010	(25,364)
Profit and loss account	<u>5,699</u>
Balance at 31 December 2010	<u>(19,665)</u>

	2010 £	2009 £
Decelerated capital allowances	<u>(19,665)</u>	<u>(25,364)</u>

### 12 Accruals and deferred income

	Deferred rent £
Balance at 1 January 2010	75,454
Amortisation in the year	<u>(18,108)</u>
Balance at 31 December 2010	<u>57,346</u>

# CHATHAM FINANCIAL EUROPE LTD

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2010

### 13 Pension and other post-retirement benefit commitments Defined contribution

	2010 £	2009 £
Contributions payable by the company for the year	50,386	44,256

### 14 Share capital

	2010 £	2009 £
Allotted, called up and fully paid 500,000 Ordinary shares of £1 each	500,000	500,000

### 15 Statement of movements on profit and loss account

	Profit and loss account £
Balance at 1 January 2010	2,144,547
Profit for the year	1,071,558
Dividends paid	(1,028,615)
Balance at 31 December 2010	2,187,490

### 16 Reconciliation of movements in shareholders' funds

	2010 £	2009 £
Profit for the financial year	1,071,558	460,662
Dividends	(1,028,615)	-
Net addition to shareholders' funds	42,943	460,662
Opening shareholders' funds	2,644,547	2,183,885
Closing shareholders' funds	2,687,490	2,644,547

# CHATHAM FINANCIAL EUROPE LTD

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2010

### 17 Financial commitments

At 31 December 2010 the company was committed to making the following payments under non-cancellable operating leases in the year to 31 December 2011

	Land and buildings	
	2010	2009
	£	£
Operating leases which expire		
Within one year	9,360	9,360
Between two and five years	118,400	118,400
	<u>127,760</u>	<u>127,760</u>

### 18 Directors' remuneration

	2010	2009
	£	£
Remuneration for qualifying services	<u>278,152</u>	<u>225,390</u>
Remuneration disclosed above include the following amounts paid to the highest paid director		
Remuneration for qualifying services	<u>278,152</u>	<u>225,390</u>

# CHATHAM FINANCIAL EUROPE LTD

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2010

### 19 Employees

#### Number of employees

The average monthly number of employees (including directors) during the year was

	2010 Number	2009 Number
Operations & marketing	11	11
Administration	2	2
	<u>13</u>	<u>13</u>

#### Employment costs

	2010 £	2009 £
Wages and salaries	1,272,163	1,213,040
Social security costs	186,181	148,333
Other pension costs	50,386	44,256
	<u>1,508,730</u>	<u>1,405,629</u>

### 20 Control

The ultimate parent company is Chatham Financial Corporation, a company registered in the state of Pennsylvania, USA

### 21 Related party relationships and transactions

During the year the company expensed costs amounting to £514,628 (2009 - £524,401) charged by the parent company for IT and other services. At the balance sheet date the company had an amount payable to the parent company of £181,424 (2009 - £115,142)

During the year the company expensed costs amounting to £709,793 (2009 - £744,981) charged by Chatham Financial Sp Z o o , a fellow subsidiary company registered in Poland. At the balance sheet date the company had an amount payable of £105,156 (2009 - £80,214) to Chatham Financial Sp Z o o

At the balance sheet date the company had an amount payable of £825 (2009 - £nil) to Chatham Financial Pte Limited, a fellow subsidiary company registered in Singapore

During the year the company paid dividends of £1,028,615 to Chatham Financial Corporation, the company's ultimate parent company