



*Xerox Investments Europe B.V.*  
Annual Report  
for the year ended 31 December 2014

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**XEROX INVESTMENTS EUROPE B.V.**

***Directors' Report, Annual Accounts and Other Information for the year ended 31 December 2014***

*Directors as at 31 December 2014*

*Board of Directors*

*J H Mancini*

*R K P Martens*

*S J M G Poels*

*Commercial Registry*

*Utrecht, Chamber of Commerce*

*Registered Number*

*33302868*

*Registered Office*

*De Corridor 5*

*3621 ZA Breukelen*

*The Netherlands*

*Registered Auditors*

*PricewaterhouseCoopers Accountants N V.*

*Amsterdam*



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## **XEROX INVESTMENTS EUROPE B.V. DIRECTORS' REPORT**

### **1. ANNUAL ACCOUNTS**

The Directors present the Annual Accounts of Xerox Investments Europe B.V registered number 33302868 and subsidiaries (the "Group") for the year ended 31 December 2014. Xerox Investments Europe B.V (hereinafter referred to as the "Company") is the ultimate European holding company owned by Xerox Corporation of the USA (hereinafter referred to as the "Corporation"). The Group promotes the full range of Xerox products and services, working with Xerox Corporation to deliver our growth initiatives – accelerating the transition to colour, building on our leadership in end-to-end document management services, and expanding our distribution channels.

The reported operating profit was €168m (2013: €27m) for the financial year. The net profit after tax was €242m (2013: €76m).

### **2. BUSINESS SUMMARY REVIEW**

#### *Xerox Corporation*

Xerox Corporation is a \$19.5 billion (€14.7 billion) revenue worldwide technology and services enterprise and a leader in the global document market, developing, manufacturing, marketing, servicing and financing the industry's broadest portfolio of document equipment, solutions and services.

For the 2014 reporting year, Xerox Corporation reported diluted earnings per share of \$0.90 in its SEC filings (2013: \$0.93).

For further information about Xerox Corporation please refer to the Xerox Investor Relations website at [www.xerox.com](http://www.xerox.com).

#### *Xerox Investments Europe Group turnover and results*

##### *General*

Reported revenue for the year to 31 December 2014 of €5,877m from operations decreased by 6.1% year on year. The IT Outsourcing business was sold during the year but the results are included in the profit and loss statement up to the point of sale. Revenues from the sales of goods at €2,160m reduced by 19% compared to 2013 with 8.5% of this decline due to the Group exiting the paper business in 2013. Services including facilities management generated revenue of €3,427m – a growth of 6% from 2013 levels. Gross margins improved to 27.3% compared to 25.9% for 2013, reflecting the currency benefits on product purchases. Selling and general expenses are lower than 2013 by €157m reflecting a decrease in general administrative expenses of €66m and selling and distribution costs of €91m.

Reported operating profit was €168m (2013: €27m), after charging goodwill and intangible amortisation of €203m (2013: €195m). Excluding the effect of goodwill and intangibles the underlying operational result for 2014 was a profit of €371m (2013: €222m). At the operating profit level, the improvement of €141m is caused by the decrease in gross profits of €16m offset by savings in selling and general expenses of €157m.

##### *Manufacturing Operations*

The Group has manufacturing and logistics operations in Ireland, the UK, Canada, Brazil, and the Netherlands, and a research and development facility (Xerox Research Centre Europe) in Grenoble, France.

There is an established process whereby purchases of equipment, spares and consumables from Flextronics, a global electronics manufacturing services company, are procured via XC Singapore Trading (pte) Ltd. Additionally, equipment, spares and consumables for other contract manufacturing vendors follow this same process. As part of the global procurement model in the Asia region, a second entity, 'XC Global Trading BV', via its branch in Singapore, procures from original equipment manufacturers. This activity continues to expand as we bring more of our vendors onto this process.

This is the eighth year of a master supply agreement with Flextronics. Flextronics must acquire inventory in anticipation of meeting our forecasted requirements and must maintain sufficient manufacturing capacity to satisfy those requirements. XC Singapore Trading (Pte) Limited may become obligated to purchase

**PWC**

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inventory that remains unused for more than 180 days, that becomes obsolete, or upon termination of the supply agreement. Activity levels at the Dundalk manufacturing plant in Ireland for 2014 were consistent with forecast. Activities in Venray, the Netherlands, did not significantly change from the previous year. For the Supply Chain the relationship with our main service providers DSV and ND logistics was continued. Additionally, a further service provider Synchreon was engaged to warehouse and manage incoming and outgoing flows of consumable items. Toner manufacturing activities at Venray continued under the direct management of Xerox staff. In all areas there was a continuing drive to reduce cost and improve efficiency in all aspects of the operations including optimisation of production, supply chain and administrative processes through the use of continual improvement tools. Some central support staff activities continue at the Mitcheldean facility in the UK.

The global services production model is one of the key competitive advantages Xerox group have approximately 130 Strategic Delivery Centers located around the world. Our International group have centers in India, Philippines, Brazil, Ireland, Spain, Poland and Romania. These locations are comprised of Customer Care Centers, Mega IT Data Centers, Finance and Accounting Centers, Resource Centers and Document Process Centers. Our global production model is enabled by the use of proprietary technology, which allows us to securely distribute client transactions within data privacy limits across a global workforce. This global production model allows us to make the most of lower-cost production locations, consistent methodology and processes, and time zone advantages. Some of these centers are associated with the IT Outsourcing business, and have been transferred to Atos upon completion of the sale of the ITO business in June 2015.

### *Customer Financing Activities*

The long-term viability and profitability of the Group's financing activities is dependent, in part, on the ability to borrow and the cost of borrowing in the credit markets, which, in turn, is determined by Xerox Corporation's credit ratings. The corporation is currently rated investment grade by all of the major rating agencies.

The Group's ability to continue to offer customer financing is largely dependent upon the Group's ability to obtain funding at a reasonable cost either directly from the capital markets or via Xerox Corporation. If the Group were to be unable to continue to offer customer financing, it could have a material adverse impact on its operational results and financial condition.

Xerox group finance a large portion of our direct channel customer purchases of Xerox equipment through bundled lease agreements. Financing facilitates customer acquisition of Xerox technology and enhances our value proposition, while providing Xerox an attractive gross margin and a reasonable return on our investment in this business. Additionally, because we primarily finance our own products and have a long history of providing financing to our customers, we are able to minimize much of the risk normally associated with a finance business.

**Credit facility** On March 18, 2014, Xerox group entered into an amended and restated credit agreement that extended the maturity date of our \$2.0 billion unsecured revolving credit facility to March 18, 2019 from December 2016. The amendment also included modest improvements in pricing and minor changes in the composition of the group of lenders. The amended and restated credit facility contains a \$300 million letter of credit sub-facility and the accordion feature that would allow the group to increase (from time to time, with willing lenders) the overall size of the facility up to an aggregate amount not to exceed \$2.75 billion. Xerox group also have the right to request a one year extension on each of the first and second anniversary of the amendment date.

At December 31, 2014 Xerox group had no outstanding borrowings or letters of credit under our Credit Facility.

Borrowings under the credit facility bear interest at our choice, at either (a) a Base Rate as defined in our credit facility agreement, plus a spread that varies between 0.00% and 0.45% depending on our credit rating at the time of borrowing, or (b) LIBOR plus an all-in spread that varies between 0.90% and 1.45% depending on our credit rating at the time of borrowing. Based on the group's credit rating as of December 31, 2014, the applicable all-in spreads for the Base Rate and LIBOR borrowing were 0.10% and 1.10%, respectively. The credit facility also contains various events of default, the occurrence of which could result in termination of the lenders' commitments to lend and the acceleration of all our obligations under the credit facility. These events of default include, without limitation: (i) payment defaults, (ii) breaches of covenants under the Credit Facility (have any grace period), (iii) cross-defaults and acceleration to certain of our other obligations and (iv) a change of control of Xerox.

### *Capital markets offerings and other:*

In May 2014, Xerox Corporation issued \$400 million of 2.8% Senior Notes due 2020 (the "2020 Senior Notes") at 99.956% of par and \$300 million of 3.8% Senior Notes due 2024 (the "2024 Senior Notes") at 99.669% of par, resulting in aggregate net proceeds of approximately \$700 million. Interest on the Senior Notes are payable semi-annually. The proceeds have been used for general corporate purposes, which included repayment of a portion of our outstanding borrowings.

### *Loan covenants and compliance:*

At December 31, 2014, Xerox Corporation and all relevant subsidiaries were in full compliance with the covenants and other provisions of the credit facility, the Senior Notes and the Loan Agreement. Failure to be in compliance with any material provision or covenant of these agreements could have a material adverse effect on liquidity and operations and on Xerox' ability to continue to fund customers' purchase of Xerox equipment.

### *Third Party Equipment Financing Agreements*

The Group provide equipment financing to the majority of its customers. Because the finance leases allow customers to pay for equipment over time rather than at the date of installation, the group maintain a certain level of debt to support our investment in these customer finance leases. Xerox Corporation currently funds its customer financing activity through cash generated from operations, cash on hand, borrowings under bank credit facilities, and proceeds from capital markets offerings.

### *Capital Contribution and Dividend*

The company received a capital contribution from Xerox Corporation in the form of shares in Xerox Developing Markets Limited resulting in a €9m increase in the share premium account. In 2014 the Company made distributions of €136m consisting of a return of share premium of €97m (2013: €150m) and dividends of €39m (2013: €364m) to Xerox Corporation.

### *Investments*

In January 2014, the Company acquired Invoco Holding GmbH (Invoco), a German group of companies, for €43.1m cash. The acquisition of Invoco expands the Company's European customer care services and provides the Xerox group's global customers immediate access to German-language customer care services and provides Invoco's existing customers access to our broad business process outsourcing capabilities.

In March 2014, the Company through its subsidiary, XC Trading Singapore (Pte) Ltd, acquired a further 43% of Xerox India Limited for €8.6m in addition to the 46% it already owned. Following the purchase, Xerox India Limited became a subsidiary of the Company with an 11% minority interest.

### *Principal Risks and Uncertainties*

The Group is exposed to market risk from foreign currency exchange rates and interest rates, which could affect operating results, financial position and cash flows. The Group has in place risk management processes that seek to limit the adverse effects on its financial performance by monitoring levels of debt, liquidity, and exchange rate risk and the related financial costs.

The Treasury Operations department works closely with its counterpart in Xerox Corporation, using forward exchange contracts to manage currency risk for dividends receivable from non-sterling subsidiaries and associates, and for payments to related parties in Japanese Yen and US Dollars in respect of goods and services purchased and technology related royalties. Group policy with regard to financial derivative instruments is to deal only with counterparties having a minimum investment grade or better credit ratings.

**General risk:** The Group is active in highly competitive and geographically diverse markets. In addition to competitive pressures from competing technologies and companies, the Group is affected by macro-economic pressures in the markets in which it or its dealers and distributors are operating. There are also socio-political factors affecting market performance in specific geographies such as the growing tensions with Russia and the Ukraine and the continuing constraints on government spending across Europe. The Group has also acted to insulate itself as far as possible from the economic uncertainties in Greece by minimising our deposits with Greek banks as well as keeping inventories in Greece to a minimum.

**Price risk:** The majority of the goods and services sold by the Group are provided from its own resources or are bought in from related parties. Processes exist to provide adequate forewarning of any changes in transfer pricing levels. Transfer pricing levels can be subject to periodic review by national Tax Authorities.

Credit risk. The Group has implemented policies that require appropriate credit checks on potential customers before sales are made. Credit risk is managed through the continuous monitoring of exposures.

Liquidity risk. Funding for the Company is through inter-company arrangements.

Interest rate cash flow risk. The Group has no significant interest bearing assets or interest bearing liabilities with third parties. Interest is charged based on commercial rate on rolling monthly or quarterly balances with other affiliated companies. Xerox Corporation manages all significant relationships with the external debt market.

### **3. Continuing Developments**

The 2015 priorities and plans of Xerox Corporation are to accelerate growth in Services business while improving Services margins, maintain leadership in Document Technology and continue to enhance operational excellence. The XIE B V Group will focus on delivering growth in print-related markets that are expanding, such as serving more small and mid-size businesses through indirect channels, as well as maintaining profitable leadership in the marketplace. Its investments in enhancing the workplace, revenue growth combined with cost containment is the simple formula that helps deliver on these expectations. In 2015 the Group expects revenue growth to come from selling ConnectKey a major new software and solutions capability, across a number of multifunction printers in our product portfolio, from our enhanced competitive position in high-end colour printing through our previous acquisition of Impika, and leveraging our leadership in document technology to grow our BPO business. The Group's ability to protect gross margins will be dependent upon exchange rate fluctuations against the currencies of its suppliers – chiefly US Dollars and Japanese Yen. The primary focus of the Group will be on cash generation and maintaining strict cost controls. Cash balances increased by €344m over 2014 including currency impacts to close with €959m and the ratio of current assets to current liabilities was sustained at 2.2. Capital investment will be restricted to the minimum level necessary to renew assets reaching the end of their useful lives, other than expenditure in revenue generating applications.

The Group constantly strives to balance manpower requirements against the prevailing market conditions and will take full advantage of the cost saving opportunities presented by the international service centres operated by Xerox Services.

### **FINANCING**

The Group's financing is largely dependent on the financing arrangements of Xerox Corporation. As at 31 December 2014, Xerox Corporation reported cash and cash equivalents of \$1.4 billion (2013: \$1.8 billion). Xerox Corporation's debt facilities have already been explained under 'Customer Financing activities'. Xerox Corporation manages its financing arrangements on a global basis, accordingly, the Group's funding requirements are dependent on the above credit facilities.

The Group's third party debt was €16 million (2013: €11 million). Cash was €1 billion (2013: €0.6 billion). The Group's debt (including intergroup debt with Xerox Corporation and its affiliates) to equity ratio increased to 34.5% from 31% in 2013.

### **RESEARCH AND TECHNOLOGY**

Xerox Corporation's worldwide research and technology development focuses on five key areas: research and technology, product development and engineering support, intellectual property management, business development for licensing and new business opportunities, and business unit operations. It also develops technology and business concepts to enable growth opportunities in new markets.

Part of the Office Product Delivery Unit (OPDU) is based in Welwyn Garden City (UK) and designs and develops multifunction products for Xerox worldwide markets. OPDU is part of a larger multinational organisation within the Corporation carrying out the design, development and systems integration of a full range of multifunction products. In 2011 this work was outsourced to HCL and draws upon their team of professional engineers, scientists, systems and software engineers.

### **4. DISCONTINUED OPERATIONS**

During the year, the Group saw some small movements in final settlements and clear downs of residual items relating to the sale of the paper business in Western Europe which took place in October 2013. In 2014, Xerox announced the global sale of its IT Outsourcing business to Atos. This sale completed in June 2015.

## **5. GROUP RESOURCES AND EMPLOYEES**

The Group Resources function is aligned to support the Group's organisation of geographic regions, business groups and shared services. International centres of competence cover the key areas of Human Resources Strategy, Programmes, Total Pay, and Education and Learning. In particular the function focuses on developing high potential employees and ensuring senior management are fully equipped to manage our changing environment with the behaviours and attitudes expected of Xerox executives.

It is Xerox's policy to create a working environment that reflects the changing make-up of talent and diversity in the communities in which it operates, and where people are judged solely on their ability, competency and performance.

Group Resources aims to add value to the business through enabling management to capitalise on the diverse talents and abilities of all employees, to maximise each individual's potential to achieve the corporate goals, and also to provide a working environment that is free from unfair and unlawful discrimination and harassment.

## **6. GOING CONCERN**

These financial statements have been prepared on a going concern basis. In preparing these financial statements, the Directors have assessed that the Group will continue in operational existence for the foreseeable future.

## **7. DIRECTORS**

The Directors shown on page 3 were in office as at 31 December 2014. The Company is fully compliant with the 2012 'Wet Bestuur en Toezicht' law's objective of at least 30% female representation within each of the boards as one of the three current board members is female.

