WPP Group (UK) Limited

Annual report and financial statements for the year ended 31 December 2003

Registered number: 2670617

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Directors' report

For the year ended 31 December 2003

The directors present their annual report together with the audited financial statements and auditors' report, for the year ended 31 December 2003.

Principal activities and review of the business

The company acts as an intermediate holding company. The directors do not expect any changes in the company's activities in the foreseeable future.

The subsidiary undertakings held by the company are listed in note 7 to the financial statements. Consolidated financial statements are not presented as the company takes advantage of the exemption afforded by Section 228 of the Companies Act 1985.

Details of significant events since the balance sheet date are contained in note 15 to the financial statements.

Results and dividends

The audited financial statements for the year ended 31 December 2003 are set out on pages 6 to 16. The company made a profit on ordinary activities after taxation for the year of £372,431,000 (2002 ~ loss of £20,439,000).

The company declared and paid ordinary dividends of £370,866,000 (2002 - £nil) in the year. The retained profit for the year transferred to reserves was £1,565,000 (2002 - loss of £20,439,000).

Directors and their interests

The directors who served throughout the year, except as noted, were as follows:

Sir M.S. Sorrell

P.W.G. Richardson

L. Mellman

A. Scott

C. Sweetland

None of the directors had any interest in the shares of the company. The interests of Sir M.S. Sorrell and P.W.G. Richardson in the shares of the company's ultimate holding company, WPP Group plc, and details of share options granted are shown in that company's financial statements.

Directors' report (continued)

For the year ended 31 December 2003

Directors and their interests (continued)

L. Mellman, A. Scott and C. Sweetland held the following options over shares in WPP Group plc at 31 December 2003:

	At 1 Jan	Granted	Exercised	At 31 Dec			Exercise
	2003	2003	2003	2003			price
	Number	Number	Number	Number	Commencement	Expiry	per share
A. Scott	5,614	-	-	5,614	Sept. 2002	Sept. 2009	£5.700
	(ADRs) 1,265 ¹	•	-	1,265	Sept. 2003	Sept. 2010	\$63.265
	(ADRs) 4,240 ¹	-	-	4,240	Sept. 2004	Sept. 2011	\$35.380
	22,994	-	-	22,994	Sept. 2005	Sept. 2011	£4.21
	-	15,923	-	15,923	Nov. 2006	Nov. 2006	£5.595
C. Sweetland	23,750	-	-	23,750	June 1999	June 2006	£2.140
	6,861	-	-	6,861	Sept. 1999	Sept. 2006	£2.335
	5,422	<u>.</u>	-	5,422	Sept. 2000	Sept. 2007	£2.835
	5,012	-	_	5,012	Sept. 2001	Sept. 2008	£2.930
	2,689	-	-	2,689	Sept. 2002	Sept. 2009	£5.700
	12,070	-	-	12,070	Sept. 2003	Sept. 2010	£9.010
	23,143	-	-	23,143	Sept. 2004	Sept. 2011	£4.865
	25,293	-	-	25,293	Sept. 2005	Sept. 2012	£4.210
	-	17,515	-	17,515	Nov. 2006	Nov. 2006	£5.595
L. Mellman	3,731	-	-	3,731	Sept. 2000	Sept. 2007	£2.835
	7,235	-	-	7,235	Sept. 2001	Sept. 2008	£2.930
	4,772	-	-	4,772	Sept. 2002	Sept. 2009	£5.700
	3,552	-	-	3,552	Sept. 2003	Sept. 2010	£9.010
	14,026	•	-	14,026	Sept. 2004	Sept. 2011	£4.865
	22,994	-	-	22,994	Sept. 2005	Sept. 2012	£4.210
	-	15,923	-	15,923	Nov. 2006	Nov. 2006	£5.595

¹ Each ADR (American Depository Receipt) represents 5 ordinary shares.

In addition, C. Sweetland had a beneficial interest in 47,592 (2002 - 42,883) shares in WPP Group plc and L. Mellman had a beneficial interest in 1,380 (2002 – 1,380) shares in WPP Group plc at 31 December 2003.

The directors have no other interests in any other group company.

Directors' report (continued)

For the year ended 31 December 2003

Auditors

On 1 August 2003, Deloitte & Touche, the Company's auditors transferred their business to Deloitte & Touche LLP, a limited liability partnership incorporated under the Limited Liability Partnerships Act 2000. The Company's consent has been given to treating the appointment of Deloitte & Touche as extending to Deloitte & Touche LLP with effect from 1 August 2003 under the provision of section 26(5) of the Companies Act 1989.

