# WORLD FIRST UK LIMITED REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JANUARY 2010

Registered Number: 5022388

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# REPORT AND FINANCIAL STATEMENTS

# YEAR ENDED 31 JANUARY 2010

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# REPORT AND FINANCIAL STATEMENTS

## YEAR ENDED 31 JANUARY 2010

**DIRECTORS** 

J R A Quin N J G Robinson

**COMPANY SECRETARY** 

JRA Quin

**REGISTERED OFFICE** 

Regent House 16-18 Lombard Road

Battersea London SW11 3RB

**COMPANY NUMBER** 

5022388

**AUDITORS** 

haysmacıntyre Fairfax House 15 Fulwood Place

London WC1V 6AY

#### **DIRECTORS' REPORT**

#### YEAR ENDED 31 JANUARY 2010

The directors present their report together with the audited financial statements for the year ended 31 January 2010

#### PRINCIPAL ACTIVITIES

The principal activity of the Group was that of a specialist foreign exchange provider to private clients and corporate clients. The Group offers spot contracts, forward contracts and foreign exchange option contracts to clients.

World First UK Ltd is authorised and regulated by the Financial Services Authority as an Authorised Payment Institution Registration No 502759

World First Markets Ltd is authorised and regulated in the UK by the Financial Services Authority as a Financial Institution Registration No 477561

#### **BUSINESS REVIEW**

The directors were pleased with the results for the financial year and are forecasting further growth in the financial year to 31 January 2011 During the year the UK business increased its transaction turnover by over 25% The Australian office grew strongly and is on track to be profitable this year. We launched Xchange — our online dealing platform in December and expect use of this to treble in the next year. We are considering further geographic expansion in 2010 and expect to have a third office open by the end of the year. The group continues to show a strong balance sheet position with net assets as shown below.

The total currency turnover for the year was £958m (2009 £765m, 2008 £516m, 2007 £306m)

#### **KEY FINANCIAL HIGHLIGHTS**

Turnover	£958 0m	(2009	£764 9m) +25	%
Gross Profit	£7 7m	(2009	£5 1m) +53	%
Net Profit before tax	£2 2m	(2009	£1 8m) +25	%
Net Profit after tax	£1 6m	(2009	£1 2m) +31	%
Dividends in respect of previous year	£835k	(2009	£562k) +46	%
Shareholders' funds	£2 6m	(2009	£1 8m) +49	%

#### **DIRECTORS**

The directors who served during the year were

J R A Quin N J G Robinson

N J G Robinson was based in Australia throughout the year developing the World First PTY Ltd operation

#### RISKS AND UNCERTAINTIES

#### **Economic environment**

The economic slowdown did impact business to some extent during 2009. There were fewer private clients buying property abroad and some corporate clients reduced their imports and stocking levels, however, we were able to diversify our client base to some extent to offset this. Without the recession we would have expected turnover to be up nearer 35% but we are happy with the growth given the economic environment. The directors are confident the Group will continue to grow in 2010 and are targeting growth in three areas. Growing the current teams, growing the product offering and growing geographically. A budget gross profit and net profit rate have been set which are 31% and 28% higher respectively at £10.1m and £2.8m.

#### Regulation and Compliance risk

On 1st November 2009 the Payment Services Directive was introduced in the UK. We were in the first group of firms that were registered. We were already undertaking all the requirements of the legislation and the added advantage of being FSA regulated has helped sales. We had no compliance failures in 2009.

#### **DIRECTORS' REPORT (continued)**

#### YEAR ENDED 31 JANUARY 2010

## RISKS AND UNCERTAINTIES (continued)

#### Competition

The group faces competition from the banks and other foreign exchange providers. World First has always focused on price and service which has helped us to grow faster than almost all our competitors. During the course of 2010 we will be undertaking a branding exercise to highlight our competitive advantages. We believe our new online trading system will also act as a differentiator.