Breukelen, 30 September 2015  
The Board of Directors,

J.H. Mancini  
Member of the Board of Directors

R.K.P. Martens  
Member of the Board of Directors

S.J.M.G. Poels  
Member of the Board of Directors



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**XEROX INVESTMENTS EUROPE B.V.****Financial Statements-****CONSOLIDATED BALANCE SHEET AT 31 DECEMBER 2014**

(after proposed appropriation of result)

|  | Note  | 2014<br>€m   | €m           | 2013<br>€m   | €m           |
|--|-------|--------------|--------------|--------------|--------------|
| <b>Non-current assets</b>                            |       |              |              |              |              |
| Intangible assets                                    | 13    | 1,179        |              | 1,255        |              |
| Property, plant and equipment                        | 14    | 680          |              | 674          |              |
| Financial assets                                     | 15    | <u>2,332</u> |              | <u>2,237</u> |              |
| <b>Total non-current assets</b>                      |       |              | <b>4,191</b> |              | <b>4,166</b> |
| <b>Current assets</b>                                |       |              |              |              |              |
| Stocks   | 16    | 292          |              | 294          |              |
| Receivables  | 17    | 2,038        |              | 2,006        |              |
| Cash   | 18    | <u>959</u>   |              | <u>615</u>   |              |
| <b>Total current assets</b>                          |       |              | <b>3,289</b> |              | <b>2,915</b> |
| <b>Current liabilities</b>                           |       |              |              |              |              |
| Short term debt                                      | 19    | 122          |              | 36           |              |
| Other current liabilities                            | 20    | <u>1,373</u> |              | <u>1,317</u> |              |
| <b>Total current liabilities</b>                     |       |              | <b>1,495</b> |              | <b>1,353</b> |
| <b>Total current assets less current liabilities</b> |       |              | <b>1,794</b> |              | <b>1,562</b> |
| <b>Total assets less current liabilities</b>         |       |              | <b>5,985</b> |              | <b>5,728</b> |
| <b>Long term debt</b>                                | 19    | 1,115        |              | 1,080        |              |
| <b>Other non-current liabilities</b>                 | 21    | <u>50</u>    |              | <u>36</u>    |              |
| <b>Total non-current liabilities</b>                 |       |              | <b>1,165</b> |              | <b>1,116</b> |
| <b>Provisions</b>                                    | 22    | <u>1,236</u> |              | <u>1047</u>  |              |
| <b>Group equity</b>                                  |       |              |              |              |              |
| <b>Shareholder's equity</b>                          | 23/42 |              | <b>3,537</b> |              | <b>3,522</b> |
| <b>Non-controlling interest</b>                      | 33    | <u>47</u>    |              | <u>43</u>    |              |
| <b>Total Group equity</b>                            |       |              | <b>3,584</b> |              | <b>3,565</b> |

**XEROX INVESTMENTS EUROPE B.V.**  
**CONSOLIDATED PROFIT AND LOSS ACCOUNT**  
**FOR THE YEAR ENDED 31 DECEMBER 2014**

|   | Note  | 2014<br>€m     | €m             | 2013<br>€m     | €m             |
|---|-------|----------------|----------------|----------------|----------------|
| Revenue   | 7     | 5,877          |                | 6,259          |                |
| Cost of revenue                                 | 8     | <u>(4,270)</u> |                | <u>(4,636)</u> |                |
| <b>Gross operating profit</b>                   |       |                | <b>1,607</b>   |                | <b>1,623</b>   |
| Selling expenses                                | 9     | (511)          |                | (602)          |                |
| General and administrative expenses             | 9     | <u>(928)</u>   |                | <u>(994)</u>   |                |
| <b>Total expenses</b>                           |       |                | <b>(1,439)</b> |                | <b>(1,596)</b> |
| <b>Operating profit</b>                         |       |                | <b>168</b>     |                | <b>27</b>      |
| Gain / (Loss) on disposal of assets             | 10    | 30             |                | (13)           |                |
| Financial result                                | 11    | <u>(2)</u>     |                | <u>15</u>      |                |
| <b>Profit on ordinary activities before tax</b> |       |                | <b>196</b>     |                | <b>29</b>      |
| Tax on profit from ordinary activities          | 12    | (72)           |                | (82)           |                |
| Share of profit of associates                   | 15(i) | <u>124</u>     |                | <u>132</u>     |                |
| <b>Profit on ordinary activities after tax</b>  |       |                | <b>248</b>     |                | <b>79</b>      |
| Non-controlling interest                        | 33    | <u>(6)</u>     |                | <u>(3)</u>     |                |
| <b>Net Profit</b>                               |       |                | <b>242</b>     |                | <b>76</b>      |



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# **XEROX INVESTMENTS EUROPE B.V.**

## **CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2014**

|   | Note      | 2014<br>€m | €m          | 2013<br>€m | €m           |
|---|-----------|------------|-------------|------------|--------------|
| <b>Cash flows from operating activities</b>             |           |            |             |            |              |
| <b>Operating profit</b>                                 |           |            | <b>168</b>  |            | <b>27</b>    |
| Adjustments for   |           |            |             |            |              |
| Depreciation  | 8/13      |            | 206         |            | 195          |
| Amortisation of goodwill and intangibles                | 8/14      |            | 203         |            | 195          |
| <b>Movements in working capital</b>                     |           |            |             |            |              |
| (Increase)/ Decrease in receivables                     |           | (23)       |             | 57         |              |
| Decrease /(Increase) in stocks                          |           | 16         |             | (4)        |              |
| Increase /(Decrease) in creditors and provisions        |           | 360        |             | (192)      |              |
| Decrease in finance lease receivables                   |           | 109        |             | 372        |              |
| (Increase) in Other Assets                              |           | (458)      |             | (31)       |              |
| <b>Cash flow from working capital</b>                   |           |            | <b>4</b>    |            | <b>202</b>   |
| <b>Cash flow from continuing operations</b>             |           |            | <b>581</b>  |            | <b>619</b>   |
| Interest paid   | 11        | (13)       |             | (2)        |              |
| Interest received                                       | 11        | 11         |             | 17         |              |
| Taxes paid  |           | (57)       |             | (86)       |              |
| <b>Cash flow from operating activities</b>              |           |            | <b>522</b>  |            | <b>548</b>   |
| <b>Cash flow from Investing activities</b>              |           |            |             |            |              |
| Acquisition of subsidiaries                             |           | (34)       |             | (52)       |              |
| Investment in property, plant and equipment             |           | (93)       |             | (72)       |              |
| Proceeds from sale of property, plant and equipment     |           | 32         |             | 8          |              |
| Proceeds from sale of business                          |           | 8          |             | 12         |              |
| <b>Cash flow from /(used in) investing activities</b>   |           |            | <b>(87)</b> |            | <b>(104)</b> |
| <b>Cash flow from /(used in) Financing activities</b>   |           |            |             |            |              |
| Increase / (decrease) in short term debt                | 25        | 59         |             | (350)      |              |
| (Decrease) / increase in long term debt                 | 25        | (18)       |             | 208        |              |
| Dividends to Minority Interests                         |           | (3)        |             | (4)        |              |
| Dividends to Parent Company                             |           | (136)      |             | (514)      |              |
| <b>Cash flow from / (used in ) financing activities</b> |           |            | <b>(98)</b> |            | <b>(660)</b> |
| <b>Net (decrease) / increase in cash in period</b>      |           |            | <b>337</b>  |            | <b>(216)</b> |
| Cash at beginning of period                             | 18        |            | 615         |            | 848          |
| Exchange differences                                    |           |            | 7           |            | (17)         |
| <b>Cash at ending of period</b>                         | <b>18</b> |            | <b>959</b>  |            | <b>615</b>   |

## ***XEROX INVESTMENTS EUROPE B.V.***

### **OVERVIEW OF TOTAL GROUP RESULTS**

|  | <b>2014</b>  |                   | <b>2013</b> |                   |
|--|--------------|-------------------|-------------|-------------------|
|  | €m           | €m                | €m          | €m                |
| Consolidated net result after taxation                                   |              | 242               |             | 76                |
| Revaluation of financial assets<br>valued at market value through equity | 21           |                   | (3)         |                   |
| Currency translation differences foreign subsidiaries                    | 186          |                   | (290)       |                   |
| Pension revaluations charged in equity                                   | <u>(289)</u> | <u>          </u> | <u>229</u>  | <u>          </u> |
| Total of direct movements in group equity                                |              | <b>(82)</b>       |             | <b>(64)</b>       |
| <b>Total result of the group</b>   |              | <b>160</b>        |             | <b>12</b>         |

# Notes to the consolidated annual accounts

## 1. General Information

### 1.1 General

Xerox Investments Europe B V (hereinafter referred to as "the Company") has its statutory seat in Amsterdam, The Netherlands. The Company and its subsidiaries, outlined in note 33, are referred to as "the Group".

The Company's parent company is Xerox Corporation which is incorporated in the United States of America. Copies of the Xerox Corporation Annual Report and Accounts may be obtained from The Investor Relations Department, Xerox Corporation, Norwalk World Headquarters, 45 Glover Avenue, Norwalk, Connecticut 06856, USA ([www.xerox.com](http://www.xerox.com))

Xerox Corporation's Annual Report (Form 10-K) has been filed with the Securities and Exchange Commission ([www.sec.gov](http://www.sec.gov))

### 1.2. Activities

The business of the Group and its associates is to offer an array of innovative document solutions, services and systems - including colour and black-and-white printers, multifunction devices and digital copiers - designed for offices and production-printing environments, as well as offering associated supplies, software and support. The business of the Group also covers leasing, research, development, manufacture and maintenance of document systems, solutions and services.

Document systems, solutions and services encompasses a wide range of colour and monochrome Production and Office products, categorised by primary function capability including printing, copying, faxing and scanning. Production includes advanced digital printers and copiers for high volume printing and publishing solutions, while Office includes multi-functional machines, printers, copiers and fax. Document technology products and solutions support customer work processes, providing an efficient, cost effective printing and communications infrastructure. Managed Print Services optimize customer use of document systems in small businesses or global enterprises. The Group is active in Business Process Outsourcing services (BPO) and Information Technology Outsourcing services (ITO). BPO services offerings support enterprises through customer care, finance and accounting, and human resources. These offerings are also vertically focused in areas such as healthcare, transportation, retail, and telecommunications. Group activities in ITO include design, development, and delivery of flexible IT solutions mapped to the needs and standards of each client. Secure data centres, help desks, and managed storage facilities around the world provide a reliable IT infrastructure. The ITO business has been sold to ATOS on 30<sup>th</sup> June 2015.

### 1.3. Going Concern


These annual accounts have been prepared on a going concern basis. In preparing these financial statements, the Directors have assessed that the Company will continue in operational existence for the foreseeable future.

### 1.4. Group structure

The Company's major directly wholly owned subsidiaries are Xerox Holdings (Ireland) Limited, Xerox UK Holdings Limited, Xerox Middle East Investments Limited, XC Trading Singapore (Pte) Limited and XC Global trading B.V.. During the year other subsidiaries of the Company purchased the Invoco GmbH group in Germany and acquired Xerox Developing Markets Limited thus gaining control over Xerox India Limited.

The Group obtains the majority of its revenues from its trading activities in Western Europe, through its indirect subsidiary Xerox Limited. The Group also operates the Dublin-based centralised European Customer Welcome Support Centre, centralised European Shared Financial Services organisation and the Dundalk-based manufacturing facility through its indirect subsidiary, Xerox Europe Limited.

Xerox UK Holdings Limited, via its indirect subsidiary Xerox Manufacturing (Nederland) B V, operates manufacturing plant in the Netherlands. Xerox Limited also acts as a holding company for Xerox Corporation's interests in Europe and parts of Africa and Asia.

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### **1.5. Business combinations**

Identifiable assets acquired and liabilities assumed in a business combination are recognised in the consolidated financial statements from the acquisition date, being the moment that control can be exercised over the acquired company

The acquisition price consists of the cash consideration, or equivalent, agreed for acquiring the company plus any directly attributable expenses. If the acquisition price exceeds the net amount of the fair value of the identifiable assets and liabilities, the excess is capitalised as goodwill under intangible assets. If the acquisition price is lower than the net amount of the fair value of the identifiable assets and liabilities, the difference (i.e. negative goodwill) is disclosed under accruals and deferred income

Entities continue to be consolidated until they are sold, they are deconsolidated from the date that control ceases and if they are classified as groups held-for-disposal

### **Common control**

Where companies are acquired from related parties, the predecessor accounting basis is applied to capture the net assets of the acquired companies at the carrying values used in the consolidated reporting of the mutual parent company. Where the purchase value differs from the net asset carrying value thus derived, the difference is recognised in equity

### **Third party acquisitions**

Where companies are acquired from third parties, purchase accounting is applied and the excess of the purchase consideration over the fair value of the net assets acquired is treated as goodwill

### **1.6. Consolidation principles**

The consolidation includes the financial data of the Xerox Investments Europe B.V. ("Company") and its Group companies ("Group"). Group companies are those holdings with which Company forms a financial and organisational entity and in which the Company exercises direct or indirect control. Group companies are consolidated in full, after elimination of intra-group transactions and the profits thereon. The share of third parties in the Group result and Group equity is stated separately as a non-controlling interest

Results of companies or groups acquired are included in the Consolidated Profit and Loss Account from the date of acquisition. Since the profit and loss account of XIE B.V. is included in the consolidated financial statements, an abridged profit and loss account has been disclosed in the Company financial statements in accordance with Section 402, Book 2 of the Netherlands Civil Code

The accounting policies of group companies and other consolidated entities have been changed where necessary, in order to align them to the prevailing group accounting policies


### **1.7. Related-party transactions**

All group companies mentioned in note 1.4 above and listed in note 3.4 and the associates mentioned in note 3.3 below are considered to be related parties

Intercompany transactions within the Group are eliminated in the consolidation. The parent company Xerox Corporation also qualifies as a related party

Transactions with the related parties include sales and purchases of goods and services and are priced at arms'-length and in accordance with established agreements and guidelines. The recent changes in Dutch reporting regulations mean that only significant transactions with related parties outside of usual day to day business need to be disclosed. We will therefore only provide such information in future when these circumstances arise.

### **1.8. Statement of cash flows**

The statement of cash flows has been prepared applying the indirect method. The cash and cash equivalents in the statement consists of cash at banks and in hand. Cash flows in foreign currencies have been translated at estimated average exchange rates. Exchange differences affecting cash items are shown separately in the statement of cash flows. Income and expenses in respect of interest, dividends received and taxation on profits are included in the cash flow from operating activities. Dividends paid have been included in the cash flow from financing activities.  PricewaterhouseCoopers Accountants N.V. For identification purposes only

flow from financing activities. The purchase consideration paid for the acquired group company was recognised as cash used in investing activities where it was settled in cash. Any cash and cash equivalents in the acquired group company were deducted from the purchase consideration. Transactions not resulting in inflow or outflow of cash, including finance leases, are not recognised in the statement of cash flows.

### **1.9. Use of estimates**

The preparation of financial statements in accordance with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period.

Estimates are used for, but not limited to, allocation of revenues and fair values in multiple element arrangements, accounting for residual values, economic lives of leased assets, allowance for doubtful accounts, inventory valuation, restructuring charges, asset impairments, depreciable lives of assets, useful lives of intangible assets and goodwill, and pension assumptions.

The accounting estimates used in the preparation of the financial statements will change as new events occur, as more experience is acquired, as additional information is obtained and as the Group's operating environment changes. Actual results could differ from those estimates.

## **2. Accounting principles used in preparing the financial statements**

### **2.1. General**

The consolidated financial statements have been prepared in accordance with the statutory provisions of Part 9, Book 2 of the Netherlands Civil Code and the firm pronouncements in the Dutch Accounting Standards for Annual Reporting as issued by the Dutch Accounting Standards Board. The financial statements are denominated in Euros.

In general, assets and liabilities are stated at the amounts at which they were acquired or incurred, or fair value. If not specifically stated otherwise, they are recognised at the amounts at which they were acquired or incurred. The balance sheet, profit and loss account and the statement of cash flows include references to the notes.

### **2.2. Prior-year comparison**

The principles of valuation and determination of results remain unchanged compared to prior year.

### **2.3. Functional Currency**

Items included in the annual accounts of group companies are measured using the currency of the primary economic environment in which the respective company operates (the functional currency). Non-functional currency transactions in the reporting period are translated into functional currency of the individual group company at the exchange rates prevailing at the dates of the transactions. Assets and liabilities denominated in non-functional currencies are translated into functional currency at the exchange rates prevailing at the balance sheet date. Exchange gains and losses arising from the settlement of such transactions and from re-measurement to balance sheet date exchange rates are recognised in the profit and loss account except when deferred in equity as qualifying hedges. The financial statements are presented in Euros, which is the functional and presentation currency of the Company.

### **2.4. Translation of foreign currencies**

On consolidation, balance sheets of individual subsidiaries that are denominated in foreign currencies are translated into Euros at the closing exchange rates for the reporting period. Profit and loss items are translated at the average exchange rates for the reporting period. Translation differences, which principally represent the gain or loss arising on net assets denominated in foreign currencies as a result of changes in exchange rates during the period, are charged against or added directly to equity, within the Currency Translation reserve.

Monetary assets and liabilities denominated in foreign currencies are translated into the functional currency at the rate of exchange prevailing at the balance sheet date. Foreign exchange gains and losses resulting from



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the settlement of such transactions and from the translation at year-end exchange rates are recognised in the profit and loss account, except when deferred in equity as qualifying hedges.

Translation differences on non-monetary assets held at cost are recognised using the exchange rates (or approximated rates) prevailing at the dates of the transactions which created the assets.

### **3. Accounting principles for the Balance sheet**

#### **3.1. Intangible assets**

Intangible assets are stated at historical cost less amortisation. Allowance is made for any impairment losses expected, a loss qualifies as an impairment loss if the carrying amount of the asset (or of the cash-generating unit to which it belongs) exceeds its recoverable amount.

##### **Goodwill**

Goodwill, which is determined at the time of acquisition as the amount paid in excess of Group's share in the net assets of the companies or groups acquired, is capitalised and is amortised over a period of 7 to 20 years dependent upon the specific circumstances pertaining to the acquisition. The most recent acquisitions are amortised over a period of 7 to 10 years, reflecting the regeneration of business income from the acquired assets.

##### **Other Intangible assets**

Other purchased intangible assets, such as the installed customer base, trademarks and copyrights, customer contract assets, and non-compete agreements are amortised over a life appropriate to the nature of the asset acquired. Please refer to note 3.4 below for details on determining whether an intangible asset is impaired.