A resolution to re-appoint Deloitte & Touche LLP as the Company's auditors will be proposed at the forthcoming Annual General Meeting.

27 Farm Street London W1J 5RJ

14 June 2004

Statement of Directors' responsibilities

United Kingdom company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company as at the end of the financial year and of the profit or loss of the company for that period. In preparing those financial statements, the directors are required to:

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

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

Independent auditors report

Independent auditors' report to the members of WPP Group (UK) Limited:

We have audited the financial statements of WPP Group (UK) Limited for the year ended 31 December 2003 which comprise the profit and loss account, balance sheet and the related notes 1 to 16. These financial statements 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 auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of directors and auditors

As described in the statement of directors' responsibilities, the company's directors are responsible for the preparation of the financial statements in accordance with applicable United Kingdom law and accounting standards. Our responsibility is to audit the financial statements in accordance with relevant United Kingdom legal and regulatory requirements and auditing standards.

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report if, in our opinion, the directors' report is not consistent with the financial statements, if 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 information specified by law regarding directors' remuneration and transactions with the company is not disclosed.

We read the directors' report for the above year and consider the implications for our report if we become aware of any apparent misstatements.

Basis of audit opinion

We conducted our audit in accordance with United Kingdom auditing standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

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

In our opinion the financial statements give a true and fair view of the state of affairs of the company at 31 December 2003 and of the company's profit for the year then ended and have been properly prepared in accordance with the Companies Act 1985. Delate Tande LLP.

Deloitte & Touche LLP

Chartered Accountants and Registered Auditors

London

14 June 2004

Profit and loss account

For the year ended 31 December 2003

	Notes	2003 £'000	2002 £'000
Turnover		-	-
Other operating expenses		(1,593)	(1,005)
Other operating income		50	38
Operating loss		(1,543)	(967)
Profit on sale of tangible fixed assets	6	217	
Income from shares in group undertakings		490	2,625
Profit on sale of fixed asset investments	7	397,226	-
Loss on sale of fixed asset investments	7	(466)	-
Amounts written off investments		(11,902)	(18,868)
Interest receivable and similar income		135	130
Interest payable and similar charges	3	(11,410)	(3,285)
Foreign exchange loss		(316)	(8)
Profit/(loss) on ordinary activities before taxation	2	372,431	(20,373)
Tax on profit/(loss) on ordinary activities	4	-	(66)
Profit/(loss) on ordinary activities after taxation and for the			
financial year		372,431	(20,439)
Ordinary dividends paid and proposed	5	(370,866)	_
Retained profit/(loss) for the year transferred to reserves	12	1,565	(20,439)

All results are derived from continuing activities.

There are no recognised gains or losses in either year other than the profit and loss shown above.

Balance sheet

At 31 December 2003

	Notes	2003 £'000	2002 £'000
Fixed assets			
Tangible assets	6	-	970
Investments	7	3,658,851	2,746,727
		3,658,851	2,747,697
Current assets			
Debtors:			
- due within one year	8	925,633	713,116
- due after one year	8	2,005	132,824
Cash at bank and in hand		1,616	29
		929,254	845,969
Creditors: amounts falling due within one year	9	(951,484)	(699,196)
Net current (liabilities)/assets		(22,230)	146,773
Total assets less current liabilities		3,636,621	2,894,470
Creditors: amounts falling due after more than one year	10	(12,423)	(24,420)
Net assets		3,624,198	2,870,050
Capital and reserves			
Called-up equity share capital	11	142,973	109,817
Share premium account	12	3,440,074	2,720,647
Capital reserve	12	44,840	44,840
Profit and loss account	12	(3,689)	(5,254)
Equity shareholders' funds	13	3,624,198	2,870,050

The financial statements were approved by the board of directors on 14 June 2004 and signed on its behalf

C. Sweetland

Director

Notes to financial statements

For the year ended 31 December 2003

1 Accounting policies

The principal accounting policies are summarised below. They have all been applied consistently throughout the year and the preceding year.

a) Basis of accounting

The financial statements are prepared under the historical cost convention and in accordance with applicable United Kingdom accounting standards.

The company has taken advantage of the exemption from preparing consolidated financial statements afforded by Section 228 of the Companies Act 1985 because it is a wholly owned subsidiary of WPP Group plc which prepares consolidated financial statements which are publicly available. The company is also, on this basis, exempt from the requirement of FRS 1 to present a cash flow statement.

b) Investments

Fixed asset investments are shown at cost less provision for impairment.