#### Corporate Responsibility

During the year we continued to try and minimise our carbon footprint which we consider to be low for a company of our size

We increased our focus on Corporate Social Responsibility by, for example, joining the Education and Business Partnership with both Lewisham council and Wandsworth council

The company recycles almost all paper utilised and we improved recycling facilities in the kitchen. We ceased using bottled water and moved to filtered mains water in the kitchens. We donated £23,285 (2009 £14,222) to a selection of charities nominated by staff (none of which were political organisations)

#### 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 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 estimates that are reasonable and prudent,
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will
  continue in business

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to 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.

So far as each of the directors is aware at the time the report is approved

- · there is no relevant audit information of which the company's auditors are 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 auditors are aware of that information

#### **AUDITORS**

The auditors, haysmacintyre will be proposed for re-appointment in accordance with Section 485 of the Companies Act 2006

This report was approved by the board on 29 March 2010 and signed on its behalf

J R A Quin Director

#### INDEPENDENT AUDITORS' REPORT TO THE MEMBERS

## OF WORLD FIRST UK LIMITED

We have audited the financial statements of World First UK Limited for the year ended 31 January 2010 which comprise the Consolidated Profit and Loss Account, the Consolidated and Company Balance Sheets, the Consolidated 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 Section 495 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 2, 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 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 group's and parent company's affairs as at 31 January 2010 and of the group's 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

## 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 pot 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

Simon Wilks (Senior statutory auditor)

for and on behalf of haysmacintyre, Statutory Auditor

29 March 2010

Fairfax House 15 Fulwood Place London WC1V 6AY

# CONSOLIDATED PROFIT AND LOSS ACCOUNT

# YEAR ENDED 31 JANUARY 2010

	Notes	2010 £	2009 £
TURNOVER	2	958,007,378	764,936,705
Cost of sales		(950,320,740)	(759,873,065)
GROSS PROFIT		7,686,638	5,063,640
Administrative expenses Other operating income		(5,619,995) 55,108	(3,571,334) 21,669
OPERATING PROFIT	3	2,121,751	1,513,975
Interest receivable Interest payable	8	53,621 (2,876)	242,814 (4,564)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		2,172,496	1,752,225
Tax on profit on ordinary activities	9	(532,214)	(517,031)
PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION	16	£1,640,282	£1,235,194

All amounts relate to continuing operations

All recognised gains and losses in the current year are included in the profit and loss account

**COMPANY NUMBER: 5022388** 

## **CONSOLIDATED BALANCE SHEET**

## **AT 31 JANUARY 2010**

Notes	20	10	20	09
	£	£	£	£
10		66,524		30,368
11		500		500
		67,024		30,868
12	947,256		693,622	
	2,616,904		2,008,644	
	14,193,352		8,965,286	
	17,757,512		11,667,552	
13	(15,189,896)		(9,922,977)	
		2,567,616		1,744,575
		£2,634,640		£1,775,443
				·
15		100		100
16		39,000		12,360
16		2,595,540		1,762,983
17		£2,634,640		£1,775,443
	10 11 12 13	£  10 11  12 947,256 2,616,904 14,193,352 17,757,512  13 (15,189,896)  15 16 16 16	£ £  10	£ £ £  10 10 11

These financial statements were approved and authorised for issue by the Board on 29 March 2010 and were signed on their behalf by

VR A Quin Director

## **COMPANY BALANCE SHEET**

## **AT 31 JANUARY 2010**

	Notes	2010		200	19
	Notes	£	£	£	£
FIXED ASSETS					
Tangible fixed assets	10		63,117		30,368
Investments			263,583		237,814
			226.700		260,102
CURRENT ASSETS			326,700		268,182
Debtors	12	1,972,390		1,154,807	
Cash at bank and in hand		1,717,363		1,353,879	
Cash held on behalf of clients		13,351,775		7,902,555	
CDEDITORS		17,041,528		10,411,241	
CREDITORS: amounts falling due within one year	13	(15,079,958)		(8,972,861)	
NET CURRENT ASSETS			1,961,570	<del>_</del> ,	1,438,380
TOTAL ASSETS LESS CURRENT			<del></del> _		
LIABILITIES			£2,288,270		£1,706,562
CAPITAL AND RESERVES					
Called up share capital	15		100		100
Other reserves	16		39,000		12,360
Profit and loss account	16		2,249,170		1,694,102
SHAREHOLDERS' FUNDS	17		£2,288,270		£1,706,562