#### **3.2. Property, plant and equipment**

These are carried at historic cost including expenses directly attributable to acquiring the items and adjusted for depreciation, on a straight-line basis, at rates intended to write off the cost, less estimated residual value, over the estimated useful economic life of the respective assets, as follows:

##### **Land and Buildings:**

|                                      |  |
|--------------------------------------|--|
| Freehold land                        | not depreciated  |
| Freehold buildings                   | 50 years   |
| Leasehold land and buildings         | shorter of remaining lease term and expected useful life             |
| Dilapidations costs on leased assets | over the term of the lease under which the dilapidations costs arise |

|  |            |
|--|------------|
| <b>Plant and machinery &amp; tooling</b> | 5-12 years |
|--|------------|

|   |            |
|---|------------|
| <b>Fixtures, fittings and equipment</b> | 3-20 years |
|---|------------|

|                         |           |
|-------------------------|-----------|
| <b>Rental equipment</b> | 2-5 years |
|-------------------------|-----------|

|                             |           |
|-----------------------------|-----------|
| <b>Capitalised Software</b> | 3-7 years |
|-----------------------------|-----------|

A provision is set up for the expected restoration obligation after the use of an asset (decommissioning costs) see provisions – dilapidation costs. This amount is recognised as an on-going cost of using the asset over its useful life. A provision is set up for future major repair costs for the buildings. This amount is recognised as an ongoing cost of using the asset over its life.

Interest costs associated with funding the construction of an asset are expensed as incurred and are not capitalised. No material grants have been received in respect of property, plant and equipment.



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### 3.3. Financial assets

#### Associates

Group companies and other associates in which the Company exercises significant influence, generally accompanying a shareholding of 20% or more of the voting rights, are stated at net asset value

Net asset value has been calculated, where possible, on the basis of Group's accounting policies and principles. Associates with an equity deficit are carried at nil. A provision is formed if and when the company is fully or partially liable for the debts of the associate, or has the firm intention to allow the associate to pay its debts.

Associates acquired are initially measured at the fair value of the identifiable assets and liabilities upon acquisition. Any subsequent valuation is based on the Group's accounting policies and principles, taking into account the initial valuation.

Associates in which no significant influence can be exercised are recognised at cost. If an asset qualifies as impaired, it is measured at its impaired value, any write offs are disclosed in the profit and loss account.

#### Financial leases

For assets leased to customers, under financial lease arrangements, the net investment in leases, i.e. the present value of remaining minimum lease payments (adjusted for residuals and interest), is included within financial assets (long term receivable) and current assets – accounts receivable (short-term receivable). Interest income and termination results are accounted for in the periods to which they relate.

#### Marketable Securities

These assets are held at the lower of cost and net realisable value.

### 3.4. Impairment of non-current assets

At each balance sheet date, the Company tests whether there are any indications of assets being subject to impairment. If any such indications exist, the recoverable amount of the asset is determined. If this proves to be impossible, the recoverable amount of the cash generating unit to which the asset belongs is identified. An asset is subject to impairment if its carrying amount exceeds its recoverable amount, the recoverable amount is the higher of an asset's fair value less costs to sell and value in use. An impairment loss is directly expensed in the profit and loss account.

The Company assesses at each balance sheet date whether there is objective evidence that a financial asset or a group of financial assets is impaired. If any such evidence exists, the impairment loss is determined and recognised in the profit and loss account.

The amount of an impairment loss incurred on financial assets stated at amortised cost is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate (i.e. the effective interest rate computed at initial recognition). If it is established that an impairment that was recognised in the past no longer exists or has reduced, the increased carrying amount of the asset concerned is set no higher than the carrying amount that would have been determined if no impairment value adjustment for the asset concerned had been reported. The amount of the reversal shall be recognised in profit or loss.

### 3.5. Current assets – stocks

Raw materials and consumables are valued at the lower of cost (including, where appropriate, expenditure directly incurred in bringing stocks to their present location and condition), and net realisable value. Finished goods and work in progress are valued at the lower of manufacturing cost (including, where appropriate, indirect costs attributable to the production of the stocks) and net realisable value. Net realisable value is the estimated selling price achievable in the ordinary course of business, less applicable variable selling expenses. Net realisable value determinations make allowance for the obsolescence of inventories. All inventories are valued using the first in first out method.

### 3.6. Current assets – trade debtors

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost. If payment of the receivable is postponed under an extended payment deadline, fair value is measured on the basis of the discounted value of the expected revenues. Interest gains are recognised using the effective interest method.

interest method. When a trade receivable is uncollectable, it is written off against the bad debt reserve for trade receivables

### **3.7. Cash**

Cash comprises (a) unrestricted and available-on-demand cash, and (b) restricted and unavailable cash. Cash and cash equivalents are stated at face value

### **3.8. Derivative financial instruments**

The measurement of these financial instruments, which are publicly traded over the counter or on recognised exchanges, is initially at fair value, with transaction costs taken to the profit and loss account. Subsequently, their fair value is re-measured, and all gains and losses from changes therein are recognised in the profit and loss account, unless designated in a hedge accounting relationship.

### **3.9. Current Liabilities**

These are recognised initially at fair value and subsequently measured at amortised cost. Accounts payable and loans due within one year are included under current liabilities

### **3.10. Borrowings**

Borrowings are initially recognised at fair value, net of transaction costs incurred. Borrowings are subsequently stated at amortised cost, being the amount received taking account of any premium or discount, less transaction costs

Any difference between the proceeds (net of transaction costs) and the redemption value is recognised in the profit and loss account over the period of the borrowings using the effective interest method.

### **3.11. Provisions**

Provisions reflect the recognition of legally enforceable or constructive obligations existing at the balance sheet date, for which settlement is probable and which will require an outflow of resources to effect settlement that can be reliably estimated. Provisions are measured on the basis of the best estimates of the amounts required to settle the obligations at the balance sheet date. Provisions are stated at the present value of the expected settlement expenditure unless stated otherwise. Provisions are amended by corrections to these accounting estimates as further facts become available or as the obligation is settled. Amounts due from third parties in respect of provisions are recognised as separate assets and only when they are virtually certain to be received.

### **Deferred income tax assets and liabilities**

Deferred tax is provided for timing differences arising when items of income and expenditure are included in financial accounts in periods which differ from those in which they are included in tax computations, these are calculated using the balance sheet liability method. Liabilities are provided in full, assets, including future benefits of tax loss carry-forwards, are recognised to the extent that it is reasonable to assume that they will be recovered


### **Restructuring provisions**

Restructuring relates to costs directly attributable to restructuring in progress. The restructuring provision is formed at the moment when detailed plans to restructure the group are formalised and communicated to those affected.

### **Employee Benefits – short-term**

Salaries, wages, and employer social security contributions are taken to the profit and loss account as they fall due based upon employees' terms of employment.

### **Pensions**

The Group operates various pension plans consisting of both defined benefit pension schemes and defined contribution schemes, some of which are state sponsored. The pension costs in the accounts are reported under ASC 715-30 Compensation – Retirement Benefits – Defined Benefit Plans – Pensions. This is consistent with the parent company. US accounting is allowed under generally accepted accounting principles.  PriceWaterhouseCoopers N.V.  
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principles in the Netherlands, as applied to the defined benefit schemes for purposes of these Group accounts.

The majority of the defined benefit schemes are self-administered and the schemes' assets are held independently of the Group's finances. Payments made to the funds are based on actuarial calculations. The pension costs in the accounts follow generally accepted accounting principles in the Netherlands, as applied to the defined benefit schemes for purposes of these Group accounts. This involves making estimates of existing and future costs and spreading these over the periods during which the services have been or will be rendered. The interest costs arising from discounting the liabilities to present value are included in the pension expense.

The Group also has various unfunded pension schemes. Provision is made in the balance sheet for present and future obligations not placed under independent pension funds; the accounting treatment of these schemes also follows generally accepted accounting principles in the Netherlands.

Contributions to defined contribution schemes are charged to the profit and loss account as incurred. The market performance impacts in 2014 showed continued limited recovery in the value of the assets held by pension plans but there was a higher rate of increase in pension liabilities due to variability in the interest rates and inflation. These impacts and the related unrecognised gains and losses they have created are recognised in the other comprehensive income impact of pensions, previously referred to as minimum pension liability, reflected in equity.

### *Dilapidations costs*

This charge represents conditional asset retirement obligations associated with leased facilities where the Group is required to remove certain leasehold improvements and restore the facility to its original condition at lease termination. On a prospective basis, these charges will be recognized ratably over the lease term.

### *3.12. Operating Leases*

Leases in which a significant portion of the risks and rewards incidental to ownership are retained by the lessor are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are taken to the income statement on a straight-line basis over the period of the lease.

### *3.13. Hedge Accounting*

During 2014, the Group continued to enter into cash flow hedges of forecasted Yen and \$ purchases. Typically the group's dealings in derivatives are short term with the majority of impacts flowing into current earnings in the year. As at December 31, 2014 the mark-to-market on cash flow hedges relating to forecast purchases were €2m Asset pre-tax effects (2013: €21m Liability). Provided the hedge is effective, unrealised changes in the fair value of the hedging instrument are initially recognised in equity as other comprehensive income. They are transferred to the profit and loss account when the hedged transaction affects profit or loss. The ineffective portion of the change in the fair value of the hedging instrument is recognised directly in profit or loss. There were no designated net investment hedges in 2014 (2013: nil). The relationship between hedging instruments and the hedged item(s) is documented at inception of the transaction. This assessment that such hedges are highly effective at offsetting changes in fair values or hedged cash flows is tested at inception and throughout the life of the financial instrument.

## *4.1. General Information*

### *Accounting policies for the Profit and loss account*

Profit or loss is determined as the difference between the realisable value of goods delivered and services rendered, and the costs and other charges for the year. Revenues on transactions are recognised in the period in which they are realised.

### *Revenue recognition*

In the normal course of business, the Group generates revenue through the sale and rental of equipment, service, and supplies and income associated with the financing of our equipment sales. Revenue is recognised when earned. More specifically, revenue related to sales of our products and services is recognised as follows:

**Equipment** Revenues from the sale of equipment including those from financial leases are recognised at the time of sale or at the inception of the lease, as appropriate. For equipment sales which require us to install

the product at the customer location, revenue is recognised when the equipment has been delivered to and installed at the customer location and customer acceptance has been received. Sales of customer installable and retail products are recognised upon shipment or receipt by the customer according to the customer's shipping terms. Revenues from equipment under other leases and similar arrangements are accounted for by the operating lease method and are recognised as earned over the lease term, which is generally on a straight-line basis.

**Service** Service revenues are derived primarily from maintenance contracts on our equipment sold to customers and are recognised over the term of the contracts. A substantial portion of our products is sold with full service maintenance agreements for which the customer typically pays a base service fee plus a variable amount based on usage.

**Services** Generally services revenue is recognised upon delivery of the services. However, a portion of our services revenue relating to longer term contracts is recognised using the percentage of completion ("POC") accounting method, which requires the use of estimates and judgment. The methodology involves recognizing probable and reasonably estimable revenue using the percentage of services completed based on a current cumulative cost to estimated total cost basis and a reasonably consistent profit margin over the period. Changes to the estimated figures, would revise our cost and revenue estimates, which may result in increases or decreases in revenues and costs. Such revisions are reflected in income in the period in which the relevant facts become known. Key factors reviewed by the company to estimate the future costs to complete each contract are future labour costs, future product costs and expected productivity efficiencies. If at any time these estimates indicate the POC contract will be unprofitable, the entire estimated loss for the remainder of the contract is recorded in cost of services.

**Supplies:** Supplies revenue generally is recognised upon shipment or utilisation by customer in accordance with sales terms.

**Revenue Recognition for Financial Leases under Bundled Arrangements** the Group sell most of its products and services under bundled contract arrangements, which contain multiple deliverable elements. These arrangements typically include equipment, service and supplies, and financing components for which the customer pays a single negotiated price for all elements. Revenues under these arrangements are allocated based upon estimated fair values of each element.

#### **4.2. Revenues**

Revenue consists of revenue earned in the period from the sale and rental of document processing equipment, the provision of document solutions, the sale of paper and supplies, the provision of service and maintenance, and receipts and interest income from the leasing operations. Our services revenue consists of revenue earned in the period from the delivery of BPO and ITO services arising from our contracts with third party customers. The activities are described in greater detail in section 1.2. Amounts are less discounts and similar incentives and are net of value added tax.

Interest and other income from financial leases and credit sales agreements from leasing operations are an integral part of the marketing strategy of the Group and, as permitted by the Netherlands Civil Code, fall within the Group's supply of goods and services. Accordingly, leasing income has been included within revenues.

#### **4.3. Cost of revenue**

Consumption of raw materials and other cost items are calculated on an historical cost basis. Cost of revenue includes the cost or book value of leased assets in respect of financial lease agreements, adjusted for the present value of any residual and any related interest payable.

Interest expense relating to the leasing operations has been included within cost of revenue in order to match the related treatment of interest income within revenues.

#### **4.4. Selling, General and administrative expenses**

Selling expenses, and general and administrative expenses comprise costs chargeable to the year that are not directly attributable to the cost of the goods and services sold.

#### **4.5 Research and development**

Research and development is undertaken by the Group in Europe and by its parent company, Xerox Corporation, throughout the rest of the world. All expenditure on research and development is charged directly to the profit and loss account as incurred. The Group is also charged a royalty for the benefit it derives from the use of the Xerox brand and technological developments. Although Dutch accounting standards can require the capitalisation of development costs, no such costs are capitalised by the Group because the qualifying criteria are not met.

#### **4.6. Financial charges**

Interest paid and received is recognised on a time-weighted basis, taking account of the effective interest rate of the assets and liabilities concerned. When recognising interest paid, allowance is made for transaction costs on loans received as part of the calculation of effective interest. Interest income and expense relates to all of the Group's business segments, with the exception of the leasing operations, which have been included within revenues and cost of revenue. The Group does not hold financial instruments for trading purposes and loans are generally with affiliates and are held until maturity. The derivatives used by the Group are those generally offered by banks and other financial institutions and are arms'-length arrangements but there is no active market where they may be re-traded. Consequently, changes in the fair value of these financial instruments are not recognised directly through profit or loss and are only recognised in this way if they give rise to a settlement gain or loss.

#### **4.7. Tax**

Tax is calculated on the basis of current tax rates applied to commercial results in the various countries of operation. Differences between fiscal accounting principles and the accounting principles and policies applied by the Group are taken into account.

#### **4.8. Share in result of Associates**

The share in the after tax results of associates valued at net asset value is determined in proportion to the respective holdings owned by the Group.

#### **4.9. Government grants**

Capital government investment grants received are shown as deferred income and credited to the profit and loss account by instalments on a basis consistent with the depreciation policy of the relevant assets, except that any employee-related grants are credited directly to the profit and loss account. At present the Company is not in receipt of any material grants.

#### **4.10. Internal Use Software**

Direct costs incurred during the application development stage and the implementation stage for developing, purchasing or otherwise acquiring software for internal use are capitalised with property, plant and equipment, and are amortised over the estimated useful lives of the software, generally three to seven years. All costs incurred during the preliminary project stage, including project scoping, identification and testing of alternatives are expensed as incurred as the criteria for recognition as an asset are not met.

#### **4.11. Amortisation and depreciation**

Intangible assets, including goodwill, are amortised and property, plant and equipment are depreciated over their estimated useful lives from the point of their being brought into use. Future depreciation and amortisation is adjusted if there is a change in estimated future useful lives of the assets. Gains and losses on sales of property, plant and equipment are included in depreciation.

#### **4.12. Discontinued Operations**

In circumstances where the senior management of the group has made the strategic decision to exit a discrete part of the group's business, disclosure of the particulars of the transaction are made in a separate note to the accounts as permitted under Dutch GAAP.

## **5. Financial instruments and risk management**

### ***Treasury policy***

Global treasury policy is to identify and to mitigate the impact of financial risk on the cash flows of the Group from foreign currency and/ or interest rate fluctuations, including the use of derivative instruments. It also seeks to minimise the impact of adverse financial market fluctuations that affect the Group's future cash flows. The Group's hedging methodology minimises the volatility and uncertainty underlying cash flows at their source, thereby affording Xerox the desired economic protection for its financial activities.

Global treasury activities are regularly reviewed by senior management through formal Risk Management Reviews of liquidity, interest rate risk and currency risk. In conjunction with other subsidiaries of Xerox Corporation overall interest rate risk is managed in a prudent and collective manner, in accordance with practices and policies established by senior management. On a global basis, short and intermediate term cash forecasting disciplines are maintained to ensure there is appropriate continuing financial liquidity available. Currency exposure is further managed by maximising the opportunity for internal netting of currency flows. Foreign exchange derivatives are used to hedge currency exposures, but these will not normally be treated as designated foreign currency hedges in a hedge accounting relationship.

## **6. Treasury**

The Group holds simple, un-leveraged derivatives (Interest rate swap agreements, forward foreign exchange contracts), which are employed solely for hedging purposes. The Group does not enter into derivative instrument transactions for trading or other speculative purposes.

### ***(i) Currency Risk***

Short term forward exchange contracts are used to minimise all on-going currency risks, excluding translation risk arising from holding both foreign currency monetary assets and liabilities as well as cash arising from anticipated transactions.

The absolute contract value and fair value of the currency instruments at the balance sheet date were €1.9 billion and €1m Asset respectively (2013: €1.4 billion and €27m Liability).

### ***(ii) Interest rate and cash flow risk***

The Group does not have a fully matched funded portfolio, however, in conjunction with other subsidiaries of Xerox Corporation overall interest rate risk is managed in a prudent and collective manner, in accordance with practices and policies established by senior management.

