### REGISTERED NUMBER: 04697004 (England and Wales)

#### TRANSACTIS LIMITED

# REPORT OF THE DIRECTORS AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2008

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### COMPANY INFORMATION FOR THE YEAR ENDED 31 DECEMBER 2008

**DIRECTORS:** 

A S Barclay H M Barclay P L Peters M Seal

**SECRETARY:** 

March Secretarial Services Limited

**REGISTERED OFFICE:** 

First Floor Skyways House Speke Road, Speke

Liverpool L70 1AB

**AUDITORS:** 

PricewaterhouseCoopers LLP

1 Embankment Place

London WC2N 6RM

**REGISTERED NUMBER:** 

04697004 (England and Wales)

### REPORT OF THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2008

The directors present their report and the audited financial statements of the company for the year ended 31 December 2008.

#### PRINCIPAL ACTIVITY

The principal activity of the company is the delivery of customer relationship management solutions through database management.

#### **RESULTS FOR THE YEAR**

During the year ended 31 December 2008 the company generated an operating profit of £848,000 (2007: £823,000) on a turnover of £4,470,000 (2007: £3,944,000).

On 19 December 2008, the company was acquired by CDMS Limited.

#### **DIRECTORS**

The directors who have held office during the period from 1 January 2008 to the date of this report are as follows:

A Lawes	(resigned 19 December 2008)
C L Morris	(resigned 19 December 2008)
M Patron	(resigned 19 December 2008)
A S Barclay	(appointed 19 December 2008)
H M Barclay	(appointed 19 December 2008)
P L Peters	(appointed 19 December 2008)
M Seal	(appointed 19 December 2008)

#### POLITICAL AND CHARITABLE CONTRIBUTIONS

During the year the company made charitable donations totalling £550 (2007: £nil). There were no political donations (2007: £nil).

#### PRINCIPAL RISKS AND UNCERTAINTIES

The management of the business and execution of the company's strategy are subject to a number of risks. The principal risk is the continuing demand for its services from external customers.

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the annual 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). The financial statements are required by law to 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.

### REPORT TO THE DIRECTORS FOR THE YEAR ENDED 31 DECEMBER 2008

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES (continued)

The directors confirm that they have complied with the above requirement in preparing the financial statements.

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.

#### STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as each of the directors are aware, there is no relevant audit information (as defined by Section 234ZA of the Companies Act 1985) 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.

#### **AUDITORS**

The auditors, PricewaterhouseCoopers LLP were appointed during the year. PricewaterhouseCoopers LLP have indicated their willingness to continue in office.

#### ON BEHALF OF THE BOARD:

Director

Date: 22 May 2009

#### INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF TRANSACTIS LIMITED

We have audited the financial statements of Transactis Limited for the year ended 31 December 2008 which comprise the Profit and Loss Account, the Balance Sheet and the related notes. These financial statements have been prepared under the accounting policies set out therein.

#### Respective responsibilities of directors and auditors

The directors' responsibilities for preparing the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) are set out in the Statemen of Directors' Responsibilities.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland). This report, including the opinion, has been prepared for and only for the company's members as a body in accordance with Section 235 of the Companies Act 1985 and for no othe purpose. We do not, in giving this opinion, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent it writing.

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 whether in our opinion the information given in the Directors' Report is consistent with the financial statements.

In addition we report to you if, in our opinion, the company has not kept proper accounting records, if we have no received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and other transactions is not disclosed.

We read other information contained in the Annual Report, and consider whether it is consistent with the audited financial statements. This other information comprises only the Directors' Report and all of the other information listed on the contents page. We consider the implications for our report if we become aware of any apparent misstatements o material inconsistencies with the financial statements. Our responsibilities do not extend to any other information.

#### Basis of audit opinion

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) 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, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the company's affairs as at 31 December 2008 and of its profit for the year then ended;
- · the financial statements have been properly prepared in accordance with the Companies Act 1985; and
- the information given in the Directors' Report is consistent with the financial statements.

