## REGISTERED NUMBER: 01369940 (England and Wales)

# REPORT OF THE DIRECTORS AND AUDITED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2009 FOR ACTIVAIR (UK) LTD

WEDNESDAY

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# COMPANY INFORMATION for the Year Ended 31 December 2009

**DIRECTORS:** 

M Fountain

H Irigoyen S McWilliams G Corpe

**REGISTERED OFFICE:** 

Unit 1

Action Court Ashford Road Ashford Middlesex TW15 1XS

**REGISTERED NUMBER:** 

01369940 (England and Wales)

**AUDITORS:** 

Ernst & Young LLP, Statutory Auditor

Apex Plaza 1 Forbury Road Reading RG1 1YE

**SOLICITORS:** 

**Oury Clark Solicitors** 

10 John Street London WC1 N2EB

# REPORT OF THE DIRECTORS for the Year Ended 31 December 2009

The directors present their report with the financial statements of the company for the year ended 31 December 2009

#### PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of international freight forwarders

#### **REVIEW OF BUSINESS**

Since Activair became part of OHL International which incorporates an expanded international network, it has enabled Activair to provide global logistics solutions to customers

The results for the period and financial position of the company are as shown in the annexed financial statements

During the period the performance of the company has remained strong For the twelve months ending 31 December 2009 UK turnover was £26 4 million (2008 £19 1million)

Direct costs decreased slightly in proportion to turnover for the period, resulting in an increased gross profit percentage of 34%. Despite the increased gross profit percentage the profit before tax for the 12 months ending 31 December 2009 was £1 5 million, equal to the profit before tax for the 7 months ending 31 December 2008 of £1 5 million. This is mainly due to the increased operating expenses incurred in the period

The company continues to provide services in air, sea and road at the forefront of the freight forwarding industry. With continued investment throughout the year in both IT system and infrastructure and people skill, it has ensured that the company can deliver quality services to customers.

The business continues to deliver an exceptional performance in what is a competitive market place. However, by continuing to focus on its strengths - superior service to our customers, although the economic downturn will have some effect to the business it is anticipated that the diversity of business across different sectors will help to maintain the company to stay in a strong position within the market place.

The company monitors its performance through the use of Key Performance Indicators (KPI's) A number of Key Performance Indicators are employed - GP%, NP%, turnover/yield ratio together with volume throughput Monthly management accounts are utilised to monitor these (KPI's) and these are reviewed in comparison to prior year periods and budgets Any adverse trends are identified at an early stage and investigated

The directors of the company continually monitor the risks that pose the greatest threat to the company These risks include

Sales risk (analysis of market trends and key regions of growth throughout the world)

Staff risk (the risk to the business of recruiting and retaining the right staff)

Competition risk (the risk of competitors entering or eroding the market place)

The directors have not identified any uncertainties that might effect the operations of the business in the future

#### DIVIDENDS

No dividends will be distributed for the year ended 31 December 2009

#### FIXED ASSETS

Movements in fixed assets are disclosed in note seven to the Financial Statements

#### **FUTURE DEVELOPMENTS**

With, Activair (UK) Limited becoming part of OHL this will facilitate further—growth within, our core products within the publishing industry, and provided a complimentary service, within supply chain solutions, for the rest of the commercial sector

# REPORT OF THE DIRECTORS for the Year Ended 31 December 2009

#### DIRECTORS

The directors shown below have held office during the whole of the period from 1 January 2009 to the date of this report

M Fountain H Irigoyen S McWilliams

Other changes in directors holding office are as follows

G Corpe - appointed 1 November 2009

#### STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Report of the Directors and the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to

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

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

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

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information

#### **AUDITORS**

The auditors, Ernst & Young LLP, Statutory Auditor, will be proposed for re-appointment at the forthcoming Annual General Meeting

ON BEHALF OF THE BOARD:

3/8/10

H Irigoyen - Director

Date

# REPORT OF THE INDEPENDENT AUDITORS TO THE SHAREHOLDERS OF ACTIVAIR (UK) LTD

We have audited the financial statements of Activair (UK) Limited for the year ended 31 December 2009 which compromise the Profit and Loss Account, the Statement of Total Recognised Gains and Losses, the Balance Sheet and the related notes 1 to 18 The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in a Report of the Auditors and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed

#### Respective responsibilities of directors and auditors

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

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

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

#### Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 31 December 2009 and of its profit for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006

#### Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements

#### Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us, or
- the financial statements are not in agreement with the accounting records and returns, or
- certain disclosures of directors' remuneration specified by law are not made, or
- we have not received all the information and explanations we require for our audit

Kevin Harkin (Senior Statutory Auditor)

for and on behalf of Ernst & Young LLP, Statutory Auditor

Reading

Date 3 Duput 2010

# PROFIT AND LOSS ACCOUNT for the Year Ended 31 December 2009

		Year F 31 12		Peri 1 6 08 to 3	
	Notes	£	£	£	£
TURNOVER	2		26,415,049		19,184,699
Cost of sales			17,407,297		13,092,204
GROSS PROFIT			9,007,752		6,092,495
Distribution costs Administrative expenses		90,588 7,424,331		85,244 4,520,843	
Administrative expenses		7,424,331	7,514,919	4,320,843	4,606,087
			1,492,833		1,486,408
Other operating income			40,280		38,812
OPERATING PROFIT	4		1,533,113		1,525,220
Interest receivable and similar income			227		
			1,533,340		1,525,220
Interest payable and similar charges	5		46,409		14,381
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	ı		1,486,931		1,510,839
Tax on profit on ordinary activities	6		(190,008)		435,416
PROFIT FOR THE FINANCIAL YEAR AFTER TAXATION			1,676,939		1,075,423

#### **CONTINUING OPERATIONS**

None of the company's activities were acquired or discontinued during the current year or previous period

## TOTAL RECOGNISED GAINS AND LOSSES

The company has no recognised gains or losses other than the profits for the current year or previous period

#### BALANCE SHEET 31 December 2009

		31 12	09	31 12	08
	Notes	£	£	£	£
FIXED ASSETS					
Tangible assets	7		484,736		370,164
CURRENT ASSETS					
Stocks	8	44,260		_	
Debtors amounts falling due within one	9	5,113,728		6,093,332	
year		3,113,720		0,075,552	
Debtors amounts falling due after more t	han				
one year	9	924,106		-	
Cash at bank and in hand		2,301,481		2,013,689	
		8,383,575		8,107,021	
CREDITORS	••	4 205 405			
Amounts falling due within one year	10	4,305,402		5,655,920	
NET CURRENT ASSETS			4,078,173		2,451,101
THE CONTRACT HOSE TO					
TOTAL ASSETS LESS CURRENT					
LIABILITIES			4,562,909		2,821,265
PROVISIONS FOR LIABILITIES	12		64,705		
NET ASSETS			4,498,204		2,821,265
NDI ASSETS			4,470,204		2,021,203
CAPITAL AND RESERVES					
Called up share capital	13		20,000		20,000
Profit and loss account	14		4,478,204		2,801,265
			<del></del>		
SHAREHOLDERS' FUNDS	18		4,498,204		2,821,265

The financial statements were approved by the Board of Directors on its behalf by

3/8/10

and were signed on

H Irigoyen - Director

M Fountain - Director

#### NOTES TO THE FINANCIAL STATEMENTS for the Year Ended 31 December 2009

#### 1 ACCOUNTING POLICIES

#### Accounting convention

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

#### Cash flow statement exemption

Exemption has been taken from preparing a cash flow statement under FRS1 on the grounds that the intermediate parent company, OH Logistics International (UK) Limited, is preparing consolidated financial statements

#### Turnover

Turnover represents net invoiced sales of services, excluding value added tax, derived from the provision of services in respect of the company's principal activity of freight forwarding during the year

#### Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life

Short leasehold

- over remaining term of lease

Plant and machinery

- 20% on cost

Motor vehicles

- 25% on cost

Computer equipment

- 20% on cost

#### Stacks

Work in progress is valued at the lower of cost and net realisable value

Cost includes all direct expenditure and an appropriate proportion of fixed and variable overheads

#### Foreign currencies

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

#### Hire purchase and leasing commitments

Rentals paid under operating leases are charged to the profit and loss account on a straight line basis over the period of the lease

## Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme Contributions payable to the company's pension scheme are charged to the profit and loss account in the period to which they relate

#### **Onerous Lease Provision**

The company follows the guidance in FRS 12 in accounting for operating lease contracts that become onerous. An onerous contract is a contract in which the unavoidable costs of meeting the obligations under it exceed the economic benefits expected to be received. The unavoidable costs under a contract reflect the least net cost of exiting from the contract. At the time an operating lease contract becomes onerous the present obligation under the contract is recognised and measured as a provision, net of estimates of future income that could be generated by subleasing the related facility to another party. The provision is re-measured in subsequent periods for changes in circumstances or other factors that require re-measurement. Before a separate provision for an onerous contract is established, the company recognises any impairment loss that has occurred on assets dedicated to that contract.