Future anticipated payments to vendors in respect of earnouts are based on the directors' best estimates of future obligations, which are dependent on the future performance of the interests acquired and assume the operating companies improve profits in line with directors' estimates. When earnouts are to be settled by cash consideration, the fair value of the consideration is obtained by discounting to present value the amounts expected to be payable in the future.

c) Taxation

Current tax is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantially enacted by the balance sheet date.

Deferred taxation is provided in full on timing differences that result in an obligation at the balance sheet date to pay more tax, or a right to pay less tax, at a future date, at rates expected to apply when they crystallise based on current tax rates and law. Timing differences arise from the inclusion of items of income and expenditure in taxation computations in periods different from those in which they are included in financial statements. Deferred tax assets and liabilities are not discounted.

d) Translation of foreign currency

Foreign currency transactions arising from operating activities are translated from local currency to sterling at the exchange rates prevailing at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the year end are translated at the year end exchange rate.

Exchange differences arising on translation of the opening net assets and on foreign currency borrowings, to the extent that they hedge the group's investments in such operations, are reported in the statement of total recognised gains and losses. All other exchange differences are reported in the profit and loss account.

For the year ended 31 December 2003

1 Accounting policies (continued)

e) Tangible fixed assets

The cost of tangible fixed assets is their purchase cost, together with any incidental costs of acquisition. Depreciation is calculated so as to write off the cost of tangible fixed assets (other than freehold land), less their estimated residual values, on a straight-line basis over the expected useful economic lives of the assets concerned. The annual rate used for this purpose is:

Freehold buildings

2%

2 Profit on ordinary activities before taxation

The directors received no remuneration during the year (2002 - £nil) for services to the company. The company had no other employees during the current or preceding year. Administrative expenses, including the auditors remuneration, are borne by the ultimate parent company, WPP Group plc.

3 Interest payable and similar charges

	2003 £'000	2002 £'000
Bank loans and other borrowings	236	2,860
Interest payable to group undertakings	10,637	-
Other financing charges	537	425
	11,410	3,285

Included within other financing charges is £537,000 (2002 - £425,000) of interest in relation to the discounting of deferred cash consideration in respect of future earnout payments.

For the year ended 31 December 2003

4 Taxation

The corporation tax charge of £nil (2002 - £66,000) comprises:

	2003 £'000	2002 £'000
Corporation tax at 30% (2001: 30%)	4,015	1,201
Adjustment in respect of group relief	(4,015)	(1,201)
Adjustment in respect of prior periods		(66)
		(66)

The tax assessed for the period is higher than that resulting from applying the standard rate of corporation tax in the UK of 30% (2002: 30%). The differences are explained below:

	2003	2002
	£'000	£'000
Profit/(loss) on ordinary activities before tax	372,431	(20,373)
Tax at 30% thereon	(111,729)	6,112
Factors affecting tax charge for the period:		
Expenses not deductible for tax purposes	(3,571)	(5,661)
UK dividend income	147	788
Gain on transfer of investments within UK group	119,168	-
Adjustment in respect of group relief	(4,015)	(1,239)
Adjustment in respect of prior periods	-	(66)
Current tax charge for the year		(66)

No tax charge arises on the sale of investments to fellow Group companies as these are no gains/no loss transfers for tax purposes.

5 Dividends paid and proposed

	2003	2002
	£'000	£'000
Final dividend proposed and paid £14.40 (2002 - £nil) per preferred ordinary share	370,866	-

For the year ended 31 December 2003

6 Tangible fixed assets

	Freehold land and buildings £'000
Cost	
At 1 January 2003	970
Disposal	(970)
At 31 December 2003	_
Depreciation	
At 1 January 2003	171
Charge for the year	9
Disposal	(180)
At 31 December 2003	-
Net book value	
At 31 December 2003	
At 31 December 2002	970

During the year the company disposed of its tangible fixed assets for cash at a profit of £217,000.

7 Fixed asset investments

Cost	Subsidiary undertakings Share capital £'000	Associated undertakings Share capital £'000	Other Share capital £'000	Total £'000
	0.707.404	4.050	00.050	0.700.000
At 1 January 2003	2,767,124	4,856	20,352	2,792,332
Additions	4,651,649	-	69	4,651,718
Reclassification	20,352	-	(20,352)	-
Disposals	(3,727,692)		_	(3,727,692)
At 31 December 2003	3,711,433	4,856	69	3,716,358
Provision for impairment				
At 1 January 2003	45,605	-	-	45,605
Written off	11,902	-		11,902
At 31 December 2003	57,507			57,507
Net book value at 31 December 2003	3,653,926	4,856	69	3,658,851
Net book value at 31 December 2002	2,721,519	4,856	20,352	2,746,727