PricewaterhouseCoopers LLP

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Chartered Accountants and Registered Auditors

London

22 May 2009

#### PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2008

		2008	2007
	Notes	£	£
TURNOVER		4,470,458	3,944,028
Cost of sales		(2,467,387)	(2,194,580)
GROSS PROFIT		2,003,071	1,749,448
Administrative expenses		<u>(1,155,315</u> )	(926,624)
OPERATING PROFIT	2	847,756	822,824
Interest receivable and similar income	•	8,694	7,690
Interest payable and similar charges		-	(15)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	<b>S</b>	856,450	830,499
Tax on profit on ordinary activities	4	(251,806)	(247,941)
PROFIT FOR THE FINANCIAL YEAR	₹ 16	604,644	582,558

The profit for the year arises from the company's continuing operations.

There are no material differences between the profit on ordinary activities before taxation and the retained profit stated above and their historical cost equivalents.

The company has no recognised gains and losses other than the profit above and therefore no separate statement of total recognised gains and losses has been presented.

#### BALANCE SHEET 31 DECEMBER 2008

		200	8	200	7
	Notes	£	£	£	£
FIXED ASSETS Intangible assets	6		173,642		201,751
Tangible assets	7		12,303		12,820
			185,945		214,571
CURRENT ASSETS					
Debtors Cash at bank	8	2,725,622 126,734		2,204,820 166,579	
		2,852,356		2,371,399	
CREDITORS Amounts falling due within one year	9	(1,604,101)		(1,388,014)	
NET CURRENT ASSETS			1,248,255		983,385
TOTAL ASSETS LESS CURRENT LIABILITIES			1,434,200		1,197,956
CREDITORS					
Amounts falling due after more than of year	one 10		-		(300,000)
PROVISIONS FOR LIABILITIES	13		(816)		(857)
NET ASSETS			1,433,384		<u>897,099</u>
CAPITAL AND RESERVES					
Called up share capital Share premium	14 15		1,053 2,573		1,000
Profit and loss account	15		1,429,758		<u>896,099</u>
TOTAL SHAREHOLDERS' FUNDS	16		1,433,384		897,099

The financial statements on pages 5 to 13 were approved by the Board of Directors on 22 May 2009 and were signed on its behalf by:

Director



#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2008

#### 1. ACCOUNTING POLICIES

#### **Accounting convention**

The financial statements are prepared on the going concern basis under the historical cost convention and in accordance with the Companies Act 1985 and applicable UK Accounting Standards. The principal accounting policies, which have been applied consistently, are set out below.

#### **Cashflow statement**

In accordance with FRS1 'Cash Flow Statements' (Revised 1996), the company is exempt from the requirement to prepare a cashflow statement as it is a wholly owned subsidiary of March UK Limited which prepares a consolidated cashflow statement which is publicly available.

#### Turnover

Turnover comprises the value of goods and services provided during the period, excluding value added tax and includes income from data sales, licences and support services. Each element of turnover is recognised when

- (i) Delivery of goods or provision of services has taken place
- (ii) There are no significant obligations remaining to be delivered; and
- (iii) Collection of the amount due from customers is reasonably assured.

Income recognised in turnover but not invoiced at the period end is recorded in prepayments and accrued income in debtors. Where invoices are raised in advance of the provision of services they are recorded as deferred income in creditors.

#### Tangible fixed assets

Tangible fixed assets are stated at cost. Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Computer equipment - Straight line over 3 years

#### Deferred taxation

In accordance with FRS 19 'Deferred Tax', full provision is made for deferred tax arising from timing differences between the differing treatment of certain items for taxation and accounting purposes. The provision is calculated at the rates of taxation at which the estimated liability will arise and is not discounted. No provision is made in respect of timing differences arising from the sale of fixed assets at the balance sheet date. Deferred tax assets are only recognised to the extent that the directors' consider there to be suitable taxable profits in the foreseeable future from which the underlying timing differences can be deducted.

