DIRECTORS' REPORT AND FINANCIAL STATEMENTS

30 September 2011

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Company registration No. 3672592

# Financial Express (Holdings) Limited DIRECTORS AND ADVISORS

Directors

M Holland A R B Ward P W La Brooy D Timberlake B Graap

Secretary

P W La Brooy

Company number

3672592

Registered office

7 Chertsey Road

Woking

Surrey GU21 5AB

Business address

7 Chertsey Road

Woking

Surrey GU21 5AB

Independent Auditor

Baker Tilly UK Audit LLP Chartered Accountants 25 Farringdon Street

London

EC4A 4AB

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**DIRECTORS' REPORT** 

year ended 30 September 2011

The directors present their report and financial statements for the year ended 30 September 2011

#### PRINCIPAL ACTIVITIES

The principal activity of the group is the collection and provision of financial information and the development of related computer software applications

#### **BUSINESS REVIEW AND FUTURE DEVELOPMENTS**

The group has produced a good result for the year, with an increase in sales in all the company's main areas of activity. The group's turnover (including a joint venture) increased by 18% to £16m and profit before tax to £13m.

The business is focused on delivering services to the investment community – asset managers, life companies and IFAs - and has performed well in a challenging macroeconomic and competitive environment

The Far East sales offices in Hong Kong and Singapore are growing satisfactorily. The group's 50% investment in Global Funds Registration Ltd showed a small loss due to the startup costs of launching a new product, KiiHub. The company also opened a new data collection office in the Czech Republic to help service the group's sales effort in continental Europe.

During the year the company purchased a 40% investment in eValue FE Ltd eValue FE Ltd produced a profit before tax of £181k in its first 8 months of operation

In May 2011, the company repurchased 139,081 "A" shares and 4,447 "B" shares of its issued share capital for a total cost of £1,450,135. The year ended with a healthy balance sheet ino debt and positive cash balances

The Directors are pleased to report that the financial performance of the business continues to improve in all major respects, a testament to the hard work of the staff

#### Research and Development

The group has continued to develop its data, programming and quality systems, obtaining ISO accreditation in major parts of the business, with further accreditation in progress

The group has continued to invest in its customer support systems and staff in order further to improve its ability in help and training

#### **Future Outlook**

The board has a positive outlook for the future, as the group looks to take advantage of steady trading domestically and further opportunities overseas. Although anticipating further difficult trading conditions in some of its marketplaces, the directors expect to have another satisfactory year.

DIRECTORS' REPORT

year ended 30 September 2011

#### Principal Risks & Uncertainties

The management of the business and the execution of the group's strategy are subject to a number of risks

The principal risks and uncertainties facing the group are reviewed on a regular basis by the Board and actions put in place to mitigate identified risks. As with any web based data/software business, the group has exposure to the following key risks

A downturn in levels of demand from clients
A downturn in the overall level of economic activity
Fraud
A disaster at any of its sites
Web attacks on its systems
Delivery system failures
Key staff recruitment and retention

The Board has implemented appropriate internal processes in order to mitigate these key risks to business performance

#### Key Performance Indicators (KPI's)

The group use a large number of KPI's to monitor its performance, the major ones being

The percentage of prices collected on a daily basis. The timeliness of other data collected. The downtime for any of its systems. The utilisation levels of its communication systems. The speed of access to its web based products. The overall web site traffic levels. The speed of first response to customer queries. The clearance of queries against targets. Customer satisfaction surveys. Sales targets.

#### RESULTS AND DIVIDENDS

The results of the Group are detailed in the profit and loss account. The directors have not recommended an interim dividend (2010 £720,000). The Directors do not recommend a final dividend (2010 £Nil).

#### **DIRECTORS**

The following directors have held office since 1 October 2010

M Holland A R B Ward B H Graap P W La Brooy D Timberlake

#### CHARITABLE DONATIONS

During the year the group made charitable contributions totalling £9,714 (2010 £5,574).