For the year ended 31 December 2003

7 Fixed asset investments (continued)

Investments at 31 December 2003 represent interests in the ordinary share capital of the following companies:

Company	Country of incorporation	Activity	<u>Holdina</u>
Banner McBride Limited	Great Britain	Corporate Identity	100%
Clockwork Capital Limited	Great Britain	Lease finance for audio visual	
		products	50%
Cockpit Two Limited	Great Britain	Intermediate Holding Company	100%
Dialogue Marketing Partnership	Great Britain	Marketing Consultants	
Limited			100%
Enduring Organisation	Great Britain	Intermediate Holding Company	62%
Enduring Organisation Two	Great Britain	Intermediate Holding Company	91%
EWA Limited	Great Britain	Database marketing	100%
Flamingo Perspectives Limited	Great Britain	Intermediate holding company	100%
Goldfarb Focus Limited	Great Britain	Market Research	100%
Headlight Vision Limited	Great Britain	Advertising	100%
HHCL Limited	Great Britain	Advertising	51%
Hill & Knowlton CIS Limited	Great Britain	Public relations consulting services	70%
Information Design Unit Limited	Great Britain	Specialist Communications	100%
International Presentations Limited	Great Britain	Investor Relations	100%
JWT Specialist Communications	Great Britain	Employment / Marketing	
UK Limited		Communications	100%
Mathew Poppy Advertising Limited	Great Britain	Healthcare advertising	100%
Media Insight Limited	Great Britain	Dormant	100%
Millward Brown Precis Limited	Great Britain	Media evaluation	100%
Mindshare Media UK Limited	Great Britain	Media-buying	100%
Mindshare Media Worldwide Limited	Great Britain	Dormant	100%
Newcrosse Limited	Great Britain	Intermediate holding company	100%
No Ho Digital Limited	Great Britain	New media	100%
P-Four Consultancy Limited	Great Britain	Management consulting	100%
Permanent Organisation	Great Britain	Intermediate Holding Company	100%
Permanent Organisation Two	Great Britain	Intermediate Holding Company	1%
POA (Holdings) Limited	Great Britain	Outdoor advertising	65%
Principals Group Limited	Great Britain	Corporate identity and design	100%

For the year ended 31 December 2003

7 Fixed asset investments (continued)

Company	Country of registration	<u>Activity</u>	<u>Holding</u>
Prism Limited	Great Britain	PR & Sports Marketing	100%
Rodney Fitch International Design	Great Britain	Design Consultants	100%
Consultants Limited			
ROCQM Limited	Great Britain	Dormant	100%
Shine M Limited	Great Britain	Media Buying	50%
Spafax Airline Network Limited	Great Britain	Media and Technology Services	100%
Syzygy AG	Germany	Interactive	40.5%
Tempest Online Marketing	Great Britain	Media Planning	100%
The Brand Union Limited	Great Britain	Branding & Identity	100%
The Farm Post Production Limited	Great Britain	Post production	49%
The Marketing Consultancy	Great Britain	Sales promotion & marketing	100%
Ultimate Square	Great Britain	Intermediate Holding Company	99%
Warwicks UK Limited	Great Britain	Branding & Identity	100%
WPP 1177 Limited	Great Britain	Intermediate holding company	100%
WPP Consulting Limited	Great Britain	Intermediate Holding Company	100%
WPP (Isle of Man) 2 LLC	Great Britain	Intermediate Holding Company	100%
WPP Group (Nominees) Limited	Great Britain	Intermediate holding company	100%
WPP Group Nominees One Limited	Great Britain	Dormant	100%
WPP Group Nominees Two Limited	Great Britain	Dormant	100%
WPP Group Nominees Three Limited	Great Britain	Dormant	100%
WPP Group Nominees Four Limited	Great Britain	Dormant	100%
WPP Group Nominees Five Limited	Great Britain	Dormant	100%
WPP Group Nominees Six Limited	Great Britain	Dormant	100%
WPP India Limited	Great Britain	Intermediate holding company	100%
WPP Investments Limited	Great Britain	Intermediate holding company	100%
WPP Sparky Limited	Great Britain	Intermediate holding company	63%
WPP Spike Limited	Great Britain	Intermediate holding company	100%

During the year the company made additional investments in existing undertakings and new investments in Enduring Organisation, Permanent Organisation, Permanent Organisation Two, WPP Sparky Limited, WPP 1177 Limited, HHCL Limited, WPP Spike Limited and Rodney Fitch International Design Consultants Limited. In addition the company transferred its investment in Thistleclub Limited to another group company in a share-for-share exchange and part of its investment in WPP Sparky Limited for a profit of £397,226,000. It also disposed of its investment in Digireels Limited for cash at a loss of £466,000. Disposals also include a decrease of £11,373,125 as a result of a change in estimated future anticipation payments to vendors, based on the directors best estimates of future obligations, which are dependent of the future performances of the interest acquired.

