USBORNE PUBLISHING LIMITED REPORT AND ACCOUNTS

for the year ended

31 JANUARY 2009

WEDNESDAY

25/11/2009 COMPANIES HOUSE

186

DIRECTORS AND ADVISERS

DIRECTORS

T.P. Usborne R.M. Robinson

SECRETARY

K.M. Ball

REGISTERED OFFICE

Usborne House 83-85 Saffron Hill London EC1N 8RT

BANKERS

National Westminster Bank plc

1 Princes Street London EC2R 8PA

AUDITORS

Nexia Smith & Williamson Chartered Accountants

25 Moorgate

London EC2R 6AY

ACCOUNTANTS AND TAX ADVISERS

Smith & Williamson Chartered Accountants

25 Moorgate

London EC2R 6AY

SOLICITORS

Davenport Lyons 1 Old Burlington Street London W1X 1LA

COMPANY'S REGISTERED NUMBER

1124359

CONTENTS	Pages
Directors' report	3 - 5
Statement of directors' responsibilities in respect of the accounts	6
Independent auditors' report	7
Profit and loss account	8
Balance sheet	9
Cash flow statement	10 - 1 i
Notes to the accounts	12 - 21

DIRECTORS' REPORT

The directors present their report and the accounts of the company for the year ended 31 January 2009.

Activities

The principal activity of the company continued to be publishing.

Review of business and future developments

The company had a satisfactory year and, in the opinion of the directors, the state of the company's affairs and its future prospects are satisfactory.

The principal risks and uncertainties facing the company are considered to be:

- a) Demographic falls in birth rates may affect the overall size of the markets in which the company operates.
- b) The company has to replace a certain proportion of its product list each year and, in a very competitive market, the new product may not be successful.
- c) A significant proportion of the company's product is sourced and sold overseas and costs and revenues are therefore at risk from adverse currency exchange movements.
- d) Books are a mature leisure market and have to compete with an ever-increasing electronic leisure sector, so publishing may attract a lower share of leisure expenditure.
- e) The major physical raw material is paper which can be subject to cyclical variation in availability and competing requirements from sectors other than book publishing.

The company reviews the following key performance indicators to aid assessment of the performance of the business:

Financial:

- a) Year on year turnover change is 11.06% in 2009 against 6.34% in 2008.
- b) Gross profit margin is 41.42% in 2009 against 44.51% in 2008.
- c) Return on capital is 22.45% in 2009 against 26.64% in 2008.
- d) Sales per employee are £199,311 in 2009 against £181,884 in 2008.
- e) Average salary per employee is £31,223 in 2009 against £29,171 in 2008.
- f) Current ratio of assets to liabilities is 3.71 in 2009 against 3.68 in 2008.
- g) Debtor collection period (in days) is 93.96 in 2009 against 89.82 in 2008.
- h) Stock turnover period (in months) is 8.19 in 2009 against 7.98 in 2008.

DIRECTORS' REPORT

Review of business and future developments (continued)

Non-financial:

- a) New titles added to list in year are 332 in 2009.
- b) Recycling of paper increased to 132,550 litres in 2009.
- c) Recycling of packaging increased in 2009 to 282 tons from 232 tons in 2008.
- d) Hazardous waste (IT equipment) of 1,320 kg compared with 2,000 kg in 2008 was recycled under the WEEE legislation in 2009.

Results for the year and dividends

The profit for the year after taxation was £3,371,851 (2008: £3,544,182). On 17 April 2009, the company declared and paid a dividend of £1,500,000 (2009: £1,500,000), of £1,106,250 (2008: £1,106,250) which was in respect of the 'A' ordinary shares and the balance of £393,750 (2008: £393,750) was in respect of the 'B' ordinary shares.

Due to the profitability of the business the company pays significant amounts in Corporation tax and Income tax. For the year ended 31 January 2009 total Corporation tax and Income tax payable is £3,518,900 (2008: £3,576,854).

Financial risk management

The principal current assets of the company are cash or assets that are converted into cash within a short period of time. Therefore the principal financial instruments employed by the company are cash or cash equivalents and the directors ensure that the business maintains sufficient cash reserves and available cash facilities to minimise liquidity risk. The company's income stream is based on pre-agreed arrangements with clients thereby reducing price and credit risk. Conversion of current assets into cash in accordance with these arrangements is closely monitored. The company regularly monitors and reacts accordingly to any exposure to fluctuations in foreign exchange rates.