The Company incurs interest rate risk on interest-bearing receivables (in particular those included in financial assets, securities and cash) and on interest-bearing non-current and current liabilities (including borrowings).

Where floating-interest loans and receivables are concerned, the Company incurs risk regarding future cash flows. In addition, the Company incurs risk on fixed-interest loans and receivables with respect to the fair value due to changes in the market rate of interest.

### ***(iii) Credit Risk***

The Group's policies on the use of derivative instruments prescribe an investment grade counterparty, a credit floor and at least quarterly monitoring of credit risk on a counter-party by counter-party basis. Individual monetary credit limits are applied to each counter-party. The Group's derivative portfolio is spread over a sufficient number of counter-parties so as to minimise credit risk.

### ***(iv) Price risk***

The majority of the goods and services sold by the Group are provided from its own resources or are bought in from related parties. Processes exist to provide adequate forewarning of any changes in transfer pricing levels. Transfer pricing levels can be subject to periodic review by national Tax Authorities.

### ***(v) Liquidity risk***

Funding for the Company is through inter-company arrangements.



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## 7. Revenue Information

Revenues can be analysed approximately as follows:

| <b>Geographical distribution</b>         | <b>2014<br/>€m</b> | <b>2013<br/>€m</b> |
|--|--------------------|--------------------|
| Netherlands                              | 376                | 252                |
| France                                   | 642                | 667                |
| UK                                       | 895                | 1,022              |
| Other EU countries                       | 1,635              | 1,540              |
| Other European countries                 | 245                | 567                |
| Canada                                   | 703                | 814                |
| Asia, Africa and other areas             | 1,381              | 1,397              |
| <b>Total revenues</b>                    | <b>5,877</b>       | <b>6,259</b>       |
| <b>Product/service distribution</b>      |                    |                    |
| Sale of goods                            | 2,160              | 2,677              |
| Services including facilities management | 3,427              | 3,240              |
| Rental income                            | 109                | 113                |
| Lease interest                           | 148                | 195                |
| Other                                    | 33                 | 34                 |
| <b>Total revenues</b>                    | <b>5,877</b>       | <b>6,259</b>       |

## **8. Cost of Revenue, Selling expenses and General and Administrative expenses**

### *Amortisation, depreciation and impairment of assets*

Cost of sales, selling expenses and general and administrative expenses include amortisation, depreciation and impairment of assets. These can be broken down as follows:

|   | Note | 2014<br>€m | 2013<br>€m |
|---|------|------------|------------|
| Amortisation of intangible assets           | 13   | 203        | 195        |
| Depreciation of property, plant & equipment | 14   | <u>206</u> | <u>195</u> |
|   |      | <b>409</b> | <b>390</b> |

### *Short-term employee benefits*

The employee benefits expense is included in cost of sales and selling expenses, general and administrative expenses, and discontinued operations depending on the activities of the employees in question.

|                               | 2014<br>€m   | 2013<br>€m   |
|-------------------------------|--------------|--------------|
| Salaries and wages            | 1,142        | 1,845        |
| Social security contributions | 145          | 142          |
| Pension contributions         | <u>37</u>    | <u>76</u>    |
|                               | <b>1,324</b> | <b>2,063</b> |



## 9. Selling and general & administrative expenses

|   | 2014      |              | 2013       |              |
|---|-----------|--------------|------------|--------------|
|   | €m        | €m           | €m         | €m           |
| Intangible amortization                                     | 203       |              | 195        |              |
| Restructuring and re-organisation costs                     | 60        |              | 51         |              |
| Xerox Corporation charges                                   | 163       |              | 253        |              |
| Research and development costs in Europe                    | 21        |              | 4          |              |
| Administrative expenses                                     | 476       |              | 492        |              |
| Exchange gains & losses, and other                          | <u>5</u>  |              | <u>(1)</u> |              |
| <b>General &amp; administrative expense</b>                 |           | <b>928</b>   |            | <b>994</b>   |
| Selling expenses excluding bad debt provision               | 484       |              | 542        |              |
| Bad debt provision  | <u>27</u> |              | <u>60</u>  |              |
| <b>Selling expenses</b>                                     |           | <b>511</b>   |            | <b>602</b>   |
| <b>Total selling and general &amp; administrative costs</b> |           | <b>1,439</b> |            | <b>1,596</b> |

## 10. Gain / (Loss) on Disposal of Assets

In 2014, the gain of €30 million arises primarily from the disposal of assets in Brazil. The impact of releasing deferred gains on sale and leaseback transactions has now ceased as the main site in the UK reached the end of the lease during 2014. The €13 million loss in 2013 was generated by a €19 million loss on the sale of the paper business offset by gains on the disposal of fixed assets and the release of deferred gains.

## 11. Financial Result

|                                       | 2014      | 2013        |
|---------------------------------------|-----------|-------------|
|                                       | €m        | €m          |
| Interest and similar (income)         | (11)      | (17)        |
| Interest and similar expense          | 1         | 1           |
| Interest expense from group companies | <u>12</u> | <u>1</u>    |
| <b>Total Financial result</b>         | <b>2</b>  | <b>(15)</b> |



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## 12. Tax on profit from ordinary activities

The effective tax rate of 37.1% in respect of the reported profit (2013: 282.8%) is higher than the nominal rate of 25% (2013: 25%) primarily due to the following factors.

|  | 2014        | 2013        |
|--|-------------|-------------|
|  | %           | %           |
| Effective tax rate                                 | 37.1        | 282.8       |
| Non-deductible goodwill                            | (24.7)      | (244.8)     |
| Profits taxed at different rates to nominal 25%    | 2.8         | (3.8)       |
| Tax audit settlements and prior period adjustments | 0.7         | (5.4)       |
| Permanent differences / other                      | 9.1         | (3.8)       |
| <b>Nominal rate</b>                                | <b>25.0</b> | <b>25.0</b> |

At 31 December 2014 there were gross unrecognised trading losses of €1,666 (2013: €1,493m) which arose predominantly in Brazil and Ireland with €670m and €905m respectively. There were also unrecognised capital losses of €39m (2013: €42m).

## 13. Intangible assets

|                                       | Goodwill     | Other Intangible | 2014 Total   | 2013 Total   |
|---------------------------------------|--------------|------------------|--------------|--------------|
|                                       | €m           | €m               | €m           | €m           |
| Gross cost at 1 January               | 3,713        | 88               | 3,801        | 3,761        |
| Acquisitions                          | 31           | 12               | 43           | 108          |
| Retirements                           | -            | (1)              | (1)          | (4)          |
| Transfers                             | -            | -                | -            | (8)          |
| Translation differences               | 96           | -                | 96           | (56)         |
| <b>Balance at 31 December</b>         | <b>3,840</b> | <b>99</b>        | <b>3,939</b> | <b>3,801</b> |
| Accumulated amortisation at 1 January | 2,522        | 24               | 2,546        | 2,363        |
| Amortisation in year                  | 193          | 10               | 203          | 195          |
| Retirements                           | -            | (1)              | (1)          | (4)          |
| Transfers                             | -            | -                | -            | (2)          |
| Translation differences               | 12           | -                | (12)         | (6)          |
| <b>Balance at 31 December</b>         | <b>2,727</b> | <b>33</b>        | <b>2,736</b> | <b>2,546</b> |
| <b>Net book value at 1 January</b>    | <b>1,191</b> | <b>64</b>        | <b>1,255</b> | <b>1,398</b> |
| <b>Net book value at 31 December</b>  | <b>1,113</b> | <b>66</b>        | <b>1,203</b> | <b>1,255</b> |

The current year additions due to acquisitions relate to the external purchase of the entire share capital of the Invoco GmbH group. The goodwill assets acquired prior to 2011 are being amortised over 20 years and this cost is reflected within general administrative expenses. This amortisation period was selected because of the long term nature of the assets acquired and was based upon the recurring nature of Xerox' business within the acquired customer base. This customer base is the platform for growth in terms of new and extended product offerings. Goodwill acquired in the subsequent periods is amortised over 7 to 10 years reflecting the different services based activities of the more recently acquired companies and the period over which the expected synergies are realised.

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#### 14. Property, plant and equipment

|   | Land and<br>Buildings | Plant<br>and<br>Machinery<br>&<br>tooling | Fixtures,<br>fittings, &<br>equipment | Rental<br>equipment | Capitalised<br>Software | Total          |
|---|-----------------------|---|---------------------------------------|---------------------|-------------------------|----------------|
|   | €m                    | €m  | €m                                    | €m                  | €m                      | €m             |
| Cost  | 353                   | 270                                       | 261                                   | 353                 | 582                     | 1819           |
| Accumulated depreciation                              | <u>(152)</u>          | <u>(233)</u>                              | <u>(169)</u>                          | <u>(195)</u>        | <u>(396)</u>            | <u>(1,145)</u> |
| <b>Net book value<br/>at 1 January 2014</b>           | 201                   | 37  | 92                                    | 158                 | 186                     | 674            |
| Additions   | 37                    | 53  | 52                                    | 102                 | 26                      | 270            |
| Cost of business<br>acquisition                       | 2                     | 0   | 8                                     | 10                  | 2                       | 22             |
| Disposals and<br>transfers to inventory               | (41)                  | (42)                                      | (58)                                  | (80)                | 0                       | (221)          |
| Depreciation  | (20)                  | (10)                                      | (46)                                  | (80)                | (50)                    | (206)          |
| Depreciation on<br>business acquisition               | (1)                   | 0   | (7)                                   | (8)                 | (1)                     | (17)           |
| Depreciation on disposals<br>& transfers to inventory | 21                    | 15  | 34                                    | 64                  | 0                       | 134            |
| Exchange rate changes                                 | <u>4</u>              | <u>0</u>                                  | <u>4</u>                              | <u>4</u>            | <u>12</u>               | <u>24</u>      |
| <b>Net book value<br/>at 31 December 2014</b>         | 203                   | 53  | 79                                    | 170                 | 175                     | 680            |
| Cost  | 355                   | 282                                       | 268                                   | 388                 | 622                     | 1915           |
| Accumulated depreciation                              | <u>(152)</u>          | <u>(229)</u>                              | <u>(188)</u>                          | <u>(219)</u>        | <u>(447)</u>            | <u>(1,235)</u> |
| <b>Net book value</b>                                 | <b>203</b>            | <b>53</b>                                 | <b>80</b>                             | <b>169</b>          | <b>175</b>              | <b>680</b>     |



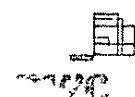
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## 15. Financial assets

| Summary                       |       | 2014<br>€m   | 2013<br>€m   |
|-------------------------------|-------|--------------|--------------|
| Associates at net asset value | (i)   | 1,145        | 985          |
| Financial leases              | (ii)  | 1,152        | 1,235        |
| Other                         | (iii) | <u>35</u>    | <u>17</u>    |
| <b>Total Financial Assets</b> |       | <b>2,332</b> | <b>2,237</b> |

### (i) Associates at net asset value

|                                       | Fuji<br>Xerox | Other<br>Companies | 2014<br>Total<br>€m | 2013<br>Total<br>€m |
|---------------------------------------|---------------|--------------------|---------------------|---------------------|
| <b>At 1 January</b>                   | <b>937</b>    | <b>48</b>          | <b>985</b>          | <b>1,109</b>        |
| Share in profits                      | 114           | 10                 | 124                 | 132                 |
| Dividend                              | (45)          | (8)                | (53)                | (57)                |
| Minimum pension liabilities in equity | 30            | -                  | 30                  | 18                  |
| Disposals                             | -             | (6)                | (6)                 | -                   |
| Revaluation                           | -             | 1                  | 1                   | -                   |
| Translation                           | <u>59</u>     | <u>5</u>           | <u>64</u>           | <u>(217)</u>        |
| <b>At 31 December</b>                 | <b>1,095</b>  | <b>50</b>          | <b>1,145</b>        | <b>985</b>          |



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***Fuji Xerox – share of consolidated balance sheet (extract)***

|   | <b>2014</b>  | <b>2013</b>  |
|---|--------------|--------------|
|   | <b>€m</b>    | <b>€m</b>    |
| Non-current assets                                | 975          | 935          |
| Current assets                                    | 987          | 898          |
| Current liabilities                               | (613)        | (564)        |
| Non-current liabilities                           | (119)        | (177)        |
| Provisions  | <u>(109)</u> | <u>(129)</u> |
| <b>Net assets before intercompany elimination</b> | <b>1,121</b> | <b>963</b>   |
| Intercompany elimination                          | <u>(26)</u>  | <u>(26)</u>  |
| <b>Net assets after intercompany elimination</b>  | <b>1,095</b> | <b>937</b>   |

**(ii) *Financial leases***

|  | <b>2014</b>  | <b>2013</b>  |
|--|--------------|--------------|
|  | <b>€m</b>    | <b>€m</b>    |
| <b>At 1 January</b>                      | <b>1,235</b> | <b>1,543</b> |
| New lease amounts receivable             | 435          | 536          |
| Transfer to short-term lease receivables | (185)        | (185)        |
| Disposals and terminations               | (354)        | (611)        |
| Exchange rate changes                    | <u>21</u>    | <u>(48)</u>  |
| <b>At 31 December</b>                    | <b>1,152</b> | <b>1,235</b> |
| Gross lease receivables                  | 2,109        | 2,232        |
| Unearned income                          | (244)        | (264)        |
| Allowance for doubtful accounts          | (62)         | (72)         |
| Current portion of finance receivables   | <u>(651)</u> | <u>(661)</u> |
| <b>Amounts due after one year, net</b>   | <b>1,152</b> | <b>1,235</b> |



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### Contract maturities in €m

|                           | 2014 | 2015 | 2016 | 2017 | 2018 | Thereafter | Total |
|---------------------------|------|------|------|------|------|------------|-------|
| Gross finance receivables | 774  | 599  | 406  | 233  | 89   | 8          | 2,109 |
| Net finance receivables   | 662  | 512  | 347  | 199  | 76   | 7          | 1,803 |

A total of €660 million was billed during the year in respect of financial leases. Note 7 on revenue shows €148 millions of lease interest recognised in revenue, the difference is primarily the equipment related element in the lease rentals relating to equipment recognised as sales upon inception of the sales type lease contracts.

### (iii) Other

|                       | 2014<br>€m | 2013<br>€m |
|-----------------------|------------|------------|
| Marketable Securities | 3          | 3          |
| Advances              | 12         | 8          |
| Loan to Third Parties | 3          | 2          |
| Derivative Assets     | <u>17</u>  | <u>4</u>   |
| <b>Total Other</b>    | <b>35</b>  | <b>17</b>  |

Marketable securities are typically cash time deposits, there is no material difference between the carrying value and the fair value of these assets. Derivative asset balances represent the fair value of derivative financial instruments hedging the exposure related to transactions in foreign currencies.

### 16. Stocks

|                               | 2014<br>€m | 2013<br>€m |
|-------------------------------|------------|------------|
| Finished goods equipment      | 75         | 71         |
| Spares, consumables and paper | 186        | 192        |
| Raw materials and consumables | 19         | 21         |
| Work in progress              | <u>12</u>  | <u>10</u>  |
| <b>Total Stocks</b>           | <b>292</b> | <b>294</b> |

The inventory values shown above are net of reserves of €29m (2013: €29m) for excess and cancelled inventory as well as obsolescence. Work in progress relates to many individual machines and other products at various stages of assembly. Upon completion these machines are transferred into Finished Goods inventory at standard carrying value which is re-set quarterly. Finished Goods inventory value by product family is adjusted by capitalising variances to the standard cost in line with Inventory Turnover periods – variances are not allocated to individual machines.

## 17. Receivables

|                                     | 2014<br>€m   | 2013<br>€m   |
|-------------------------------------|--------------|--------------|
| Financial leases                    | 651          | 661          |
| Trade accounts receivable           | 411          | 357          |
| Accrued income                      | 286          | 258          |
| Pension prepayments                 | 13           | 40           |
| Receivables from related associates | 161          | 163          |
| Other receivables and prepayments   | 259          | 326          |
| Customer contract assets            | 17           | 13           |
| Income tax receivable               | 26           | 33           |
| Deferred tax                        | <u>214</u>   | <u>155</u>   |
| <b>Total Receivables</b>            | <b>2,038</b> | <b>2,006</b> |

Receivables from associates are unsecured, interest free and are generally receivable upon 30 days payment term. The entire values of pension prepayments are long term. Approximately €172 million of the above deferred tax asset is non-current in 2014 (2013: €110 million). Approximately €7 million (2013: €2 million) of the income tax receivable is non-current. Customer contract assets are deferred costs and incentives which will be recognised in profit and loss over the duration of the services contracts.

The Group has a facility enabling the sale without recourse to a third-party on an on-going basis of certain accounts receivables. During 2014 and 2013, approximately €1,343 million and €1,631 million respectively were sold under this facility. Fees associated with the facility were €6 million and €8 million in 2014 and 2013 respectively. As at 31 December 2014, €241 million remained uncollected by the third-party (2013: €343 million).

The fair value of the receivables approximates the book value.

## 18. Cash

Reported cash of €959 million (2013: €615 million) is all available-on-demand and unrestricted, except for €158 million (2013: €192 million), which is restricted and not available. The restricted cash reflects payments due to certain national governments for payroll deductions which must be set aside in escrow until they are paid. The restricted cash balance also represents amounts collected on behalf of factoring agencies which has not yet been remitted to them.