These financial statements were approved and authorised for issue by the Board on 29 March 2010 and were signed on their behalf by

MR A Quin Director

# CONSOLIDATED CASH FLOW STATEMENT

# FOR THE YEAR ENDED 31 JANUARY 2010

	Notes	£	£	£
Net cash inflow from operating activities	22		7,463,139	5,510,173
Returns on investments and servicing of finance	23		50,745	238,250
Taxation UK Corporation tax paid			(755,432)	(375,019)
Capital expenditure and financial investment	23		(86,932)	(27,574)
Cash outflow before use of financing			6,671,520	5,345,830
Financing Equity dividends paid in respect of prior year			(835,194)	(562,131)
Increase in cash	24		£5,836,326	£4,783,699

## NOTES TO THE FINANCIAL STATEMENTS

#### YEAR ENDED 31 JANUARY 2010

#### 1. ACCOUNTING POLICIES

#### Basis of preparation

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

#### **Turnover**

Turnover comprises the gross selling price of currency The cost to purchase currency is treated as a cost of sale

#### **Basis of Consolidation**

The consolidated financial statements incorporate the results of World First UK Limited and all its subsidiary undertakings as at 31 January 2010 using the acquisition method of accounting. The results of subsidiary undertakings are included from the date of acquisition.

A separate profit and loss account for the company has not been presented as permitted under Section 408 of the Companies Act 2006

The results of the parent company are shown in note 16

#### Depreciation

Depreciation is provided to write off the cost, less estimated residual values, of all fixed assets, evenly over their expected useful lives as follows

Office equipment

- 33% per annum

#### **Deferred** taxation

Full provision is made for deferred tax assets and liabilities arising from all timing differences between the recognition of gains and losses in the financial statements and recognition in the tax computation

A net deferred tax asset is recognised only if it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted

Deferred tax assets and liabilities are calculated at the tax rates expected to be effective at the time the timing differences are expected to reverse

Deferred tax assets and liabilities are not discounted

#### **Pensions**

The company operates a defined contribution pension scheme and the pension charge represents the amounts payable by the company fund in respect of the year

#### Operating leases

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

Benefits received and receivable as an incentive to sign an operating lease are recognised on a straight line basis over the period until the date the rent is expected to be adjusted to the prevailing market rate

## NOTES TO THE FINANCIAL STATEMENTS (continued)

#### YEAR ENDED 31 JANUARY 2010

#### 1. ACCOUNTING POLICIES (continued)

#### Valuation of investments

Investments held as fixed assets are stated at cost less any provision for impairment

#### Foreign currency

Foreign currency transactions are translated into sterling at the rates ruling when they occurred. Foreign currency monetary assets and liabilities are translated at the rates ruling at the balance sheet dates. Any differences are taken to the profit and loss account.

#### Share based payments

FRS 20 requires the Group to recognise an expense in respect of the granting over shares to employees and directors. This expense, which is calculated by reference to the fair value of the options granted, is recognised on a straight line basis over the vesting period based on the Group's estimate of options that will eventually vest

## 2. TURNOVER

Turnover is wholly attributable to the principal activities of the company and the group and is analysed by destination as follows

		2010 £	2009 £
	United Kingdom Rest of the World	782,825,951 175,181,427	721,649,183 43,287,522
		£958,007,378	£764,936,705
3.	OPERATING PROFIT		
	This has been arrived at after charging/(crediting)		
	Depreciation – owned assets	51,040	33,644
	Operating lease rentals	168,867	107,657
	Difference on foreign exchange	7,016	(46,986)
	Auditor's remuneration – audit fees	13,000	13,000
	Auditor's remuneration – non-audit fees	2,000	3,500
	Directors remuneration (note 6)	252,000	233,833
4.	OTHER OPERATING INCOME		
	Sundry income	£55,108	£21,669
5.	EMPLOYEES		
	Staff costs consist of		
	Wages and salaries	3,292,543	2,217,287
	Social security costs	262,487	197,943
	Other pension costs	89,281	69,562
		£3,644,311	£2,484,792