#### Research and development

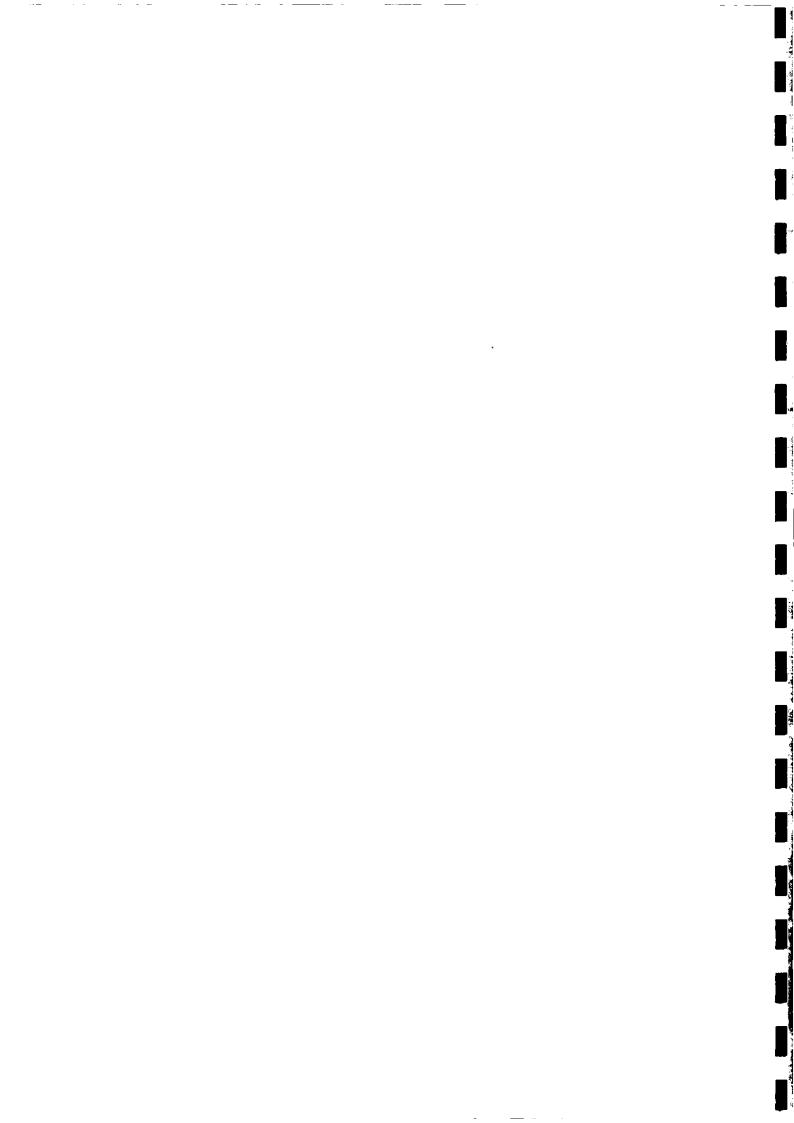
Software research and development is expensed in the period it is incurred except where the development expenditure meets the criteria set out in SSAP13 'Accounting for Research and Development Expenditure' when the qualifying expenditure is capitalised and amortised over the period the company expects to derive economic developments, currently estimated at three years.

#### Leases

Operating lease rentals are charged to the profit and loss account on an accrued basis as the terms of the lease.

#### **Dividends**

Any annual dividend is not provided for until approved at the Annual General Meeting whilst interim dividends are charged in the year they are paid.



#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2008

#### Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme. Contributions payable to the company's pension scheme are charged to the profit and loss account in the year in which the contributions are payable.