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## 19. Borrowings

### Long term debt

|                                   | 2014         | 2013         |
|-----------------------------------|--------------|--------------|
|                                   | €m           | €m           |
| Bank and institutional borrowings | 10           | 6            |
| Owing to group companies          | <u>1,105</u> | <u>1,074</u> |
| <b>Total long term debt</b>       | <b>1,115</b> | <b>1,080</b> |

### Short term debt

|   | 2014       | 2013      |
|---|------------|-----------|
|   | €m         | €m        |
| Bank and institutional borrowings             | 6          | 5         |
| Owing to Xerox Corporation and subsidiaries   | <u>116</u> | <u>31</u> |
| <b>Total current liabilities - short term</b> | <b>122</b> | <b>36</b> |

### Currency denomination

|                                 | 2014<br>Average<br>Interest<br>rate | 2014     | 2013      |
|---------------------------------|-------------------------------------|----------|-----------|
|                                 | %                                   | €m       | €m        |
| Fully repayable within one year |                                     |          |           |
| Accrued interest                | -                                   | 3        | 19        |
| Pound sterling · Fixed          | 6.973%                              | 26       | 2         |
| Euros · Fixed                   | 8.365%                              | 35       | -         |
| Mexican Pesos · Fixed           | 5.150%                              | 15       | 0         |
| US Dollars · Fixed              | 4.690%                              | 31       | -         |
| Other currencies                | -                                   | <u>6</u> | <u>10</u> |

### Total short term debt owing to Xerox Corporation and subsidiaries

116 31

### Fully repayable within five years

|                                      | 2014<br>Average % | 2014 | 2013 |
|--------------------------------------|-------------------|------|------|
|                                      |                   | €m   | €m   |
| Pound sterling · Fixed Annually      | 5.572%            | 570  | 486  |
| Pound sterling · Fixed Annually      | 7.500%            | 31   | 29   |
| US Dollars · Fixed                   | 4.120%            | 49   | 44   |
| Pound sterling · Fixed Annually      | 8.000%            | 41   | 39   |
| Pound sterling · Fixed Annually      | 4.901%            | 193  | 179  |
| Pound sterling · Fixed Semi Annually | 4.101%            | 196  | 186  |
| Pound sterling · Fixed Semi Annually | 4.851%            | 47   | 44   |

### Fully repayable in more than five years

|                                      |               |           |           |
|--------------------------------------|---------------|-----------|-----------|
| Pound sterling · Fixed Semi Annually | 6.650%        | 39        | 35        |
| Pound sterling · Floating Annually   | 5.350%        | 11        | 11        |
| Pound sterling · Fixed Annually      | <u>5.630%</u> | <u>23</u> | <u>21</u> |

### Total long term debt from group companies

1,105  
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The Group's bank and institutional borrowings, short term and long term debt, are primarily related to capitalised lease obligations of €13m, bank overdrafts and other debt of €3m, and intercompany funding from Xerox Corporation and subsidiaries of €1,221m.

A change in interest rates of 100 basis points would change the Group's total interest costs on short term and long-term debt by €12m on a full year basis.

## **20. Other current liabilities**

|   | <b>2014</b>  | <b>2013</b>  |
|---|--------------|--------------|
|   | <b>€m</b>    | <b>€m</b>    |
| Accruals and deferred income                | 524          | 518          |
| Derivative liabilities                      | 17           | 30           |
| Trade creditors                             | 640          | 575          |
| Current corporate income tax                | 28           | 15           |
| VAT payable                                 | 62           | 86           |
| Other tax and social security               | 68           | 59           |
| Owing to Xerox Corporation and subsidiaries | 26           | 33           |
| Owing to related associates                 | <u>8</u>     | <u>1</u>     |
| <b>Total current liabilities – other</b>    | <b>1,373</b> | <b>1,317</b> |

Amounts owing to Xerox Corporation and subsidiaries are unsecured, interest free and repayable on demand. Derivative liability balances represent the fair value of derivative financial instruments hedging the exposure related to transactions in foreign currencies. All current liabilities fall due within one year and their fair value approximates their book value.

## **21. Other non-current liabilities**

|  | <b>2014</b> | <b>2013</b> |
|--|-------------|-------------|
|  | <b>€m</b>   | <b>€m</b>   |
| Deferred Revenue                             | 7           | 7           |
| Accrued Costs                                | 14          | 13          |
| Non-current Income Taxes                     | 24          | 15          |
| Other  | <u>5</u>    | <u>1</u>    |
| <b>Total non-current liabilities - other</b> | <b>50</b>   | <b>36</b>   |



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## 22. Provisions

|                              | Restructuring<br>€m | Pensions<br>€m | Other<br>Post<br>retirement<br>€m | Deferred<br>Tax<br>€m | Legal<br>Disputes<br>€m | Other<br>€m | Total<br>€m  |
|------------------------------|---------------------|----------------|-----------------------------------|-----------------------|-------------------------|-------------|--------------|
| <b>At 1 January 2014</b>     | 58                  | 675            | 108                               | 81                    | 102                     | 23          | 1,047        |
| Utilisation                  | (59)                | -              | -                                 | -                     |                         | (5)         | (64)         |
| Charged to profit and loss   | 60                  | 11             | 8                                 | (3)                   | (14)                    | 9           | 71           |
| Remeasurements               | (1)                 | 347            | 6                                 | (35)                  |                         | (5)         | 312          |
| Acquisitions / contributions | -                   | (120)          | -                                 | 4                     |                         | -           | (116)        |
| Other movements (net)        | 2                   | (12)           | 1                                 | (3)                   |                         | (2)         | (14)         |
| <b>At 31 December 2014</b>   | <b>60</b>           | <b>901</b>     | <b>123</b>                        | <b>44</b>             | <b>88</b>               | <b>20</b>   | <b>1,236</b> |
| Of which, short term         | 58                  | 25             | -                                 | 40                    | -                       | 9           | 132          |

The restructuring provision relates to headcount reduction actions in the services business to improve its operational efficiency. Pensions reflects the funded status on defined benefit pension plans. Deferred taxes arise primarily due to timing differences on leases and to tax effecting the pension accounting in equity, offset by other timing differences arising from goodwill and trading activity. "Other" relates principally to warranty and recourse provisions, to the EC Directive on the recovery and recycling of products from electrical manufacturers, and to the anticipated dilapidations costs claimable against group companies regarding various leased premises.

The pension and other post-retirement benefits impacts in other comprehensive income increased by €396m - €289m net of tax - due to the annual re-measurement of the funded status of group final salary plans (€289m) and medical benefits (€22m) with a further €22m decrease from our investment in Fuji Xerox. There were no current year pensions impacts from acquisitions (2013: €3m increase) - (refer note 27 Pensions and note 28 Retiree Medical Benefits). The legal disputes provision relates to legal cases in Brazil between Xerox, former employees and the Brazilian government. The net decrease is primarily due to reversal of provisions due to favourable case decisions.

## 23. Shareholder's equity

For information on shareholder's equity, see the Xerox Investments Europe B.V. Company financial statements, note 41.



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## **24. Contingent liabilities and off-balance sheet commitments**

### ***Contingent liabilities***

Our Brazilian operations are involved in various litigation matters and have received or been the subject of numerous governmental assessments related to indirect and other taxes, as well as disputes associated with former employees and contract labour. The tax matters comprise a significant portion of total contingencies, principally relate to claims for taxes on internal transfer of inventory, municipal service taxes on rentals and gross revenue taxes. At 31 December 2014 there are reserves in place to cover the anticipated losses and the total contingent liabilities for the various cases are €672 million reduced by €4 million over the previous year end. In connection with these disputes, local regulations may require escrow cash deposits or post other security of up to 50% of the total disputed value. At the year end there were €111 million of escrow cash deposits, €15m of liens on Brazilian assets and additional letters of credit of €201 million. Generally, any escrowed amounts would be refunded and any liens would be removed to the extent the matters are resolved in our favour.

In 1997, the Group purchased the entire share capital of the Rank Organisation Limited now XRO Limited. The Rank Organisation Limited and its subsidiary companies had a number of outstanding contingent liabilities, including guarantees, when it was acquired by the Group. Xerox Overseas Holdings Limited has been provided with an unlimited indemnity by The Rank Group Plc in respect of any loss arising from these contingent liabilities and guarantees.

Xerox Capital (Europe) Limited continues as a named borrower under the New Credit Facility, which is also guaranteed by Xerox Corporation. Xerox UK Holdings Limited and Xerox Overseas Holdings Limited have each provided a guarantee in respect of Xerox Capital (Europe) Limited.

No provision has been recorded in relation to the environmental contamination at the Oakville toner manufacturing site in Canada as management are not able to reliably estimate any range of possible outcomes. The book value of assets held in relation to this property is \$CAD 5.7 million (€4 million), which is considered to be the maximum potential exposure in relation to this matter.

There are contingent liabilities amounting to €83 million (2013 - 108 million) of which €22 million is in respect of legal disputes, and €61 million relates to recoverable monies under factoring arrangements which will be resolved over the next 12 months. There are no liens and guarantees provided (2013 - €nil million).

### ***Off-balance sheet commitments***

At 31 December 2014, the Group had no outstanding capital commitments (2013 - €nil).

There are also long-term operating lease commitments of €124 million (2013 - €187 million), of which €48 million are due in 2015, €70 million are due up to 2019 and €6 million thereafter. Amounts charged during the year in respect of operating leases was €34m.

In 2007, the Group outsourced its shared financial support operations to IBM. Under the terms of this agreement, if the company were to end this arrangement during 2014, termination fees of €2 million would be payable.

Xerox Investments Europe BV has issued various guarantees in relation to the liabilities of subsidiaries included in these consolidated accounts. The guarantees are principally under Section 403,1 sub f of Book 2 of the Netherlands Civil Code or section 479C of the UK Companies Act 2006. Details of the individual subsidiaries covered by the guarantees are given in Note 42.



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## 25. Notes to the consolidated statement of cash flows

|   | At<br>01/01/2014<br>€m | Cash<br>Inflow /<br>(Outflow)<br>€m | Exchange<br>rate<br>changes<br>€m | At<br>31/12/2014<br>€m |
|---|------------------------|-------------------------------------|-----------------------------------|------------------------|
| Bank & institutional borrowings             | 5                      | 1                                   | -                                 | 6                      |
| Owing to Xerox Corporation and subsidiaries | 31                     | 78                                  | 7                                 | 116                    |
| <b>Short term debt</b>                      | <b>36</b>              | <b>79</b>                           | <b>7</b>                          | <b>122</b>             |
| Bank & institutional borrowings             | 6                      | 4                                   | -                                 | 10                     |
| Owing to Xerox Corporation and subsidiaries | 1,074                  | (42)                                | 73                                | 1,105                  |
| <b>Long term debt</b>                       | <b>1,080</b>           | <b>(38)</b>                         | <b>73</b>                         | <b>1,115</b>           |
| <b>Net debt</b>                             | <b>1,116</b>           | <b>41</b>                           | <b>80</b>                         | <b>1,237</b>           |

## 26. Related party transactions

(i) Principal related parties of XIE B.V. and subsidiaries

| Related Party       | Relationship                       |
|---------------------|------------------------------------|
| Xerox Corporation   | Parent company                     |
| Fuji Xerox Co., Ltd | Principal non-consolidated company |
| Xerox pension funds | Various pension funds              |

(ii) Transactions with the related parties include sales and purchases of goods and services and are priced at arms'-length and in accordance with established agreements and guidelines. The recent changes in Dutch reporting regulations mean that only significant transactions with related parties outside of usual day to day business need to be disclosed. We will therefore only provide such information in future when these circumstances arise.

## 27. Pensions

The Group applies ASC 715-30 Compensation – Retirement Benefits – Defined Benefit Plans - Pensions in common with our parent company, Xerox Corporation. The Group sponsors numerous defined benefit and defined contribution pension schemes throughout its subsidiaries. Substantially all of the defined benefit schemes are self-administered and their assets are held independently of the Company's finances. The measurement date for our defined benefit schemes is 31 December. Information regarding its pension plans is presented below and includes the impact of the companies acquired or contributed to the group in the year.

### Pensions Benefits

|  | 2014         | 2013         |
|--|--------------|--------------|
|  | €m           | €m           |
| Change in Benefit Obligation           |              |              |
| <b>Benefit obligation, 1 January</b>   | <b>4,825</b> | <b>5,030</b> |
| Service cost                           | 25           | 68           |
| Interest cost                          | 205          | 196          |
| Plan participants' contributions       | 4            | 4            |
| Plan amendments                        | (5)          | (11)         |
| Actuarial (gain) / loss                | 805          | (153)        |
| Currency exchange rate changes         | 242          | (141)        |
| Business Combinations                  | -            | 42           |
| Curtailments                           | (3)          | (11)         |
| Special termination benefits           | 1            | (3)          |
| Actual Expenses                        | (1)          | (2)          |
| Benefits paid/settlements              | <u>(206)</u> | <u>(194)</u> |
| <b>Benefit obligation, 31 December</b> | <b>5,892</b> | <b>4,825</b> |



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|   | <b>2014</b>  | <b>2013</b>  |
|---|--------------|--------------|
|   | <b>€m</b>    | <b>€m</b>    |
| Change in Plan assets                         |              |              |
| <b>Fair value of plan assets, 1 January</b>   | <b>4,190</b> | <b>4,081</b> |
| Actual return on plan assets                  | 677          | 246          |
| Employer contribution                         | 120          | 153          |
| Plan participants' contributions              | 4            | 4            |
| Asset reclassification                        | -            | -            |
| Currency exchange rate changes                | 225          | (119)        |
| Settlements                                   | (2)          | (3)          |
| Actual Expenses                               | (3)          | (2)          |
| Business Combinations                         | -            | 24           |
| Benefits paid                                 | <u>(206)</u> | <u>(194)</u> |
| <b>Fair value of plan assets, December 31</b> | <b>5,005</b> | <b>4,190</b> |

**Funded status (including under-funded and non-funded plans)**

|                                 |              |              |
|---------------------------------|--------------|--------------|
| Benefit obligation, December 31 | (5,892)      | (4,825)      |
| Plan assets, December 31        | <u>5,005</u> | <u>4,190</u> |
| <b>(Un)Funded status</b>        | <b>(887)</b> | <b>(635)</b> |



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**Amounts recognized in the Consolidated Balance Sheet consists of:**

|                                     | <b>2014</b>  | <b>2013</b>  |
|-------------------------------------|--------------|--------------|
|                                     | €m           | €m           |
| Prepaid benefit cost (note 17)      | 13           | 40           |
| Accrued benefit liability (note 22) | <u>(901)</u> | <u>(675)</u> |
| <b>Net amount recognised</b>        | <b>(888)</b> | <b>(635)</b> |

**Accumulated other comprehensive income analysis (pre-tax):**

|   |              |              |
|---|--------------|--------------|
| Net actuarial loss                            | <u>1,694</u> | <u>1,265</u> |
| <b>Accumulated other comprehensive income</b> | <b>1,694</b> | <b>1,265</b> |

The accumulated benefit obligation for all defined benefit pension plans which are underfunded or non-funded was €5,369 million and €4,368 million at 31 December 2014 and 2013, respectively. Information for pension plans with an accumulated benefit obligation in excess of plan assets is presented below.

|  | <b>2014</b> | <b>2013</b> |
|--|-------------|-------------|
|  | €m          | €m          |
| <b>Under-funded or non-funded plans</b>  |             |             |
| Aggregate projected benefit obligation   | 5,600       | 4,165       |
| Aggregate accumulated benefit obligation | 5,369       | 4,368       |
| Aggregate fair value of plan assets      | 4,756       | 3,694       |

The Group's defined benefit retirement plans provide employees with a benefit at the greater of (i) the benefit calculated under a highest average pay and years of service formula, or (ii) the benefit calculated under a formula that provides for the accumulation of salary and interest credits during an employee's work life.



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| <b>Components of Net Periodic Benefit Cost</b> | <b>2014<br/>€m</b> | <b>2013<br/>€m</b> |
|--|--------------------|--------------------|
| <b>Defined benefit plans</b>                   |                    |                    |
| Service cost                                   | 25                 | 68                 |
| Interest cost                                  | 205                | 196                |
| Expected return on plan assets                 | (258)              | (239)              |
| Recognized net actuarial loss                  | 41                 | 58                 |
| Amortization of prior service cost             | (1)                | -                  |
| Recognized net transition asset                | -                  | -                  |
| Recognized curtailment/settlement loss         | (1)                | 1                  |
| <b>Net periodic benefit cost</b>               | <b>11</b>          | <b>84</b>          |
| Defined contribution plans                     | 34                 | 20                 |
| <b>Total</b>                                   | <b>46</b>          | <b>104</b>         |



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**Other Changes in Plan Assets and Benefit Obligations Recognised in Other Comprehensive Income.**

|   | <b>2014</b>  | <b>2013</b> |
|---|--------------|-------------|
|   | <b>€m</b>    | <b>€m</b>   |
| Components of Net Periodic Benefit Cost   |              |             |
| <b>Defined benefit plans</b>  |              |             |
| Service cost  | 25           | 68          |
| Interest cost   | 205          | 196         |
| Expected return on plan assets  | (258)        | (239)       |
| Recognized net actuarial loss   | 41           | 58          |
| Amortization of prior service cost  | (1)          | -           |
| Recognized net transition asset   | -            | -           |
| Recognized curtailment/settlement loss  | (1)          | 1           |
| <b>Net periodic benefit cost</b>  | <b>11</b>    | <b>84</b>   |
| Defined contribution plans  | 34           | 20          |
| <b>Total</b>  | <b>46</b>    | <b>104</b>  |
|   | <b>2014</b>  | <b>2013</b> |
|   | <b>€m</b>    | <b>€m</b>   |
| Net actuarial (loss) / gain   | (391)        | 163         |
| Prior service cost  | (1)          | -           |
| Amortization of Net actuarial gain  | 41           | 58          |
| Amortization of Prior service credit  | 5            | 10          |
| Recognised Curtailment/ Settlement Loss   | (2)          | -           |
| Total Recognized in other comprehensive income                                      | (348)        | 231         |
| <b>Total Recognized in Net Periodic Benefit Cost and Other Comprehensive Income</b> | <b>(337)</b> | <b>315</b>  |

The net actuarial loss and prior service cost that will be amortized from accumulated other comprehensive loss into net periodic benefit cost over the next fiscal year are €67m and €2m benefit, respectively.