The average number of employees, including directors, during the year was 67 (2009 54)

## NOTES TO THE FINANCIAL STATEMENTS (continued)

#### YEAR ENDED 31 JANUARY 2010

6	DIRECTORS REMUNERATION	2010	2009
	Directors remuneration consists of Directors emoluments	£240,000	£210,833
	Company pension contributions to money purchase pension schemes	£12,000	£23,000

During the year retirement benefits were accruing to 1 director (2009 2) in respect of money purchase pension schemes. The highest paid director received remuneration of £120,000 (2009 £110,000)

The value of the company's contributions paid to a money purchase pension scheme in respect of the highest paid director amounted to £12,000 (2009 £12,000)

In December 2008, Mr N J G Robinson ceased to work for World First's UK operation in order to set up the Group's Australian operation, World First Pty Ltd, in Sydney, where he continues to work full time for that company and is remunerated by it Consequently, he does not receive a salary from the UK operation

7	INTEREST RECEIVABLE	2010 £	2009 £
	Bank and other interest receivable	£53,621	£230,006
8.	INTEREST PAYABLE		
	Bank loan and overdrafts	£2,876	£4,564
9.	TAXATION		
(a)	The charge for the year is analysed as follows -		
	Current tax U K Corporation tax on profits for the year (note 9(b)) Adjustment in respect of prior years	589,425 (47,524)	522,956 235
	Total current tax	541,901	523,191
	Deferred tax Accelerated capital allowances Short term timing differences	4,964 (14,651)	(4,730) (1,430)
	Total deferred tax charge	£(9,687)	£(6,160)
	Tax on profit on ordinary activities	£532,214	£517,031

# NOTES TO THE FINANCIAL STATEMENTS (continued)

## YEAR ENDED 31 JANUARY 2010

# 9. TAXATION (continued)

# (b) Factors affecting tax charge for year:-

The tax assessed for the year is higher than the standard rate of corporation tax in the UK of 28% (2009) 28%)

The	differences	are e	xplained	below
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	2010 £	2009 £
Profit on ordinary activities before tax	£2,172,496	£1,752,225
Profit on ordinary activities at the standard rate of corporation tax in the UK of 28% (2009 28%)	608,299	490,623
Effects of		
Expenses not deductible for tax purposes	5,990	18,943
Capital allowances for year (in excess of)/less than depreciation	(4,511)	4,959
Benefit of small companies rate	(2,696)	(6,779)
Employee share option charge	7,459	2,789
Double tax relief	-	(4,084)
Effect of change in tax rate	-	6,179
R&D relief	(31,500)	-
Other timing differences	6,384	10,326
Current tax charge for year	£589,425	£522,956

## **FACTORS THAT MAY AFFECT FUTURE TAX CHARGES**

There were no factors that may affect future tax charges

10.	TANGIBLE FIXED ASSETS	GROUP Office equipment £	COMPANY Office equipment £
	Cost		
	At 1 February 2009	101,951	101,951
	Additions	86,932	80,276
	At 31 January 2010	188,883	182,227
	Depreciation	<del></del>	
	At 1 February 2009	71,583	71,583
	Provided for the year	51,040	47,527
	Exchange rate variances	(264)	-
	At 31 January 2010	122,359	119,110
	Net Book Value	<del></del>	
	At 31 January 2010	£66,524	£63,117
	At 31 January 2009	£30,368	£30,368
	sau saucent de Cos		=====

# NOTES TO THE FINANCIAL STATEMENTS (continued)

## YEAR ENDED 31 JANUARY 2010

11.	FIXED ASSET INVESTMENTS - COMPANY	Other investments £	Subsidiary undertakings £	Total £
	Cost			
	At 1 February 2009	500	237,314	237 814
	Exchange rate gains	-	25,769	25,769
	At 31 January 2010	500	263,083	263,583
	Net Book Value		<del></del>	
	At 31 January 2010	£500	£263,083	£263,583
	At 31 January 2009	£500	£237,314	£237,814