Directors

The directors of the company at 31 January 2009, both of whom served throughout the year were:

T.P. Usborne R.M. Robinson

Charitable donations

During the year the company made donations for charitable purposes amounting to £50,070(2008: £40,800).

Statement regarding disclosure of information to the auditors

Each director of the company has confirmed that, in fulfilling their duties as a director, they are aware of no relevant audit information of which the company's auditors are not aware and that they have taken all the steps that they ought to have taken as a director to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

DIRECTORS' REPORT (continued)

Auditors

A resolution for the re-appointment of Nexia Smith & Williamson will be proposed at the forthcoming Annual General Meeting.

Approved by the Board of Directors and signed on their behalf

K M Ball Secretary

STATEMENT OF DIRECTORS' RESPONSIBILITIES IN RESPECT OF THE ACCOUNTS

Company law requires the directors to prepare accounts for each financial year which give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that year. In preparing those accounts, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the accounts;
- prepare the accounts on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the accounts comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Nexia Smith & Williamson

Independent auditors' report to the shareholders of Usborne Publishing Limited

We have audited the accounts of Usborne Publishing Limited for the year ended 31 January 2009 which comprise the Profit and Loss Account, the Balance Sheet, the Cash Flow Statement and the related notes 1 to 22. These accounts have been prepared under the accounting policies set out therein.

This report is made solely to the company's members, as a body, in accordance with Section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of directors and auditors

As described in the Statement of Directors' Responsibilities the company's directors are responsible for the preparation of the accounts in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Our responsibility is to audit the accounts in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland).

We report to you our opinion as to whether the accounts give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We report to you whether in our opinion the information given in the Directors' Report is consistent with the accounts. We also report to you if, in our opinion, the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if the information specified by law regarding directors' remuneration and transactions with the company is not disclosed.

We read the Directors' Report and consider the implications for our report if we become aware of any apparent misstatement within it.

Basis of audit opinion

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the accounts. It also includes an assessment of the significant estimates and judgments made by the directors in the preparation of the accounts, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the accounts are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the accounts.

Opinion

In our opinion:

- the accounts give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the company's affairs as at 31 January 2009 and of its profit for the year then ended;
- the accounts have been properly prepared in accordance with the Companies Act 1985; and

• the information given in the Directors' Report is consistent with the accounts.

Nexia Smith & Williamson
Chartered Accountants

Registered Auditors

25 Moorgate London EC2R 6AY

24 November 2009

PROFIT AND LOSS ACCOUNT for the year ended 31 JANUARY 2009

	Notes	2009 £	2008 £
Turnover	2	35,875,896	32,302,576
Cost of sales		(21,016,459)	(17,925,718)
Gross profit		14,859,437	14,376,858
Distribution costs		(1,922,258)	(1,637,396)
Administrative expenses		(8,450,242)	(7,868,003)
Other operating income	3	9,861	2,249
Operating profit	6	4,496,798	4,873,708
Interest receivable		217,318	225,413
Interest payable	7	(5,610)	(9,225)
Profit on ordinary activities before taxation		4,708,506	5,089,896
Taxation	8	(1,336,655)	(1,545,714)
Profit for the financial year		3,371,851	3,544,182

All the company's activities are classed as continuing and there are no recognised gains or losses in either year other than the profit for the year.

BALANCE SHEET as at 31 JANUARY 2009

	Notes	2009 £	2008 £
Fixed assets		~	-
Tangible	10	270,932	322,813
Investments	11	15	15
	_	270,947	322,828
Current assets	_		
Stocks	12	14,346,023	11,924,932
Debtors	13	10,651,131	9,043,953
Investments	14	9,905	9,905
Cash at bank and in hand		3,332,942	4,799,891
	_	28,340,001	25,778,681
Creditors: amounts falling due within one year	15	(7,636,117)	(6,998,529)
Net current assets	-	20,703,884	18,780,152
Net assets	_	20,974,831	19,102,980
Capital and reserves	_		
Called up share capital	16	10,000	10,000
Share premium account		2,448,469	2,448,469
Capital reserve		1,000	1,000
Capital redemption reserve		9,950	9,950
Profit and loss account	17	18,505,412	16,633,561
Shareholders' funds	18	20,974,831	19,102,980