#### 2. **OPERATING PROFIT**

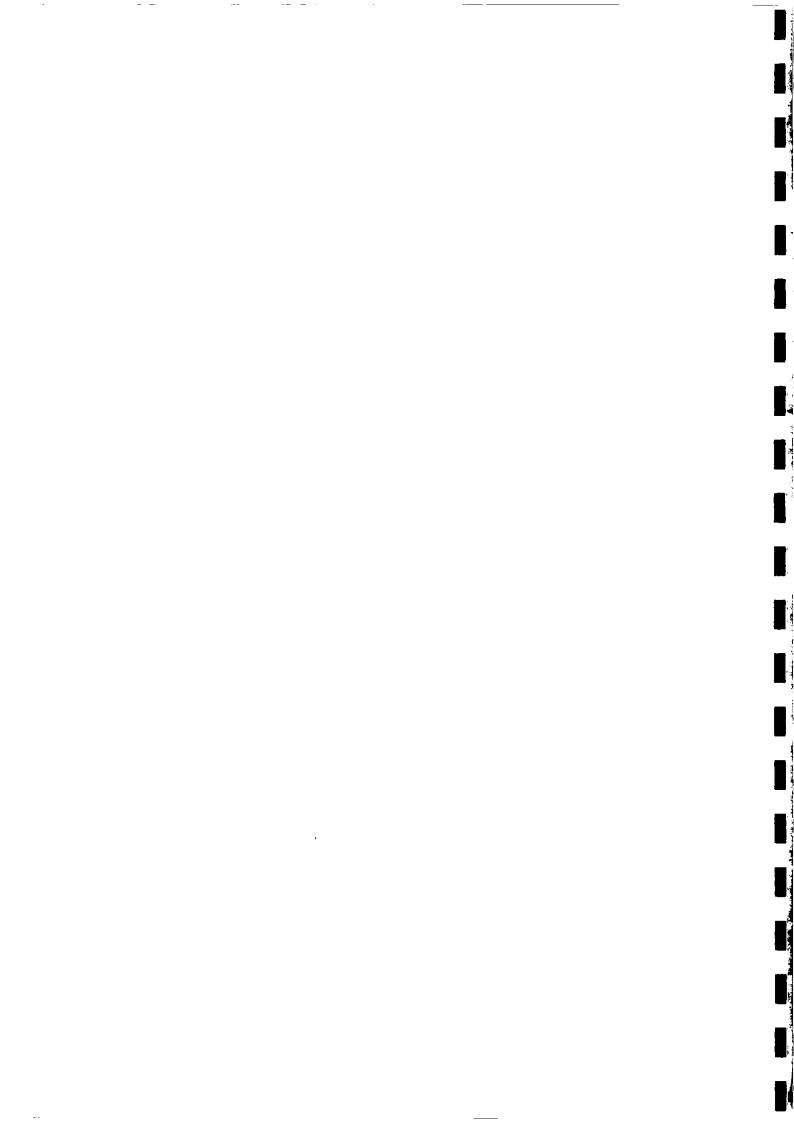
The operating profit is stated after charging:

	2008 £	2007 £
Depreciation - owned assets Amortisation of development costs Fees payable for the audit Operating lease rentals	8,159 76,403 15,000 177,244	7,390 - 5,230 164,112
DIRECTORS AND EMPLOYEES     Staff costs (including directors)	2008 £	2007 £
Wages and salaries Social security costs	1,732,188 203,274	1,410,711 167,306
	1,935,462	1,578,017
Average monthly number of full time equivalents (including directors) employed	2008 Number	<b>2007</b> Number
Administration	<u>27</u> 2008	2007
Directors' remuneration	£	£
Aggregate emoluments	289,177	262,101
The emoluments of the highest paid director were	165,898	155,521

### NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2008

#### 4. TAXATION

	Analysis of the tax charge		
	The tax charge on the profit on ordinary activities for the year was as follows:	ws: 2008 £	2007 £
	Current tax: UK corporation tax	251,847	248,177
	Deferred tax	(41)	(236)
	Tax on profit on ordinary activities	251,806	247,941
	The current tax charge assessed for the year is different to the standard rate of corporation tax in the UK. The differences are explained below:		
	Profit on ordinary activities before tax	856,450	830,499
	Profit on ordinary activities before tax multiplied by the standard rate of corporation tax in the UK of 30% up to 31 March 2008 and 28% thereafter (2007; 30%)	244,065	249,150
	Effects of:		
	Expenses not deductible for tax purposes  Marginal relief for small companies	18,973 (11,191)	14,905 (15,878)
	Current tax charge for the year	251,847	248,177
5.	DIVIDENDS	2008 £	2007 £
	Ordinary shares of 1p each Interim	<u>70,985</u>	-
6.	INTANGIBLE FIXED ASSETS		Software
			Development £
	COST At 1 January 2008 Additions		201,751 48,294
	At 31 December 2008		250,045
	AMORTISATION Charge for year		76,403
	At 31 December 2008		76,403
	NET BOOK VALUE At 31 December 2008		173,642
	At 31 December 2007		201,751



## NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2008

1.	TANGIBLE FIXED ASSETS		Computer equipment £
	COST At 1 January 2008 Additions		25,549 7,642
	At 31 December 2008		33,191
	DEPRECIATION At 1 January 2008 Charge for year		12,729 <u>8,159</u>
	At 31 December 2008		20,888
	NET BOOK VALUE At 31 December 2008		12,303
	At 31 December 2007		12,820
8.	DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR	2008 £	2007 £
	Trade debtors Other debtors	2,514,846 105,082	2,123,686 27,535
	Corporation tax recoverable Prepayments and accrued income	105,694	16,375 <u>37,224</u>
		2,725,622	2,204,820
9.	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR	2008	2007
		£	£
	Bank loans and overdrafts Trade creditors Corporation tax payable Social security and other taxes Other creditors Accruals and deferred income Amounts due to group undertakings	65,373 149,855 251,846 159,207 120,861 556,959 300,000	10,325 88,151 248,177 376,459 577,957 86,945
		1,604,101	1,388,014

Amounts due to group undertakings are unsecured, interest free and payable on demand.



### NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2008

#### 10. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

		2008 £	2007 £
	Other loans Directors loan account	-	200,000 100,000
			300,000
11.	OPERATING LEASE COMMITMENTS		
	The following other operating lease payments are committed to be paid with	hin one year:	
	Expiring:	2008 £	2007 £
	Within one year	40,149	40,149
12.	SECURED DEBTS		
	The following secured debts are included within other creditors:		
		2008 £	2007 £
	Amount owed to factor company		365,286
	The amount owed to the factor company was secured on the book debts of 4 December 2008.	the company	, until
	The Co-operative Bank plc has a charge over the company assets dated 19	9 December 2	008.
13.	PROVISIONS FOR LIABILITIES	2008 £	2007 £
	Deferred taxation	816	857
			Deferred tax
	Balance at 1 January 2008 Fixed asset timing differences		857 (41)
	Balance at 31 December 2008		816

#### NOTES TO THE FINANCIAL STATEMENTS – continued FOR THE YEAR ENDED 31 DECEMBER 2008

#### **CALLED UP SHARE CAPITAL** 14.

Authorised: Number:	Class:	Nominal value:	2008	2007
110,000	Ordinary shares	1p	£ <u>1,100</u>	£ 1,100
Allotted, issue Number:	ed and fully paid: Class:	Nominal value:	2008	2007
105,250 (2007 - 100,0	Ordinary shares 00)	1р	£ 1,053 ——	£ 1,000

5,250 Ordinary shares of 1p each were allotted as fully paid at a premium of 0.49 per share during the year.

15.	RESERVES	Profit & loss account £	Share premium £
	At 1 January 2008 Profit for the year Dividends paid Issue of ordinary share capital	896,099 604,644 (70,985)	
	At 31 December 2008	1,429,758	2,573
16.	RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS		

	2008 £	2007 £
Profit for the financial year New share capital issued Dividends paid	604,644 2,626 (70,985)	582,558
Net change in shareholders' funds	536,285	582,558
Total shareholders' funds at 1 January 2008	897,099	314,541
Total shareholders' funds at 31 December 2008	<u>1,433,384</u>	897,099

### NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2008

#### 17. TRANSACTIONS WITH DIRECTORS

The following amounts were owed to the directors at the year end:

2008 2007 £ £ - 100,000

M Patron

#### 18. RELATED PARTY DISCLOSURES

During the year the company purchased £1,310 (2007:£6,850) of goods and services from Loudmouth Ltd, a company owned by the wife of Mr C. Morris, a director of the company. At the year end £1,506 (2007:£10,369) was owed to Loudmouth Ltd.

#### 19. ULTIMATE PARENT UNDERTAKING

The immediate holding company is CDMS Limited, a company incorporated in England and Wales, which the directors regard as being controlled by Sir David and Sir Frederick Barclay Family Settlements.