# Subsidiary undertakings

The principal undertakings in which the company has a 20% interest or more are as follows

Subsidiary undertakings	Country of Incorporation or registration	Proportion of voting rights and ordinary share capital held	Nature of business
World First Markets Limited	United Kingdom	100%	Currency options
World First PTY Limited	Australia	100%	Foreign exchange broker

FIXED ASSET INVESTMENTS - GROUP	Other investments £
Cost At 1 February 2009 and 31 January 2010	£500
Net Book Value At 1 February 2009 and 31 January 2010	£500

DEBTORS. amounts falling due	Group		Company	
within one year	2010	2009	2010	2009
	£	£	£	£
Trade debtors	54,942	18,481	54,942	18,481
Prepayments and accrued income	873,326	464,826	865,763	464,826
Amounts owed by subsidiary undertakings	-	•	1,032,697	465,817
Other debtors	-	201,014	-	196,382
Deferred tax asset (note 14)	18,988	9,301	18,988	9,301
	£947,256	£693,622	£1,972,390	£1,154,807
	Trade debtors Prepayments and accrued income Amounts owed by subsidiary undertakings Other debtors	Trade debtors Prepayments and accrued income Amounts owed by subsidiary undertakings Other debtors Deferred tax asset (note 14)  2010 £  54,942  873,326  Arrounts owed by subsidiary undertakings - 18,988	within one year         2010 £         2009 £           £         £           Trade debtors         54,942 18,481           Prepayments and accrued income         873,326 464,826           Amounts owed by subsidiary undertakings         -           Other debtors         -         201,014           Deferred tax asset (note 14)         18,988 9,301	within one year         2010 £         2009 £         2010 £           f         f         f         f           Trade debtors         54,942         18,481         54,942           Prepayments and accrued income         873,326         464,826         865,763           Amounts owed by subsidiary undertakings         -         -         1,032,697           Other debtors         -         201,014         -           Deferred tax asset (note 14)         18,988         9,301         18,988

# NOTES TO THE FINANCIAL STATEMENTS (continued)

# YEAR ENDED 31 JANUARY 2010

13.	CREDITORS: amounts falling due	Group		Company	
	within one year	2010	2009	2010	2009
	·	£	£	£	£
	Amounts held on behalf of clients	14,193,352	8,965,286	13,351,775	7,902,555
	Corporation tax	309,425	522,956	215,239	490,613
	Accruals and deferred income	658,462	434,249	652,962	427,377
	Other creditors	28,657	486	2,344	486
	Amounts due to subsidiary undertakings	•	-	857,638	151,830
		£15,189,896	£9,922,977	£15,079,958	£8,972,861
4.	DEFERRED TAXATION ASSET			2010	2009
	- A			£	£
	Deferred tax			0.201	2 141
	As at 1 February 2009 Credited to profit and loss account in year			9,301 9,687	3,141 6,160
	As at 31 January 2010			£18,988	£9,301
	The asset is made up as follows				
	Accelerated capital allowances			2,187	7,151
	Other timing differences			16,801	2,150
				£18,988	£9,301
5.	SHARE CAPITAL			2010	2009
	Authorised:			£	£
	1,050,000 Ordinary shares of £0 0001 each			105	105
	Allotted, called up and fully paid:			100	
	1,000,000 Ordinary shares of £0 0001 each			100	100
6.	RESERVES			Other	Profit and
				reserves	loss accour
				£	£
	Group			10.000	
	At 1 February 2009 Profit for the year			12,360	1,762,983
	Dividends in respect of previous year			•	1,640,282
	Share based payments			26,640	(835,194
	Exchange rate variances			20,040	27,469
	At 31 January 2010			£39,000	£2,595,540
	Company			<del></del>	
	At 1 February 2009			12,360	1,694,102
	Profit for the year				1,390,262
	Dividends in respect of previous year			_	(835,194
	Share based payments			26,640	(300,.31
	State sabet payments			,	