The accounts were approved by the Board of Directors on 23 Norman 2004 and were signed on its behalf by:

T.P. Usborne Director

2 KMM

CASH FLOW STATEMENT for the year ended 31 JANUARY 2009

	Notes	2009 £	2008 £
Net cash inflow from operating activities	(a)	1,435,100	3,888,137
Returns on investments and servicing of finance Interest received Interest paid	-	217,318 (5,610)	225,413 (9,225)
Net cash inflow from returns on investments and servicing of finance	_	211,708	216,188
Taxation UK taxation paid Overseas taxation paid		(1,515,759) (13,014)	(1,396,050) (7,064)
Net cash outflow on taxation		(1,528,773)	(1,403,114)
Capital expenditure Purchase of tangible fixed assets Proceeds from sale of tangible fixed assets		(93,144) 8,160	(145,677) 17,715
Net cash outflow from capital expenditure		(84,984)	(127,962)
Equity dividends paid		(1,500,000)	(1,500,000)
(Decrease)/ increase in cash	(b), (c)	(1,466,949)	1,073,249

NOTES TO THE CASH FLOW STATEMENT for the year ended 31 JANUARY 2009

a)	Reconciliation of operating profit t operating activities	o net cash inflow from	2009 £	2008 £
	Operating profit		4,496,798	4,873,708
	Depreciation		136,627	135,979
	Profit on sale of tangible fixed assets		238	(8,578)
	Increase in stocks		(2,421,091)	(220,358)
	Increase in debtors		(1,607,808)	(266,985)
	Increase/ (decrease) in creditors		830,336	(625,630)
	Net cash inflow from operating activ	ities	1,435,100	3,888,138
b)	Reconciliation of net cash flow to n	novement in net funds		
	Cash at 1 February		4,799,891	3,726,642
	Net cash (outflow)/inflow		(1,466,949)	1,073,249
	Cash at 31 January		3,332,942	4,799,891
c)	Analysis of net funds	At 1 February 2008 £	Cashflow £	At 31 January 2009 £
	Cash at bank and in hand	4,799,891	(1,466,949)	3,332,942

NOTES TO THE ACCOUNTS for the year ended 31 JANUARY 2009

1 Accounting policies

The accounts have been prepared in accordance with applicable accounting standards. A summary of the more important accounting policies adopted is described below.

Accounting convention

The accounts have been prepared under the historical cost convention.

Investments

Investments held as fixed assets are stated at cost less provisions for any impairment in value. Those held as current assets are stated at the lower of cost and net realisable value.

Pension costs

The company operates a money purchase pension scheme.

Contributions to the money purchase scheme are charged to the profit and loss account as they become payable in accordance with the rules of the scheme and represent contributions payable by the company to the fund.

Stocks and work in progress

Stocks and work in progress have been valued at the lower of cost and net realisable value. Cost is defined as direct publication costs, together with a proportion of relevant overheads. Assets held by suppliers but which are deemed in substance to be assets of the company have been included in stocks.

Depreciation

Depreciation is calculated to write off the cost of fixed assets in equal annual instalments on the following bases:-

Furniture and fittings Computer equipment 20 to 33.3% 25%

Motor vehicles are assumed to have a life of four years when purchased new; when purchased, at one year old, they are depreciated at 20% per annum for disposal after four years.

Royalty income

Royalty advances are credited to the profit and loss account when invoiced, royalties in excess of advances are credited when received.

NOTES TO THE ACCOUNTS for the year ended 31 JANUARY 2009 (continued)

1 Accounting policies (continued)

Foreign currency

Transactions denominated in foreign currencies are recorded at the rates of exchange ruling at the date of the transaction.

Assets and liabilities are translated into sterling at the rates of exchange ruling at the balance sheet date unless covered by forward purchases of currency where the forward rate is used. Any profit or loss arising is taken to the profit and loss account.

Deferred taxation

Deferred tax is provided for on a full provision basis on all timing differences, which have arisen but not reversed at the balance sheet date. No timing differences are recognised in respect of gains on sale of assets where those gains have been rolled over into replacement assets. Deferred tax assets are recognised to the extent that they are recoverable, that is, if on the basis of all available evidence, it is more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted. Any assets and liabilities recognised have not been discounted.