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The investment mix of the plan assets is as follows:

| Planned Asset Defined benefit plans | 2014         |             | 2013         |             |
|-------------------------------------|--------------|-------------|--------------|-------------|
|                                     | €m           | %           | €m           | %           |
| Cash & Equivalent                   | 500          | 10%         | 498          | 12%         |
| Equity Securities                   | 1583         | 31%         | 1,590        | 38%         |
| Debt Securities                     | 2028         | 41%         | 1,480        | 35%         |
| Real Estate                         | 410          | 8%          | 154          | 4%          |
| Other                               | 484          | 10%         | 468          | 11%         |
| <b>Total</b>                        | <b>5,005</b> | <b>100%</b> | <b>4,190</b> | <b>100%</b> |

None of the investments include debt or equity securities of Xerox Corporation

### *Investment Strategy*

During 2014 target asset allocations again had to be kept flexible to respond to the volatility in the investment markets. As a consequence, the holding of cash and equivalent assets has been maintained at elevated levels. Detailed investment decisions are taken at the level of the individual plans in each country and the targets quoted are a weighting of activities across all of the plans.

We employ a total return investment approach whereby a mix of equities and non-current income investments are used to maximise the long-term return on plan assets for a prudent level of risk. The investment portfolio contains a diversified blend of equity and non-current income investments established by careful consideration of plan liabilities, plan funded status, and the Group's financial condition. Other investments such as real estate are used to improve portfolio diversification.

### *Expected Long Term Rate of Return*

A "building block" approach is employed in determining the long-term rate of return for plan assets. Historical markets are studied and long-term relationships between equities and non-current income securities are assessed. Current market factors such as inflation and interest rates are evaluated before long-term capital market assumptions are determined. The long-term portfolio return is established giving consideration to investment diversification and rebalancing. Peer data and historical returns are reviewed periodically to assess reasonableness and appropriateness.



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| <b>Determination of Benefit Obligations</b>    | <b>2014</b> | <b>2013</b> |
|--|-------------|-------------|
| Weighted average assumptions as of December 31 | %           | %           |
| Discount rate                                  | 3.2         | 4.2         |
| Expected return on plan assets                 | 5.2         | 6.1         |
| Rate of compensation increase                  | 2.7         | 2.7         |

| <b>Determination of net Benefit Cost</b>    | <b>2015</b> | <b>2014</b> | <b>2013</b> |
|---|-------------|-------------|-------------|
| Weighted average assumptions as of December | %           | %           | %           |
| Discount rate                               | 3.2         | 4.2         | 4.0         |
| Expected return on plan assets              | 5.2         | 6.1         | 6.1         |
| Rate of compensation increase               | 2.7         | 2.7         | 2.7         |

Pension contributions in 2015 are expected to be €113m

Expected benefit payouts are set out in the table below

| <b>Estimated Future Benefit Payments</b> | <b>€m</b> |
|--|-----------|
| 2015                                     | 207       |
| 2016                                     | 207       |
| 2017                                     | 215       |
| 2018                                     | 221       |
| 2019                                     | 229       |
| 2020 and beyond                          | 1,264     |



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## 28. Retiree Medical Benefits

The Group applies ASC 715-30 Compensation – Retirement Benefits – Defined Benefit Plans - Pensions in common with our parent company, Xerox Corporation. The retiree medical benefits detailed relate primarily to the Group's Canadian subsidiaries.

|  | 2014       | 2013       |
|--|------------|------------|
|  | €m         | €m         |
| Change in Benefit Obligation           |            |            |
| Benefit obligation, 1 January          | 108        | 123        |
| Service cost                           | 3          | 3          |
| Interest cost                          | 5          | 5          |
| Actuarial (gain) / loss                | 6          | (7)        |
| Balance Sheet reclass                  | (1)        | 1          |
| Currency exchange rate changes         | 5          | (13)       |
| Benefits paid/settlements              | (3)        | (4)        |
| <b>Benefit obligation, 31 December</b> | <b>123</b> | <b>108</b> |

### Amounts recognized in the Consolidated Balance Sheet consists of:

|                                     |     |     |
|-------------------------------------|-----|-----|
| Accrued Benefit Liability (note 22) | 123 | 108 |
|-------------------------------------|-----|-----|

The Retiree Medical Benefits benefit obligation is non-funded. Cash contributions are made to cover the benefits paid in the year.

### Accumulated other comprehensive income analysis (pre-tax):

|   | 2014      | 2013      |
|---|-----------|-----------|
| Net actuarial loss                            | 23        | 16        |
| Prior service credit                          | (1)       | (1)       |
| <b>Accumulated other comprehensive income</b> | <b>22</b> | <b>15</b> |



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## 29. Average number of employees

|                 |                          | 2014        | 2013        |
|-----------------|--------------------------|-------------|-------------|
|                 |                          | 000s        | 000s        |
| Sales & Service | Netherlands              | 1.5         | 1.1         |
|                 | Other EU countries       | 17.3        | 14.4        |
|                 | Other European Countries | 1.8         | 2.7         |
|                 | Rest of world            | 39.5        | 37.7        |
| Manufacturing   |                          | <u>1.6</u>  | <u>1.5</u>  |
| <b>Total</b>    |                          | <b>61.7</b> | <b>57.4</b> |

## 30. Audit fees

The following audit fees were expensed in the profit and loss account in the reporting period

|                                   | 2014       | 2013       |
|-----------------------------------|------------|------------|
|                                   | €m         | €m         |
| Audit of the financial statements | 3.8        | 4.2        |
| Other audit procedures            | 0.3        | 0.2        |
| Tax services                      | 0.3        | 0.2        |
| Other non-audit services          | <u>-</u>   | <u>0.2</u> |
| <b>Total</b>                      | <b>4.4</b> | <b>4.8</b> |

The fees listed above relate only to the procedures applied to the Company and its consolidated group entities by accounting firms and external auditors as referred to in Section 1(1) of the Dutch Accounting Firms Oversight Act (Dutch acronym: Wta)



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### 31. Estimated Fair Value of Financial Assets and Liabilities at cost

| Euros millions          |            | 2014           |            |            | 2013           |            |
|-------------------------|------------|----------------|------------|------------|----------------|------------|
| Loan excluding interest | Interest % | Carrying value | Fair value | Interest % | Carrying value | Fair value |
| US Dollars Fixed        | 5          | 24             | 24         | 5          | 21             | 22         |
| US Dollars Fixed        | 5          | 3              | 3          | 5          | 3              | 3          |
| US Dollars Fixed        | 4          | 6              | 6          | 4          | 6              | 6          |
| US Dollars Fixed        | 3          | 10             | 10         | 3          | 9              | 9          |
| US Dollars Fixed        | 3          | 7              | 8          | 3          | 7              | 7          |
| Pound sterling Fixed    | 8          | 38             | 45         | 8          | 29             | 31         |
| Pound sterling Fixed    | 8          | 31             | 32         | 8          | 36             | 42         |
| Pound sterling Fixed    | 7          | 36             | 41         | 7          | 34             | 38         |
| Pound sterling Fixed    | 5          | 11             | 12         | 5          | 11             | 11         |
| Pound sterling Fixed    | 6          | 23             | 26         | 6          | 21             | 22         |
| Pound sterling Fixed    | 5          | 192            | 205        | 5          | 179            | 184        |
| Pound sterling : Fixed  | 4          | 121            | 126        | 4          | 185            | 191        |
| Pound sterling : Fixed  | 4          | 47             | 51         | -          | -              | -          |
| Pound sterling : Fixed  | 5          | 36             | 37         | -          | -              | -          |
| Pound sterling : Fixed  | 5          | 39             | 41         | 5          | 44             | 48         |
| <b>TOTAL</b>            |            | <b>624</b>     | <b>667</b> |            | <b>585</b>     | <b>614</b> |

The fair value of long term debt is based upon quoted market interest rates at the balance sheet date, using those interest rates against the interest flows under the debt in issue to calculate the current value which could be supported by those flows. New long term loans from affiliated companies were put in place during 2014. However, only those loans which are or have previously been longer term in nature and carry fixed interest rates are shown in the above analysis. The fair value of other financial assets and liabilities approximates their book value unless otherwise stated. Effective July 16th 2013 the Sterling £295 million Fixed Eurobond (€361m) matured and was refinanced with a 3 year fixed £185 million loan. £30m of the fixed loan was repaid on the 30 Nov 2013 and a further £30m of the fixed loan was repaid on the 30 May 2014 & 30 Nov 2014.

## 32. Financial Instruments

### *Financial instruments at fair value*

The table below shows financial instruments stating their fair value as at 31 December 2014 and changes in value recognised directly either through equity or through profit or loss.

|   | Fair value as<br>at 31 December<br>2014 | Recognised through<br>Equity | Recognised<br>through<br>profit or loss |
|---|---|------------------------------|---|
|   | €m                                      | €m                           | €m                                      |
| <b>Derivative financial instruments</b> |   |                              |   |
| Forward exchange contracts              | (1)                                     | -                            | (1)                                     |
| Participating Forward Contracts         | 2                                       | 2                            | -                                       |
|   | 1                                       | 2                            | (1)                                     |

### *Derivative financial instruments*

Forward exchange contracts are used to hedge foreign currency balances and anticipated cash flows. Hedges of anticipated cash flows have been designated under cash flow hedge accounting rules. The gains and losses from the re-measurement of these derivatives are taken to equity and released to cost of sales when the earnings are impacted by the hedged purchases. The ineffective portion of any gains or losses is taken to the Income Statement.

Derivatives that are non-designated hedges are accounted for by taking their "mark to market" movements directly through the Income Statement.

All derivatives will mature in less than one year.

## 33. Non-Controlling Interests

|                                  | 2014<br>€m | 2013<br>€m |
|----------------------------------|------------|------------|
| Balance as at 1 January          | 43         | 49         |
| New consolidation                | 2          | -          |
| Result for the financial year    | 6          | 2          |
| Dividend                         | (3)        | (3)        |
| Exchange Difference              | (1)        | (5)        |
| <b>Balance as at 31 December</b> | <b>47</b>  | <b>43</b>  |

The new consolidation reflects the change in status of Xerox India Limited from an associate to a fully consolidated subsidiary with an 11% non-controlling interest.



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### 34. Principal Subsidiaries and Associates at 31 December 2014

#### (i) Subsidiaries of Xerox Investments Europe B V

|                                       | Country of<br>incorporation | Registered<br>office | Percentage of ordinary<br>share capital owned<br>directly by XIE B V (%) |
|---------------------------------------|-----------------------------|----------------------|--|
| Xerox UK Holdings Limited             | England                     | Uxbridge             | 100  |
| Xerox Holdings (Ireland) Limited      | Ireland                     | Dublin               | 100  |
| Xerox Israel Limited                  | Israel                      | Tel Aviv             | 100  |
| XC Trading Singapore (Pte) Limited    | Singapore                   | Singapore            | 100  |
| XC Global Trading BV                  | The Netherlands             | Breukelen            | 100  |
| Xerox Middle East Investments Limited | Bermuda                     | Bermuda              | 100  |
| Buck Consultants Limited              | Canada                      | Toronto              | 100  |

#### (ii) Subsidiaries of Xerox UK Holdings Limited

100% ordinary shares owned unless stated  
otherwise

|   | Country of<br>incorporation | Registered<br>office |
|---|-----------------------------|----------------------|
| Voice Star Sh p k   | Albania                     | Vlore                |
| Eagle Connect Sh p k  | Albania                     | Vlore                |
| Wireless Data Services (Proprietary) Limited                | Australia                   | Wollongong           |
| Hugh Symons Wireless Data Services Pty Limited              | Australia                   | Wollongong           |
| Xerox Austria GmbH  | Austria                     | Vienna               |
| x system services GmbH                                      | Austria                     | Vienna               |
| Xerox Office Supplies GmbH                                  | Austria                     | Vienna               |
| Xerox Leasing GmbH  | Austria                     | Vienna               |
| Xerox Global Services GmbH                                  | Austria                     | Vienna               |
| ACS Austria GmbH  | Austria                     | Vienna               |
| ACS International (Barbados) Limited                        | Barbados                    | St Michael           |
| Xerox Financial Services Belux SA                           | Belgium                     | Zaventem             |
| NV Xerox SA   | Belgium                     | Zaventem             |
| ACS of Belgium SPRL   | Belgium                     | Anderlecht           |
| Xerox Management Services NV                                | Belgium                     | Zaventem             |
| ACS do Brasil Limitada                                      | Brazil                      | Sao Paulo            |
| Xerox Servicos e Participacoes LTDA (Brazil)                | Brazil                      | Sao Paulo            |
| Xerox Comercio e Industria LTDA                             | Brazil                      | Sao Paulo            |
| ACS HR Solucoes Servicos de Recursos Humanos do Brasil Ltda | Brazil                      | Sao Paulo            |
| Xerox Bulgaria EOOD   | Bulgaria                    | Sofia                |
| Xerox Canada Inc.   | Canada                      | Toronto              |
| Xerox Canada Finance Inc                                    | Canada                      | Toronto              |
| ACS Public Sector Solutions Inc.                            | Canada                      | Toronto              |
| ACS Government Solutions Canada Inc.                        | Canada                      | Toronto              |
| ACS HR Solutions Canada Co                                  | Canada                      | Toronto              |
| Xerox Canada Limited  | Canada                      | Toronto              |
| LaserNetworks Inc   | Canada                      | Toronto              |
| 6999816 Canada Inc  | Canada                      | Toronto              |

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|   |                    |               |
|---|--------------------|---------------|
| Green Imaging Supplies Inc                                | Canada             | Toronto       |
| ACS Solutions Chile SA                                    | Chile              | Santiago      |
| ACS Tianjin Co Limited                                    | China              | Tianjin       |
| ACS Cyprus Holdings Limited                               | Cyprus             | Limassol      |
| Xerox Czech Republic s r o                                | Czech Republic     | Prague        |
| ACS Czech Republic s r o                                  | Czech Republic     | Prague        |
| Xerox A/S   | Denmark            | Ballerup      |
| Xerox Financial Services Danmark A/S                      | Denmark            | Ballerup      |
| ACS Business Process (Dominican Republic) SA              | Dominican Republic | Santo Domingo |
| ACS Business Process Solutions Limited                    | England            | London        |
| ACS Information Technologies UK Limited                   | England            | Telford       |
| ACS Worldwide Lending Limited                             | England            | London        |
| Anix Business Systems Limited                             | England            | London        |
| Anix Computers Limited                                    | England            | London        |
| Anix Group Limited  | England            | London        |
| Anix Holdings Limited                                     | England            | London        |
| Bevis Trustees Limited                                    | England            | London        |
| Blue River Systems Limited                                | England            | London        |
| Buck Consultants (Administration and Investments) Limited | England            | London        |
| Buck Consultants (Healthcare) Limited                     | England            | London        |
| Buck Consultants Limited                                  | England            | London        |
| Concept Group Limited                                     | Scotland           | Edinburgh     |
| Concept Group (Sales) Limited                             | Scotland           | Edinburgh     |
| Continua Limited  | England            | Uxbridge      |
| Posetiv Limited   | England            | London        |
| Red Squared Limited                                       | England            | London        |
| P R Systems Limited                                       | England            | Telford       |
| RRXIL Limited   | England            | Uxbridge      |
| Spur Information Solutions Limited                        | England            | London        |
| Syan Holdings Limited                                     | England            | Telford       |
| Syan Technology Limited                                   | England            | Telford       |
| Talking People Limited                                    | England            | London        |
| Triton Business Finance Limited                           | England            | Uxbridge      |
| VBHG Limited  | England            | London        |
| Wireless Data Services Limited                            | England            | Dorset        |
| Xerox Finance Limited                                     | England            | Uxbridge      |
| Xerox Overseas Holdings Limited                           | England            | Uxbridge      |
| Xerox Limited   | England            | Uxbridge      |
| Xerox Capital (Europe) Limited                            | England            | Uxbridge      |
| Xerox Property Services Limited                           | England            | London        |
| XRO Limited   | England            | Uxbridge      |
| XRI Limited   | England            | Uxbridge      |
| Xerox (UK) Limited  | England            | Uxbridge      |
| ACS (Fiji) Limited  | Fiji               | Suva          |
| Xerox Oy  | Finland            | Espoo         |
| Xerox Financial Services Finland Oy                       | Finland            | Espoo         |
| Xerox SAS   | France             | Paris         |
| Xerobail SAS  | France             | Paris         |
| Xerox General Services SAS                                | France             | Paris         |