# NOTES TO THE FINANCIAL STATEMENTS (continued)

#### **YEAR ENDED 31 JANUARY 2010**

17.	RECONCILIATION OF MOVEMENTS	Group		Company	
	IN SHAREHOLDERS' FUNDS	2010 £	2009 £	2010 £	2009 £
	Profit for the year	1,640,282	1,235,194	1,390,262	1,166,313
	Dividends in respect of previous year Share based payments Exchange rate variances	(835,194) 26,640 27,469	(562,131) 9,960	(835,194) 26,640	(562,131) 9,960 -
	Net addition to shareholders' funds	859,197	683,023	581,708	614,142
	Opening shareholders' funds	1,775,443	1,092,420	1,706,562	1,092,420
	Closing shareholders' funds	£2,634,640	£1,775,443	£2,288,270	£1,706,562
18.	DIVIDENDS			2010 £	2009 £
	Dividends paid on equity capital in respect of	£835,194	£562,131		

## 19. COMMITMENTS UNDER OPERATING LEASES

As at 31 January 2010, the group and company had annual commitments under non-cancellable operating leases as set out below

	Group an	Group and company	
	2010	2009	
	£	£	
Land and buildings			
Operating leases which expire			
Within one year	42,283	26,036	
In two to five years	149,393	131,100	
	<del></del>	<del></del>	
	£191,676	£157,136	

## 20. PENSION COMMITMENTS

The company operates a defined contributions pension scheme The pension cost charge for the year was £89,281 (2009 £69,562) There were no amounts included within creditors at the balance sheet date (2009 £Nil)

#### 21. SHARE BASED PAYMENTS

The company has awarded employees share options on a discretionary basis. These options have been accounted for under FRS 20 "Share-based payments", with an appropriate charge to the profit and loss account. This expense is calculated by reference to the fair value of the options and is recognised on a straight line basis over the vesting period. The vesting period of all options in issue is 10 years from date of grant.

# NOTES TO THE FINANCIAL STATEMENTS (continued)

## YEAR ENDED 31 JANUARY 2010

# 21. SHARE BASED PAYMENTS (continued)

	· ·	Date of grant	Exercise price	No. of employees holding options	No. of shares under options
	At 1 February 2009	20 July 2007 13 February 2008	£1 20 £2	2 3	6,000 17,000
	Options granted during the year	20 July 2009	£3 25	1	10,000
	At 31 January 2010				33,000
22.	RECONCILIATION OF OPERATING INFLOW FROM OPERATING ACT		CASH	2010 £	2009 £
	Operating profit			2,121,751	1,513,975
	Depreciation of tangible fixed assets			51,040	33,644
	Increase in debtors			(243,947)	(320,947)
	Increase in creditors Exchange rate variances			5,480,451 27,204	4,273,541
	Share based payments			26,640	9,960
	Net cash inflow from operating activiti	es		£7,463,139	£5,510,173
23.	ANALYSIS OF CASH FLOWS FOR I	HEADINGS NETTED	•	2010 £	2009 £
	Returns on investments and servicing	of finance			
	Interest received			53,621	242,814
	Interest paid			(2,876)	(4,564)
	NET CASH INFLOW FROM RETUR	NS ON		<del></del>	<del></del>
	INVESTMENTS AND SERVICING O			£50,745	£238,250
	Capital expenditure and financial inve Purchase of tangible fixed assets	stment		(86,932)	(27,574)
	<b>3</b>				
	NET CASH OUTFLOW FROM CAPI	TAL		-(	-/ ··
	EXPENDITURE			£(86,932)	£(27,574)
24.	ANALYSIS OF CHANGES IN NET F	UNDS	At 1 February 2009 £	Cash flow £	At 31 January 2010 £
	Cash at bank and in hand		2,008,644	608,260	2,616,904
	Cash held on behalf of clients		8,965,286	5,228,066	14,193,352
	NET FUNDS		£10,973,930	£5,836,326	£16,810,256

# 25. ULTIMATE CONTROLLING PARTY

The directors do not consider there to be an ultimate controlling party