Leases

Rental costs under operating leases are charged to the profit and loss account in equal annual amounts over the periods of the leases.

Provisions

Provision for dilapidations is made in accordance with FRS12, where there is an obligation in the lease to make good any alterations to the leasehold property.

Financial risk management

The financial risk management policies are detailed in the Directors' Report.

2 Turnover

Turnover represents the value of goods and services delivered to customers during the period, less returns, and is stated net of value added tax.

Geographical analysis of turnover:

	2009 £	2008 £
U.K Overseas	19,132,577 16,743,319	17,745,981 14,556,595
	35,875,896	32,302,576

NOTES TO THE ACCOUNTS for the year ended 31 JANUARY 2009 (continued)

3	Other operating income	2009 £	2008 £
	Dividends receivable	9,861	2,249

4 Employees

The average weekly number of employees, excluding directors, of the company during the year and their aggregate remuneration were as follows:-

	Number	Wages and salaries	Social security £	Pension costs	Total £
Year ended 31 January, 2009	180	5,620,096	589,435	366,966	6,576,497
Year ended 31 January, 2008	178	5,180,710	551,701	315,475	6,047,886

The average monthly number of employees during the year was as follows:

	2009 No.	2008 No.
Administration Editorial and production Sales	25 106 49	25 102 51
	180	178
5 Directors' emoluments	£	£
Aggregate emoluments	158,728	138,008

NOTES TO THE ACCOUNTS for the year ended 31 JANUARY 2009 (continued)

6 Operating profit is stated after charging/(crediting):	2009 £	2008 £
Operating lease rentals - Hire of plant and machinery - Other Depreciation	86,427 453,627 136,627	78,929 451,277 135,979
Auditors' remuneration - audit - taxation services (paid to related companies of the auditors) Foreign exchange profit	53,000 22,100 (143,332)	47,112 15,535 (359,777)
7 Interest payable	£	£
Bank interest	5,610	9,225
8 Taxation	£	£
UK corporation tax based on the profit for the year at 28.33% (2008: 30%) Adjustment in respect of prior years Double taxation relief	1,339,289 (1,524) (1,740)	1,517,649 7,396 (399)
Total current tax charge	1,336,025	1,524,646
Deferred tax (see note 20)	630	21,068
Tax on profit on ordinary activities	1,336,655	1,545,714
Tax reconciliation		
Profit on ordinary activities before tax	4,708,506	5,089,896
Profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 28.33% (2008: 30%)	1,333,820	1,526,968
Tax effects of: Capital allowances for period in excess of depreciation Expenses not deductible for tax purposes Foreign tax credit Other timing differences Adjustment in respect of prior years	(2,009) 4,436 (1,247) 2,549 (1,524)	(3,108) 5,923 (278) (12,255) 7,396
Total current tax charge	1,336,025	1,524,646

NOTES TO THE ACCOUNTS for the year ended 31 JANUARY 2009 (continued)

9	Dividends paid			2009 £	2008 £
	£150 dividend per 'A' ordinary share £150 dividend per 'B' ordinary share			1,106,250 393,750	1,106,250 393,750
			_	1,500,000	1,500,000
10	Tangible fixed assets	Computer equipment £	Furniture and fittings £	Motor vehicles £	Total
	Cost				
	At 1 February 2008	944,969	528,729	164,520	1,638,218
	Additions	61,512	6,497	25,135	93,144
	Disposals	-	<u>-</u>	(20,995)	(20,995)
	At 31 January 2009	1,006,481	535,226	168,660	1,710,367
	Depreciation				
	At 1 February 2008	777,843	444,887	92,675	1,315,405
	Charge for year	80,734	25,322	30,571	136,627
	Disposals	-	-	(12,597)	(12,597)
	At 31 January 2009	858,577	470,209	110,649	1,439,435
	Net book value At 31 January 2009	147,904	65,017	58,011	270,932
	At 31 January 2008	167,126	83,842	71,845	322,813

NOTES TO THE ACCOUNTS for the year ended 31 JANUARY 2009 (continued)

11 Investments held as fixed assets

Shares in group undertakings subsidiaries

At 31 January 2008 and 31 January 2009

£15

At 31 January 2009 the company had the following subsidiary undertakings:

Company	Country of incorporation	Activity	Proportion of ordinary shares held	Aggregate amount of share capital and reserves	Profit for the year
Usborne Publishing Inc	U.S.A	Non- trading	100%	See below	See below
Usborne Books at Home Limited	England	Dormant	100%	£2	£nil
Usborne Music Publishing Limited	England	Dormant	100%	£2	£nil
Usborne Reference Publishing Limited	England	Dormant	100%	£2	£nil
Usborne Education Limited	England	Dormant	100%	£2	£nil

Usborne Books at Home Limited, Usborne Music Publishing Limited, Usborne Reference Publishing Limited and Usborne Education Limited have not traded.