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|  |                 |                   |
|--|-----------------|-------------------|
| Xerox Financial Services SAS                     | France          | Neuilly sur Seine |
| ACS Business Process Solutions SAS               | France          | Toulouse          |
| ACS Holdings (France) SAS                        | France          | Paris             |
| ACS Solutions France SAS                         | France          | Guilherand        |
| ACS Strategic Support France EURL                | France          | Paris             |
| Xerox Document Supplies SNC                      | France          | Paris             |
| SET France                                       | France          | Paris             |
| Xerox GmbH                                       | Germany         | Neuss             |
| Xerox Leasing Deutschland GmbH                   | Germany         | Neuss             |
| Xerox Holding Deutschland GmbH                   | Germany         | Neuss             |
| Xerox Dienstleistungsgesellschaft GmbH           | Germany         | Neuss             |
| Xerox Reprographische Services GmbH              | Germany         | Neuss             |
| Xerox Capital Services Verwaltungs GmbH          | Germany         | Neuss             |
| ACS of Germany GmbH                              | Germany         | Flensburg         |
| ACS Holdings (Germany) GmbH                      | Germany         | Flensburg         |
| ACS HR Solutions Germany GmbH                    | Germany         | Flensburg         |
| sds business services GmbH                       | Germany         | Mulheim           |
| ACS BPS Ghana Limited                            | Ghana           | Accra             |
| Xerox Hellas AEE                                 | Greece          | Athens            |
| ACS BPS de Guatemala SA                          | Guatemala       | Guatemala         |
| Xerox Hungary Trading Limited                    | Hungary         | Budapest          |
| ACS Solutions Hong Kong Limited                  | Hong Kong       | Wan Chai          |
| ACS of India Private Limited                     | India           | Bangalore         |
| Xerox (Ireland) Limited                          | Ireland         | Dublin            |
| ACS Ireland Limited                              | Ireland         | Dublin            |
| Irish Business Systems Limited                   | Ireland         | Cork              |
| Xerox SpA  | Italy           | Milan             |
| Xerox Italia Rental Services s r l               | Italy           | Milan             |
| Xerox Financial Services Italia SpA              | Italy           | Milan             |
| ACS Solutions Italia SpA                         | Italy           | Milan             |
| Nuova Karel Soluzioni srl                        | Italy           | Milan             |
| XLW Srl  | Italy           | Milan             |
| XLW Star S r l                                   | Italy           | Milan             |
| ACS Business Process Solutions (Jamaica) Limited | Jamaica         | St James          |
| Xerox Kazakhstan Limited Liability Partnership   | Kazakhstan      | Astana            |
| Xerox Luxembourg SA                              | Luxembourg      | Luxembourg        |
| ACS Malaysia Sdn Bhd                             | Malaysia        | Kuala Lumpur      |
| ACS Malta Limited                                | Malta           | Valletta          |
| Xerox (Nederland) B V                            | The Netherlands | Breukelen         |
| Xerox Document Supplies B V.                     | The Netherlands | Breukelen         |
| Xerox Manufacturing (Nederland) BV               | The Netherlands | Breukelen         |
| Xerox Financial Services BV                      | The Netherlands | Breukelen         |
| Veenman BV                                       | The Netherlands | Rotterdam         |
| Veenman Financial Services BV                    | The Netherlands | Rotterdam         |
| Xerox Business Services (Netherlands) BV         | The Netherlands | The Hague         |
| Xerox Services BV                                | The Netherlands | Breukelen         |
| ACS International BV                             | The Netherlands | Amsterdam         |
| ACS HR Solutions Nederland BV                    | The Netherlands | Rotterdam         |
| Wilhaave Groep BV                                | The Netherlands | Rotterdam         |

|  |                    |             |
|--|--------------------|-------------|
| Unamic Holding BV                                  | The Netherlands    | Flevo       |
| Unamic / HCN BV                                    | The Netherlands    | Flevo       |
| Unamic / HVN BVBA                                  | Belgium            | Bruxelles   |
| Xerox AS   | Norway             | Lysaker     |
| Xerox Financial Services Norway AS                 | Norway             | Lysaker     |
| ACS Solutions Peru S.A (71.7%)                     | Peru               | Lima        |
| ACS of the Philippines Inc                         | The Philippines    | Makati City |
| Xerox Polska Sp. z o.o                             | Poland             | Warsaw      |
| ACS of Poland SP z o.o                             | Poland             | Zabierzow   |
| Xerox Portugal Equipamentos de Escritorio Limitada | Portugal           | Lisbon      |
| Creditex-Aluguer de Equipamentos SA                | Portugal           | Lisbon      |
| Xerox (Romania) Echipamente Si Servicii SA         | Romania            | Bucharest   |
| Xerox (C I S ) LLC                                 | Russian Federation | Moscow      |
| Wireless Data Services (Asia Pac) Pte Limited      | Singapore          | Singapore   |
| Xerox Slovenija d.o.o                              | Slovenia           | Ljubljana   |
| ACS of Spain SL                                    | Spain              | Barcelona   |
| ACS Solutions Spain SL                             | Spain              | Madrid      |
| Buck Consultants SL                                | Spain              | Madrid      |
| Xerox España, SAU                                  | Spain              | Madrid      |
| Xerox Fabricacion SAU                              | Spain              | Madrid      |
| Xerox Office Supplies SAU                          | Spain              | Madrid      |
| Xerox Renting SAU                                  | Spain              | Madrid      |
| ACS (Proprietary) Limited                          | South Africa       | Rosebank    |
| Telenamic NV (50%)                                 | Suriname           | Paramaribo  |
| Xerox Sverige AB                                   | Sweden             | Stockholm   |
| Xerox Financial Services Sverige AB                | Sweden             | Stockholm   |
| Xerox AG   | Switzerland        | Zurich      |
| Xerox Finance AG                                   | Switzerland        | Zurich      |
| ACS Solutions Schweiz AG                           | Switzerland        | Bern        |
| ACS GmbH   | Switzerland        | Wien        |
| Xerox Büro Aracları Ticaret ve Servis AS           | Turkey             | Istanbul    |
| Unamic HCN Musteri Hizmetleri Limited Sirketi      | Turkey             | Istanbul    |
| Xerox (Ukraine) Limited LLC                        | Ukraine            | Kiev        |
| Imaging Business Systems NI Limited                | Northern Ireland   | Belfast     |

(iii) *Subsidiaries of Xerox Holdings (Ireland) Limited*

100% ordinary shares owned unless stated otherwise

|   |         |              |
|---|---------|--------------|
| Xerox (Europe) Limited                  | Ireland | Dublin       |
| Xerox XF Holdings (Ireland) Limited     | Ireland | Dublin       |
| Xerox Leasing Ireland Limited           | Jersey  | St Helier    |
| Xerox Finance (Ireland) Limited         | England | High Wycombe |
| NewField Information Technology Limited | England | London       |
| Xerox India Limited*                    | India   | Delhi        |

All the above except Xerox India Limited (\*), are wholly owned subsidiaries

XIEBV owns 89% of the shareholding through two of its subsidiaries, Xerox Limited and Xerox Trading Singapore (Pte) Limited

**PWC**

For identification purposes only

*(iv) Subsidiaries of XC Trading Singapore (Pte) Limited*

100% ordinary shares owned unless stated otherwise

|                                  |                              |              |
|----------------------------------|------------------------------|--------------|
| XC Trading Shenzhen Co Limited   | Peoples Republic of<br>China | Shenzhen     |
| XC Trading Korea                 | Korea                        | Seoul        |
| XC Trading Japan                 | Japan                        | Kanagawa-Ken |
| XC Trading Hong Kong Pte Limited | Hong Kong                    | Kowloon      |
| XC Trading Malaysia Sdn Bhd      | Malaysia                     | Kuala Lumpur |
| Xerox India Limited (89%)        | India                        | Delhi        |

*(v) Subsidiaries of Xerox Middle East Investments (Bermuda) Limited*

100% ordinary shares owned unless stated otherwise

|                              |         |            |
|------------------------------|---------|------------|
| Bessemer Insurance Limited   | Bermuda | Hamilton   |
| Xerox Egypt SAE (75%)        | Egypt   | Cairo      |
| Xerox Equipment Limited      | Bermuda | Hamilton   |
| Xerox Maroc SA               | Morocco | Casablanca |
| Xerox Products Limited (51%) | Bermuda | Hamilton   |

*(vi) Associates*

|                                 |       |       |
|---------------------------------|-------|-------|
| Fuji Xerox Co , Ltd (25% owned) | Japan | Tokyo |
| Xerox Emirates LLC (49 % owned) | UAE   | Dubai |

**Parent Company**

The Company's parent company is Xerox Corporation, which is incorporated in the United States of America. Copies of the Xerox Corporation Annual Report and Accounts may be obtained from The Investor Relations Department, Xerox Corporation, Norwalk World Headquarters, 45 Glover Avenue, Norwalk, Connecticut 06856, USA ([www.xerox.com](http://www.xerox.com))

**34. Discontinued Operations**

In 2014, Xerox Corporation announced that it would sell its global IT Outsourcing business to Atos. This sale completed in June 2015. The activities of the IT Outsourcing business for 2014 have been designated as discontinued operations. There are also residual impacts in 2014 relating to the sale of the European paper business in 2013 which contributed a gain of €0.7m to the overall discontinued operations result.

In 2014 the revenue of the discontinued operation amounts to €133m (2013: €249m), the expenses €110m (2013: €269m), resulting in a profit from ordinary activities before tax of €23m (2013: €20m profit). The tax charge amounts to €5m (2013: €1m charge). The IT Outsourcing business generated positive cash flows for the Group in 2014 of €3m. This IT Outsourcing business disposal affects the XIE BV group with the disposal of 15 subsidiaries with an investment carrying value of €125 million and asset transfers to the cumulative value of €8m.



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**XEROX INVESTMENTS EUROPE B.V.**  
**COMPANY BALANCE SHEET AS AT 31 DECEMBER 2014**  
*(after appropriation of result)*

|   | Note | 2014<br>€m   | 2013<br>€m   |
|---|------|--------------|--------------|
| <b>Non-current assets</b>                 |      |              |              |
| Intangible assets                         | 36   | 675          | 799          |
| Financial assets                          | 37   | 2,891        | 2,880        |
| <b>Current assets</b>                     |      |              |              |
| Debtors                                   | 38   | 4            | -            |
| <b>Current liabilities</b>                |      |              |              |
| Owing to Xerox Corporation and affiliates | 39   | -            | 107          |
| Current assets less current liabilities   |      | <u>4</u>     | <u>(107)</u> |
| <b>Assets less current liabilities</b>    |      | <b>3,570</b> | <b>3,572</b> |
| <b>Provisions</b>                         |      |              |              |
| Provisions for subsidiaries               | 40   | 33           | 50           |
| <b>Shareholder's equity</b>               |      |              |              |
| Issued share capital                      | 41   | 3,140        | 3,140        |
| Share premium                             | 41   | 491          | 580          |
| Legal reserve currency translation        | 41   | 51           | (135)        |
| Legal reserve associates                  | 41   | 970          | 900          |
| Other reserves                            | 41   | (1,260)      | (976)        |
| Retained earnings                         | 41   | <u>145</u>   | <u>13</u>    |
| <b>Total shareholder's equity</b>         | 41   | <b>3,537</b> | <b>3,522</b> |



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**XEROX INVESTMENTS EUROPE B.V.**  
**COMPANY PROFIT AND LOSS ACCOUNT**  
**FOR THE YEAR ENDED 31 DECEMBER 2014**

|   | <b>2014</b>  | <b>2013</b>  |
|---|--------------|--------------|
|   | €m           | €m           |
| Result of subsidiaries and associates after tax | 367          | 221          |
| Other result after tax                          | <u>(125)</u> | <u>(145)</u> |
| <b>Net result</b>                               | <b>242</b>   | <b>76</b>    |



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## Notes to the company financial statements

### 35. General Information

The company financial statements have been prepared in accordance with the statutory provisions of Part 9, Book 2, of the Netherlands Civil Code and the firm pronouncements in the Guidelines for Annual Reporting in the Netherlands as issued by the Dutch Accounting Standards Board

The accounting policies for the company financial statements and the consolidated financial statements are the same. Group companies are stated at net asset value in accordance with Note 3.3 to the consolidated financial statements

For the accounting policies for the company balance sheet and profit and loss account, reference is made to the notes to the consolidated balance sheet and profit and loss account on pages 13 to 22.

### 36. Intangible assets

The unamortised value of intangible assets consists substantially of goodwill

|                                    | Accum<br>Cost<br>€m | Net Book<br>Amortisation<br>€m | Value<br>€m |
|------------------------------------|---------------------|--------------------------------|-------------|
| Balance at 1 January 2014          | 3,178               | (2,379)                        | 799         |
| Amortisation                       | -                   | (124)                          | (124)       |
| <b>Balance at 31 December 2014</b> | <b>3,178</b>        | <b>(2,503)</b>                 | <b>675</b>  |



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### 37. Financial assets

#### (i) Affiliated companies

Principal companies affiliated to the Group within The Netherlands and elsewhere are shown on pages 48 to 52

#### (ii) Investments in subsidiary undertakings and associates at net asset value

|   | 2014<br>€m   | 2013<br>€m   |
|---|--------------|--------------|
| Opening balance                                 | 2,880        | 3,223        |
| Share of profit                                 | 369          | 221          |
| Exchange rate changes                           | 188          | (294)        |
| Net capital contributions                       | 9            | -            |
| Dividends received / (paid)                     | (248)        | (423)        |
| Other comprehensive income pre-tax pensions     | (390)        | 301          |
| Other comprehensive income tax pensions         | 105          | (72)         |
| Acquisitions and adjustments                    | (17)         | (56)         |
| Transfers from Provisions                       | (5)          | (20)         |
| <b>Total financial assets – closing balance</b> | <b>2,891</b> | <b>2,880</b> |

### 38. Current assets – debtors

|                       | 2014<br>€m | 2013<br>€m |
|-----------------------|------------|------------|
| Loans to subsidiaries | 4          | -          |



### **39. Current Liabilities owing to Xerox Corporation and affiliates**

|                         | <b>2014</b> | <b>2013</b> |
|-------------------------|-------------|-------------|
|                         | <b>€m</b>   | <b>€m</b>   |
| Loans from subsidiaries | -           | 107         |

### **40. Provisions**

|   | <b>2014</b> | <b>2013</b> |
|---|-------------|-------------|
|   | <b>€m</b>   | <b>€m</b>   |
| Opening balance                                     | 50          | 75          |
| Share of loss (profit)                              | 2           | (2)         |
| Transfers (to) / from Investments in Subsidiaries   | (5)         | (20)        |
| Other   | (16)        | 1           |
| Exchange rate changes                               | <u>2</u>    | <u>(4)</u>  |
| <b>Provision for subsidiaries – closing balance</b> | <b>33</b>   | <b>50</b>   |

In the opinion of the Directors, the Company has a constructive obligation to fund the ongoing activities of its subsidiaries. An assessment has been carried out for those subsidiaries that have negative equity and the provision has been adjusted to show a closing balance of €33 million, which is the Company's share in the negative equity value of the subsidiaries and is the Directors' best estimate of the obligation. The current year movement in the provision of €17 million decrease (2013: €25 million increase) represents the change in negative equity of the subsidiaries during the year due to profits generated, eliminations via merger and movements in Other consisting principally of a legal distribution of €21m received offset by an increase of €5m in minimum pension liability recognised in equity.



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#### 41. Shareholder's equity movement schedule

|   | Share<br>capital | Share<br>premium | Legal<br>reserves<br>currency<br>translation | Legal<br>associates | Other<br>reserves | Retained<br>earnings/<br>acc deficit | Total        |
|---|------------------|------------------|--|---------------------|-------------------|--------------------------------------|--------------|
|   | €m               | €m               | €m   | €m                  | €m                | €m                                   | €m           |
| Balance as at 1 January 2014              | 3,140            | 580              | (135)  | 900                 | (976)             | 13                                   | 3,522        |
| Movements                                 | -                | -                | -  | -                   | -                 | -                                    | -            |
| Net result for the year                   | -                | -                | -  | -                   | -                 | 242                                  | 242          |
| Contributions from parent                 | -                | 9                | -  | -                   | -                 | -                                    | 9            |
| Associate income                          | -                | -                | -  | 124                 | -                 | (124)                                | -            |
| Pension re-measurement                    | -                | -                | -  | -                   | (289)             | -                                    | (289)        |
| Derivatives re-measurement                | -                | -                | -  | -                   | 22                | -                                    | 22           |
| Dividend to parent                        | -                | (97)             | -  | -                   | -                 | (39)                                 | (136)        |
| Dividend from associates                  | -                | -                | -  | (53)                | -                 | 53                                   | -            |
| Acquisitions                              | -                | -                | -  | -                   | (17)              | -                                    | (17)         |
| Exchange differences                      | -                | -                | 186  | -                   | -                 | -                                    | 186          |
| Other movements in reserves               | -                | (1)              | -  | (1)                 | -                 | -                                    | (2)          |
| <b>Balance as at 31<br/>December 2014</b> | <b>3,140</b>     | <b>491</b>       | <b>51</b>                                    | <b>970</b>          | <b>(1,260)</b>    | <b>145</b>                           | <b>3,537</b> |

Other reserves consist of unrecognised actuarial losses on defined benefit pension plans (€1,303m) ((2013 (€1,014m))), re-measurement of derivative cash flow hedges (€-3m) (2013 (€19m))), statutorily required local legal reserves in subsidiaries €53m and other of €-13m – (2012: group reserves €49m).