For the year ended 31 December 2003

7 Fixed asset investments (continued)

In accordance with the company's accounting policy, the company annually tests the carrying value of investments for impairment. The 2003 impairment review was undertaken as at 31 December 2003. The review assessed whether the carrying value of investments was supported by the net present value of future cash flows derived from assets using the cash flow projections of up to five years for each subsidiary entity. Post the forecast period, growth rates of nominal GDP have been assumed for each subsidiary entity. The discount rate used was the Group's weighted average cost of capital, of 8.5%.

^	Debtors
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8 Deptors		
	2003	2002
	£'000	£'000
Amounts falling due within one year:		
Amounts owed by other group undertakings	925,538	712,916
Amounts owed by associated undertakings	95	200
	925,633	713,116
Amounts falling due after more than one year:		
Amounts owed by other group undertakings	-	130,468
Amounts owed by associate undertakings	2,005	2,356
	2,005	132,824
	927,638	845,940
9 Creditors: Amounts falling due within one year		
·	2003	2002
	£'000	£'000
Amounts owed to other group undertakings	948,993	696,044
Payments due to vendors	2,491	3,152
	951,484	699,196
10 Creditors: Amounts falling due after more than one year		
	2003	2002
	£'000	£,000
Payments due to vendors	12,423	24,420

For the year ended 31 December 2003

11 Called-up equity sha	re capital
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. , , , , , , , , , , , , , , , , , , ,	2003	2002
	£	£
Authorised		
1,974,240,525 (2002 - 2,000,000,000) ordinary shares of £1 each	1,974,240,525	2,000,000,000
25,759,475 (2002 - nil) preferred ordinary shares of £1 each	25,759,475	<u> </u>
	2,000,000,000	2,000,000,000
Allotted, called-up and fully-paid		
117,213,265 (2002 – 109,816,709) ordinary shares of £1 each	117,213,265	109,816,709
25,759,475 (2002 - nil) preferred ordinary shares of £1 each	25,759,475	
	142,972,740	109,816,709

During the year the company issued 7,396,556 ordinary shares at £1 each at par and 25,759,475 preferred ordinary shares of £1 each at a premium of £719,427,180 to purchase fixed asset investments.

The preferred ordinary shares do not carry voting rights, but rank pari passu with the ordinary shares with regard to rights on a return of capital on liquidation or otherwise, and any right to participate in the profits of the Company.

12 Reserves

	Share premium account £'000	Capital reserve £'000	Profit and loss account £'000	Total £'000
At 1 January 2003	2,720,647	44,840	(5,254)	2,760,233
Issue of preferred ordinary shares	719,427	~	-	719,427
Retained profit for the year			1,565	1,565
At 31 December 2003	3,440,074	44,840	(3,689)	3,481,225

13 Reconciliation of movements in equity shareholders' funds

	2003	2002
	£,000	£,000
Profit/(loss) for the financial year	1,565	(20,439)
Issue of ordinary shares	7,396	3,280
Issue of preferred ordinary shares	745,187	
Net addition/(reduction) to equity shareholders' funds	754,148	(17,159)
Opening equity shareholders' funds	2,870,050	2,887,209
Closing equity shareholders' funds	3,624,198	2,870,050

For the year ended 31 December 2003

14 Guarantees and other financial commitments

The company participates in group banking arrangements with its parent, WPP Group plc, and has access to a group cash management facility. The company guarantees the facility to the extent of its cash deposited in the UK with its clearing bank.

15 Subsequent Events

Subsequent to the year end the company increased its investments in Enduring Organisation and WPP Spike Limited by £578,000,000 and £125,000,000 respectively.

In addition, the receipt of dividend income from WPP 1177 Limited, Enduring Organisation and Enduring Organisation Two has resulted in an impairment of these investments of £745,000,000, £762,000,000 and £273,000,000 respectively.

16 Ultimate controlling party

The directors regard WPP Group plc, a company incorporated in Great Britain, as the ultimate parent company and the ultimate controlling party.

The only group in which the results of WPP Group (UK) Limited are consolidated is that headed by WPP Group plc. Copies of the consolidated financial statements of WPP Group plc can be obtained from WPP Group plc, 27 Farm Street, London W1J 5RJ.

As a subsidiary of WPP Group plc, the company has taken advantage of the exemption in FRS 8 "Related Party Disclosures" from disclosing transactions with other members of the group headed by WPP Group plc.