The accounts of these companies and Usborne Publishing Inc have been omitted from group accounts since in the opinion of the Directors, their inclusion is not material for the purpose of giving a true and fair view.

NOTES TO THE ACCOUNTS for the year ended 31 JANUARY 2009 (continued)

11 Investments held as fixed assets (continued)

	Additional information in respect of Usborne Publishing Inc.		£
	Cost Share of undistributed post incorporation losses at 1 February 2008 Loss retained in the year		(45,643) (17,295)
	Balance at 31 January 2009		(62,838)
12	Stocks	2009 £	2008 £
	Work in progress Finished goods	1,841,098 12,504,925	2,466,865 9,458,067
		14,346,023	11,924,932
13	Debtors		
	Trade debtors Other debtors Prepayments and accrued income Deferred taxation (note 20)	9,234,967 1,071,524 256,093 88,547	7,949,396 757,427 247,953 89,177
		10,651,131	9,043,953
14	Investments		 .
	Listed investments – at cost (Market value £65,082, 2008: £74,508)	9,905	9,905

NOTES TO THE ACCOUNTS for the year ended 31 JANUARY 2009 (continued)

15	Creditors: amounts falling due within one year	2009 £	2008 £
	Trade creditors	4,963,721	3,868,649
	Corporation tax	326,346	519,094
	Other creditors	947,588	791,549
	Accruals and deferred income	1,124,866	1,545,641
	Dilapidations provision	273,596	273,596
		7,636,117	6,998,529
16	Called up share capital	£	£
	Authorised		
	7,375 'A' Ordinary shares of £1 each	7,375	7,375
	2,625 'B' Ordinary shares of £1 each	2,625	2,625
	9,950 undesignated shares of £1 each	9,950	9,950
		19,950	19,950
	Allotted and fully paid		
	7,375 'A' Ordinary shares of £1 each	7,375	7,375
	2,625 'B' Ordinary shares of £1 each	2,625	2,625
		10,000	10,000
	The 'A' shares and 'B' shares rank pari passu in all respects.		
17	Profit and loss account		
		£	£
	Balance at 1 February	16,633,561	14,589,379
	Retained profit for the year	1,871,851	2,044,182
	Balance at 31 January	18,505,412	16,633,561

NOTES TO THE ACCOUNTS for the year ended 31 JANUARY 2009 (continued)

18 Reconciliation of movements in shareholders' funds

	2009 £	2008 £
Profit for the financial year	3,371,851	3,544,182
Dividends	(1,500,000)	(1,500,000)
Net addition to shareholders' funds	1,871,851	2,044,182
Opening shareholders' funds	19,102,980	17,058,798
Closing shareholders' funds	20,974,831	19,102,980

19 Operating lease commitments

At 31 January 2009 the company was committed to making the following payments during the next year in respect of operating leases:

		Land and Buildings £	Other £
	Leases which expire:		
	Within 1 year	19,263	27,935
	Within 2-5 years	81,050	79,353
	After 5 years	353,314	-
		453,627	107,288
20	Deferred taxation	2009	2008
		£	£
	The amount of recognised deferred tax asset is as follows:		
	Accelerated capital allowances	44,867	48,017
	Other timing differences	43,680	41,160
		88,547	89,177
	Movement in deferred taxation		£
	At 1 February 2008		89,177
	Profit and loss account (note 8)		(630)
	At 31 January 2009 (note 13)	_	88,547

NOTES TO THE ACCOUNTS for the year ended 31 JANUARY 2009 (continued)

21 Post balance sheet event

Post year end the company declared an interim dividend of £150 per share to be paid to the holders of "A" shares and "B" shares.

22 Ultimate controlling party

At 31 January 2009 the ultimate controlling party was T.P. Usborne a shareholder and director of the company.