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# NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2009

#### 1 ACCOUNTING POLICIES - continued

#### **Deferred taxation**

FRS 19 "Deferred tax" requires deferred tax to be provided on all material timing differences, arising from the different treatment for accounts and tax purposes of transactions and events recognised in the financial statements of the current and previous years. Deferred taxation is calculated at the rates at which it is estimated that the tax will arise

Deferred taxation is not provided in respect of timing differences arising from the revaluation of fixed assets unless it is likely that the gain will not be rolled over

#### 2 TURNOVER

The turnover and profit before taxation are attributable to the one principal activity of the company

The directors have not complied with either SSAP 25 or the Companies Act 2006, Section 68 of Schedule 1 to the Large and Medium-sized Companies and Groups (Accounts and Reports Regulations) 2008 as regards the disclosure of segmental information. The company carries on three classes of business, being that of airfreight, seafreight and road freight forwarding. Geographically the company can be divided into four major sectors, the United Kingdom, North America, Far East and Oceania. The nature of the trade of the company is such that the separation of turnover, profit and net assets by geographical area would be difficult, time consuming and expensive and provide little additional information to users of the financial statements

In addition the directors are of the opinion that divulgence of the geographical split of the company's operations to competitors could be prejudicial to the company

#### 3 STAFF COSTS

		Period
	Year Ended	1 6 08 to
	31 12 09	31 12 08
	£	£
Wages and salaries	3,968,799	2,394,650
Social security costs	430,916	275,311
Other pension costs	68,535	42,559
	4,468,250	2,712,520
The average monthly number of employees during the year was as follows		
		Period
		1608
	Year Ended	to
	31 12 09	31 12 08
Sales and Administration	151	150

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# NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2009

#### 4 OPERATING PROFIT

The operating profit is stated after charging/(crediting)

	Hire of plant and machinery Depreciation - owned assets (Profit)/Loss on disposal of fixed assets Auditors' remuneration Foreign exchange differences Operating lease rent paid	Year Ended 31 12 09 £ 273,451 132,401 (4,887) 110,391 (38,415) 560,951	Period 1 6 08 to 31 12 08 £ 97,800 90,482 3,154 68,985 (8,720) 323,879
	Directors' remuneration	<u></u>	-
	The Directors' emoluments are borne by another group company		
5	INTEREST PAYABLE AND SIMILAR CHARGES		
	Bank interest Other interest Hire purchase	Year Ended 31 12 09 £ 36,636 9,773	Period 1 6 08 to 31 12 08 £ 14,457 - (76) 14,381
6	TAXATION		
	Analysis of the tax (credit)/charge The tax (credit)/charge on the profit on ordinary activities for the year was	Year Ended 31 12 09	Period 1 6 08 to 31 12 08 £
	Current tax	~	~
	UK corporation tax Tax (over)/underprovision	<u>(190,008</u> )	435,416
	Tax on profit on ordinary activities	(190,008)	435,416
	UK corporation tax has been charged at 28%		

## NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2009

#### 6 **TAXATION - continued**

Factors	affecting	the tax (	(credit)	)/charge
I actors	antenne	THE WAY		ncualec

ractors affecting the tax (credit)/charge
The tax assessed for the year is lower than the standard rate of corporation tax in the UK. The difference is explained below