The Company's issued share capital is 11,331,950 A shares and 767,227 B shares of €259 52 each (2013 A share capital is 11,331,950 A shares and 767,227 B shares of €259 52 each)

#### Rights and obligations of the Class A and B shares.

The Company's authorised share capital is divided into 20,000,000 shares with a nominal value of €259 52 each, divided into 15,000,000 class A shares and 5,000,000 class B shares.



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In respect of the issue of a certain class of shares, a repayment may be made or a release may be given exclusively in respect of such shares, for such shares the repayment or release must be made pro rata to these shares. The pro rata requirement may be waived if all shareholders concerned so agree.

A dividend reserve as well as a share premium reserve, bearing the same letter as the relevant class of shares are provided for in Articles 20 and 20A of the Company's Articles of Association.

Contrary to the rule that each share entitles the holder thereof to cast one vote, six votes are conferred on the holder of class A shares and one vote is conferred on the holder of class B shares with regard to resolutions of the general meeting concerning appointment, suspension or removal of a member of the Company's management board, if all class A shares are held by one person and all class B shares are also held by one person as provided for in Article 23 of the Company's Articles of Association.

## **42. Commitments not shown in the balance sheet**

The Company has the same contingent liabilities as the Group, see note 24.

The Company has provided within the terms of section 5(c) of the Companies (Amendment) Act 1986 of Ireland irrevocable guarantees in respect of Xerox Holdings (Ireland) Limited, Xerox (Europe) Limited, Xerox XF Holdings (Ireland) Limited and Xerox (Ireland) Limited in respect of all of their liabilities for the whole of the financial year ending 31 December 2014. These guarantees do not extend to any liability or commitment, which may have arisen otherwise than in respect of that financial year or which constitute a liability or loss within the meaning of section 5(c) of the Companies (Amendment) Act, 1986 of Ireland. At 31 December 2014, the liabilities of these companies were assessed at €0 million, €83 million, €1,011 million and €18 million respectively (2013- €0 million, €58 million, €558 million and €179 million).

The Company has filed at the Trade Registry a declaration, as meant in Section 403,1 sub f of Book 2 of the Netherlands Civil Code, that it assumes joint and several liability for any liabilities arising from the legal acts of the following Dutch Group companies.

- Xerox (Nederland) B.V. reg. nr. 33085653
- Xerox Services B.V., reg. nr. 33304581
- Xerox Document Supplies B.V., reg. nr. 33276409
- Xerox Financial Services B.V., reg. nr. 34166350
- Veenman B.V. reg. nr. 24026942
- Veenman Financial Services B.V., reg. nr. 33171510
- Xerox Manufacturing (Nederland) B.V. reg. nr. 12012440
- XC Global Trading B.V., reg. nr. 30257981
- Affiliated Computer Services International B.V., reg. nr. 34160388
- Xerox Business Services (Netherlands) B.V., reg. nr. 27142777
- Wilhaave Groep B.V., reg. nr. 32096889
- Unamic Holding B.V., reg. nr. 32097341
- Unamic/HCN B.V., reg. nr. 34139814
- ACS HR Solutions Nederland B.V., reg. Nr. 24382839

X The Company has agreed to file a statutory guarantee under section 479C of the UK Companies Act 2006 for each of the subsidiary companies listed below of all outstanding liabilities to which the individual subsidiary is subject at the end of the 2013 financial year. As a consequence of the guarantee, the subsidiaries are exempt from the UK statutory requirement for their financial statements to be audited under section 479A of the UK Companies Act 2006.

- Xerox Finance Limited, registration number 330755
- Xerox UK Holdings Limited, registration number 3545477
- Xerox Overseas Holdings Limited, registration number 3275267
- NewField Information Technology Limited, registration number 04001226
- Xerox Property Services Limited, registration number 01811310
- Wireless Data Services Limited, registration number 1714719
- ACS Worldwide Lending Limited, registration number 5470127
- ACS Information Technologies UK Limited, registration number 01980455
- Syan Holdings Limited, registration number 01878187
- Customer Value Group Limited, registration number 05537370
- ACS HR Solutions UK Limited, registration number 05345353

On 27 April 2000, Xerox Investments Europe B.V. entered into a financial Support Agreement with Xerox Holdings (Ireland) Limited, which in turn entered into a financial -Xerox Holdings (Ireland) Limited and Xerox (Europe) Limited to obtain financial support from Xerox Investments Europe BV and Xerox Holdings (Ireland) Limited respectively as necessary to enable them to pay their debts as they fall due. No claims under these Support Agreements have been made since the Agreements were signed.

### **43. Directors' remuneration**

For 2014, the total remuneration received by the Company's directors paid by group companies was €375,408 (2013: €335,913)

The directors' remuneration includes periodically paid remuneration, such as salaries, holiday allowances, 13<sup>th</sup> car allowances, pensions, profit sharing bonus payments, restricted stock options (note 44(a)), dividend equivalent payments, private health care and fiscally facilitated saving scheme to the extent that these items were charged to the Company and all subsidiaries of the Company.

A crisis levy due for 2014 will not be paid for one of the directors as the levy has been abolished during 2015. The amount applicable for the levy would have been €197,238 with an additional crisis heffing of €7,558.

## 44. Stock Options

(A). The Directors stock options in Xerox Corporation, where applicable, are set out below.

### Stock Holding Summary

| Shares         |   | Common<br>stock par<br>value US<br>\$1.00<br>holding |
|----------------|---|--|
| J Mancini      | a | 109,652  |
|                | b | 77,153   |
| R.K P. Martens | a | 4,351  |
|                | b | 5,240  |
| S J M G Poels  | a | 2,542  |
|                | b | 3,476  |

a- Holding at 31 December 2014.

b- Holding at 31 December 2013

## (B) Group Employees

The Employees stock options and holdings in Xerox Corporation are set out below

### Stock Options Summary

|                                     | Stock<br>Options | Average<br>Option<br>price \$ |
|-------------------------------------|------------------|-------------------------------|
| Outstanding 1 January 2014          | 70,739           | 7                             |
| Exercised                           | <u>(23,218)</u>  | <u>-</u>                      |
| <b>Outstanding 31 December 2014</b> | <b>47,521</b>    | <b>7</b>                      |

Transfers represent staff holding stock options assigned to companies outside of the XIE B V. group who were previously working within Europe and vice-versa.



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*Stock Options at End 2014 by Year of Expiry*

| <b>Year of Expiry</b> | <b>Numbers<br/>Of options</b> | <b>Value of<br/>Options \$</b> | <b>Weighted<br/>Avg<br/>Price \$</b> |
|-----------------------|-------------------------------|--------------------------------|--------------------------------------|
| 2016                  | 21,254                        | 148,991                        | 7                                    |
| 2019                  | <u>26,267</u>                 | <u>166,166</u>                 | <u>6</u>                             |
| <b>Total</b>          | <b>47,521</b>                 | <b>315,156</b>                 | <b>7</b>                             |

**Stock Options and Long-term Incentive Plans** Xerox has discontinued its incentive programmes which issued unapproved stock options. Stock options previously granted generally vested in three years and expire between eight and ten years from the date of grant. The exercise price of the options is equal to the market value of the common stock on the effective date of grant.

In addition to the above are Restricted Stock Units (RSUs). Essentially, these are a promise to receive a pre-specified number of Xerox Corporation shares on a pre-specified date subject to certain conditions being met. These are effectively a stock gift to employees and so have a grant price of zero.

The following are movements in RSUs in the year

|                                     | <b>Numbers</b>     |
|-------------------------------------|--------------------|
| Outstanding 1 January 2014          | 4,604,290          |
| Granted                             | 2,992,205          |
| Transfers                           | (297,217)          |
| Cancelled                           | (478,544)          |
| Released                            | <u>(1,479,358)</u> |
| <b>Outstanding 31 December 2014</b> | <b>5,341,376</b>   |
| Year of Vesting                     |                    |
| 2015                                | 2,557,201          |
| 2016                                | 1,818,514          |
| 2017                                | <u>965,661</u>     |
| <b>Total</b>                        | <b>5,341,376</b>   |

The detailed accounting impacts in equity relating to accruals for share based payments are recorded in Xerox Corporation as it is Xerox shares which are used. As the costs associated with providing the compensation crystallise they are recharged to the subsidiary whose employees received the benefits. In

2014, Xerox Corporation made charges of \$17.9m (2013 : \$20.7m) or €13.7m (2013 : €15.5m) in this respect to the XIE B.V. group of companies

#### **45. Average workforce analysed by type of work**

The Company had no employees during the year under review

#### **46. Auditors' remuneration**

Reference is made to note 30 in the consolidated financial statements

#### **47. Post-Balance Sheet Events**

In June 2015, Xerox Group completed the sale of its IT Outsourcing business to Atos. Activity relating to this business in 2014 has been disclosed as discontinued operations. This disposal affects the XIE BV group with the disposal of 15 subsidiaries with an investment carrying value of €125 million and asset transfers to the cumulative value of €8m. This results in a pre-tax loss on disposal of €59 million.

#### **48. Acquisitions**

In January 2014, the Company acquired 100% ownership of Invoco Holding GmbH (Invoco), a German company, for €43m in cash. The acquisition of Invoco expands the Company's European customer care services and provides the global customers immediate access to German-language customer care services and provides Invoco's existing customers access to the Company's broad business process outsourcing capabilities.

In March 2014, XC Trading Singapore Pte Limited purchased 39% of the shares in Xerox India Limited from a Xerox Group affiliate, Sidh Securities Limited for US \$11.2 million. In June 2014, Xerox Corporation contributed its shares, valued at US \$12.3 million, in Xerox Developing Markets Limited the third Group shareholder in Xerox India Limited into XIE BV Group. These actions changed the Company's financial ownership in Xerox India Limited from a 46% owned associate to being a fully consolidated subsidiary with a 11% minority interest. XIE BV, in turn contributed the investment in Xerox Developing Markets Limited to XC Trading Singapore Pte Limited.

ACS BPS Mexico was transferred into the XIE BV Group at the beginning of the year, following its purchase by a Group subsidiary ACS Business Process Solutions de Mexico S.A. de C.V. for US \$0.6 million.



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Breukelen, 2015

The Board of Directors,

J H Mancini

Member of the Board of Directors

R K.P. Martens

Member of the Board of Directors

S J M G Poels

Member of the Board of Director



## **OTHER INFORMATION**

### **Extracts from Articles of Association relating to profit appropriation**

#### **Article 20 Profits**

1 A dividend reserve bearing the same letter as the relevant class of share will be kept for the benefit of the holders of those shares for each class of share. If and to the extent the profits permit this, a sum equivalent to the percentage of the relevant dividend reserve to be described below as of the end of the financial year will be deducted from the profits and supplemented to each of the dividend reserves. If a dividend reserve fluctuated in the course of the financial year, the sum to be deducted from the profits and supplemented to the reserve will be computed over the average annual reserve. In order to fix the sum to be supplemented to the dividend reserve, the dividend reserve will be increased by the sum with which the dividend reserve must be supplemented in conformity with the sixth paragraph, second sentence. The percentage referred to above is equivalent to half the rate for promissory discount notes laid down by the Dutch Central Bank ("De Nederlandsche Bank N.V."), as of the end of the relevant financial year, plus one.

2 The general meeting may resolve unanimously to supplement the profits remaining after the deduction of the sums to be supplemented to the dividend reserve pursuant to the provisions of the preceding paragraph to the distributable reserves, in whole or in part.

3 Any profits which the general meeting does not reserve pursuant to the provisions of the preceding paragraph will be added to the dividend reserve of a certain class of share pro rata to the total sum, including the share premium, paid up on that class of share.

4 The general meeting may only resolve to cancel a dividend reserve in favour of holders of shares of that class of share, in whole or in part, at the proposal of the meeting of holders of that class of share, subject to the provisions of paragraph 7. In that case, the sum with which the cancellation is concerned will be distributed to the holders of shares of that class pro rata to the nominal sum paid up on their shareholding of that class of share.

5 The general meeting may supplement the dividend reserves of a certain class from the distributable reserves at any time. These dividend reserves will be supplemented so that each will be supplemented pro rata to the sums, including the share premium, paid up on the shares of that class, without prejudice to the provisions of the sixth paragraph, second sentence.

6 The general meeting may cancel a dividend reserve in whole or in part in order to make good any loss. If a dividend reserve has been used to make good loss, there will be no distribution of dividend other than as a result of the cancellation of a dividend reserve in the matter described in paragraph 4, nor will any sums be reserved or supplemented to another dividend reserve as long as the sum withdrawn in order to make good that loss has not been supplemented to that dividend reserve. This principle may be derogated from if the general meeting resolves to do so by a majority of votes. If sums were withdrawn for more than one dividend reserve in order to make good a loss, the sum to be supplemented, as described in the second sentence of paragraph 5, will be supplemented pro rata to the withdrawals.

7. Supplements to or distributions from the profits may be made only to a maximum of the distributable portion of the shareholders' equity.

8 Supplements to or distributions from the profits may be made only after the adoption of the annual accounts, providing evidence that they are permissible.

9 The general meeting may resolve to make distributions to the debit of a reserve which does not need to be maintained in law, with the application, mutatis mutandis, of the provisions of paragraph 7.

10 Shareholders' claims to a distribution will lapse after a period of five years

#### Article 20A. Share premium reserve

1 A reserve will be kept in the company's books for class A shares and class B shares respectively, on which the share premium payable or paid on the relevant shares is accounted for

2 The share premium booked into the reserve kept for class A shares and class B shares respectively is not available other than by virtue of a resolution by the general meeting of shares with the approval of the meeting of holders of class A shares and class B shares respectively

#### *Rights and obligations of the Class A and B shares*

The Company's authorised share capital is divided into 20,000,000 shares with a nominal value of €259.52 each, divided into 15,000,000 class A shares and 5,000,000 class B shares

In respect of the issue of a certain class of shares, a repayment may be made or a release may be given exclusively in respect of such shares, for such shares the repayment or release must be made pro rata to these shares. The pro rata requirement may be waived if all shareholders concerned so agree.

A dividend reserve as well as a share premium reserve, bearing the same letter as the relevant class of shares are provided for in Articles 20 and 20A of the Company's Articles of Association

Contrary to the rule that each share entitles the holder thereof to cast one vote, six votes are conferred on the holder of class A shares and one vote is conferred on the holder of class B shares with regard to resolutions of the general meeting concerning appointment, suspension or removal of a member of the Company's management board, if all class A shares are held by one person and all class B shares are also held by one person as provided for in Article 23 of the Company's Articles of Association

#### *Profit appropriation*

A distribution of €136 million was made to the parent company in 2014, of which €97m was sourced from share premium. The Directors propose to appropriate the 2014 result to distributable retained earnings

#### *Subsequent Events*

In June 2015, Xerox Corporation completed the sale of its global IT Outsourcing business to ATOS. This affects the XIE BV group with the disposal of 15 subsidiaries with an investment carrying value of €125 million and asset transfers to the cumulative value of €8m. This results in a pre-tax loss on disposal of €59 million



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Accountants N.V.  
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purposes only



## ***Independent auditor's report***

To the general meeting of Xerox Investments Europe B.V

### ***Report on the annual accounts***

We have audited the accompanying annual accounts 2014 of Xerox Investments Europe B.V., Breukelen, which comprise the consolidated and company balance sheet as at 31 December 2014, the consolidated and company profit and loss account for the year then ended and the notes, comprising a summary of accounting policies and other explanatory information

### ***Board of directors' responsibility***

The board of directors is responsible for the preparation and fair presentation of these annual accounts and for the preparation of the directors' report, both in accordance with Part 9 of Book 2 of the Dutch Civil Code. Furthermore, the board of directors is responsible for such internal control as it determines is necessary to enable the preparation of the annual accounts that are free from material misstatement, whether due to fraud or error.

### ***Auditor's responsibility***

Our responsibility is to express an opinion on these annual accounts based on our audit. We conducted our audit in accordance with Dutch law, including the Dutch Standards on Auditing. This requires that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the annual accounts are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the annual accounts. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the annual accounts, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the annual accounts in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the board of directors, as well as evaluating the overall presentation of the annual accounts.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Ref: e0363984

PricewaterhouseCoopers Accountants N.V., Thomas R. Malthusstraat 5, 1066 JR Amsterdam, P.O. Box 90357,  
1006 BJ Amsterdam, The Netherlands  
T +31 (0) 88 792 00 20, F +31 (0) 88 792 96 40, [www.pwc.nl](http://www.pwc.nl)

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### *Opinion*

In our opinion, the annual accounts give a true and fair view of the financial position of Xerox Investments Europe B V as at 31 December 2014, and of its result for the year then ended in accordance with Part 9 of Book 2 of the Dutch Civil Code

### ***Report on other legal and regulatory requirements***

Pursuant to the legal requirement under Section 2:393 sub 5 at e and f of the Dutch Civil Code, we have no deficiencies to report as a result of our examination whether the directors' report, to the extent we can assess, has been prepared in accordance with Part 9 of Book 2 of this Code, and whether the information as required under Section 2:392 sub 1 at b-h has been annexed. Further, we report that the directors' report, to the extent we can assess, is consistent with the annual accounts as required by Section 2:391 sub 4 of the Dutch Civil Code

Amsterdam, 30 September 2015  
PricewaterhouseCoopers Accountants N V.

Original signed by J van der Hilst RA