					Year Ended 31 12 09	Period 1 6 08 to 31 12 08
	Profit on ordinary activities be	fore tax			£ 1,486,931	£ 1,510,839
	Profit on ordinary activities multiplied by the standard rate in the UK of 28% (2008 - 28%)		x		416,341	423,035
	Effects of Depreciation in excess of capit Revenue items capitalised Expenses disallowed Profit on disposal assets Tax overprovision 2008 Capital allowances in excess o Group relief				(1,747) 13, <u>6</u> 12 (1,368) (190,008) (9,638) (417,200)	1,473 - 10,908 - - -
	Current tax (credit)/charge				(190,008)	435,416
7	TANGIBLE FIXED ASSETS	S Short leasehold £	Plant and machinery £	Motor vehicles £	Computer equipment	Totals £
	COST At 1 January 2009 Additions Disposals	201,723 62,766	307,164 59,792 (8,792)	103,782 55,000 (38,494)	712,539 74,342	1,325,208 251,900 (47,286)
	At 31 December 2009	264,489	358,164	120,288	786,881	1,529,822
	DEPRECIATION At 1 January 2009 Charge for year Eliminated on disposal	95,933 17,053	233,415 35,069 (8,792)	58,186 19,644 (33,567)	567,510 60,635	955,044 132,401 (42,359)
	At 31 December 2009	112,986	259,692	44,263	628,145	1,045,086
	NET BOOK VALUE At 31 December 2009	151,503	98,472	76,025	158,736	484,736
	At 31 December 2008	105,790	73,749	45,596	145,029	370,164
8	STOCKS				31 12 09	31 12 08
	Work-ın-progress				£ 44,260	£

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continued

# NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2009

9	DEBTORS		
		31 12 09	31 12 08
		£	£
	Amounts falling due within one year		
	Trade debtors	3,640,787	5,813,564
	Amounts owed by group undertakings	1,088,279	21,858
	Other debtors	-	44,206
	Corporation tax	25,122	-
	VAT	43,145	<u>.</u>
	Prepayments and accrued income	316,395	213,704
		5,113,728	6,093,332
	Amounts falling due after more than one year		
	Amounts owed by group		
	undertakings	924,106	<del></del>
		924,106	
	Aggregate amounts	6,037,834	6,093,332
10	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR		
		31 12 09	31 12 08
		£	£
	Trade creditors	2,968,977	3,574,304
	Amounts owed to group undertakings	706,082	813,477
	Corporation tax	-	435,416
	Social security and other taxes	215,840	150,416
	VAT	200 55:	283,088
	Other creditors	280,571	15,845
	Accruals & deferred income	<u>133,932</u>	383,374
		4,305,402	5,655,920

## 11 OPERATING LEASE COMMITMENTS

The following operating lease payments are committed to be paid within one year

		d and dings
Evanno	31 12 09 £	31 12 08 £
Expiring Between one and five years	_	558,080
In more than five years	484,600	
	484,600	558,080

# NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2009

12 PROVISIONS FOR LIABILITIE	
	•

Other provisions	31 12 09 £ 64,705	31 12 08 £
Onerous lease provision		Other provisions £ 64,705
Balance at 31 December 2009		64,705

The provision is not discounted and covers a period of 4 years from balance sheet date

#### 13 CALLED UP SHARE CAPITAL

Allotted, iss	ued and fully paid			
Number	Class	Nominal	31 12 09	31 12 08
		value	£	£
20,000	Ordinary	£1	20,000	20,000
NIL				
			20,000	20,000

#### 14 RESERVES

	account £
At 1 January 2009 Profit for the year	2,801,265 1,676,939
At 31 December 2009	4,478,204

#### 15 PENSION COMMITMENTS

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The contributions paid by the company to this fund amounted to £68,535 (2008 - £42,559) in the period

#### 16 ULTIMATE PARENT COMPANY

The company's immediate parent company is Activair Limited, a company incorporated in England & Wales Activair (UK) Limited and Activair Limited share the same registered office and copies of group accounts can be obtained from the address on page 1

The company's ultimate parent company at year end was OH Logistics International Holdings Inc. As a result of internal reorganisation during April 2010 the ultimate parent company is OHH Acquisition Corporation. Both of these entities are incorporated in USA.

Profit and loss

# NOTES TO THE FINANCIAL STATEMENTS - continued for the Year Ended 31 December 2009

#### 17 RELATED PARTY DISCLOSURES

The company has taken advantage of the exemption contained in FRS8 not to disclose transactions between itself and OH Logistics International Holdings Inc and other wholly owned subsidiaries

## 18 RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

Profit for the financial year	31 12 09 £ 1,676,939	31 12 08 £ 1,075,423
Net addition to shareholders' funds Opening shareholders' funds	1,676,939 _2,821,265	1,075,423 1,745,842
Closing shareholders' funds	4,498,204	2,821,265