DIRECTORS' REPORT

year ended 30 September 2011

#### STATEMENT AS TO DISCLOSURE OF INFORMATION TO THE AUDITOR

The directors who were in office on the date of approval of these financial statements have confirmed, as far as they are aware, that there is no relevant audit information of which the auditor is unaware. Each of the directors have confirmed that they have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that it has been communicated to the auditor

#### **AUDITOR**

Baker Tilly UK Audit LLP has indicated its willingness to continue in office

By order of the Board

P W La Brooy

19th January 2012

Secretary

7 Chertsey Road Woking Surrey GU21 5AB

# Financial Express (Holdings) Limited DIRECTORS' RESPONSIBILITIES IN THE PREPARATION OF FINANCIAL STATEMENTS

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

Company law requires the directors to prepare financial statements for each financial year Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law)

Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the group and the company and of the profit or loss of the group for that period

In preparing those financial statements, the directors are required to

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

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the group's and the company's transactions and disclose with reasonable accuracy at any time the financial position of the group and 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 group and the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

# INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF FINANCIAL EXPRESS (HOLDINGS) LIMITED

We have audited the group and parent company financial statements (the "financial statements") on pages 6 to 22 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 sections 495 and 496 of the Companies Acts 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed

#### Respective responsibilities of directors and auditors

As more fully explained in the Directors' Responsibilities Statement set out on page 4, 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 and express an opinion on 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 (APB's) Ethical Standards for Auditors.

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

A description of the scope of an audit of financial statements is provided on the APB's website at www frc org uk/apb/scope/private cfm

#### Opinion on the financial statements

In our opinion the financial statements

- give a true and fair view of the state of the group's and parent company's affairs as at 30 September 2011 and of the group's profit for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice,
   and
- have been prepared in accordance with the requirements of the Companies Act 2006

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

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

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

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

- adequate accounting records have not been kept by the parent company, or returns adequate for our audit
  have not been received from branches not visited by us, or
- the parent company 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

Baker TMy VE AND LLP

PAUL WATTS
Senior Statutory Auditor
For and on behalf of BAKER TILLY UK AUDIT LLP,
Statutory Auditor
Chartered Accountants
25 Farringdon Street
London EC4A 4AB

31 January 2012

# Financial Express (Holdings) Limited CONSOLIDATED PROFIT AND LOSS ACCOUNT

for the year ended 30 September 2011

r,

|  | Notes |               |               |
|--|-------|---------------|---------------|
|  |       | 2011<br>£'000 | 2010<br>£'000 |
|  |       | 2 000         | 2 000         |
| TURNOVER Group and share of joint ventures       |       | 16,021        | 13,503        |
| Less Share of joint venture's turnover           | 6     | (248)         | (119)         |
| TURNOVER   | 1     | 15,773        | 13,384        |
| Cost of sales                                    |       | (989)         | (838)         |
| GROSS PROFIT                                     |       | 14,784        | 12,546        |
| Administrative expenses                          |       | (13,647)      | (11,119)      |
| OPERATING PROFIT                                 | 2     | 1,137         | 1,427         |
| Other interest receivable and similar income     |       | 68            | 57            |
| Share of operating profit in associate           |       | 75            | -             |
| Share of joint venture's operating (loss)/profit | 6     | (8)           | 17            |
| PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION    |       | 1,272         | 1,501         |
| Tax on profit on ordinary activities             | 5     | (377)         | (461)         |
| PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION     | 14    | 895           | 1,040         |
|  |       |               |               |

All activities are classed as continuing

No separate Statement of Total Recognised Gains and Losses has been presented as all such gains and losses have been dealt with in the profit and loss account

Financial Express (Holdings) Limited CONSOLIDATED BALANCE SHEET

at 30 September 2010

|   | Notes    | 2011<br>£'000  | 2010<br>£'000  |
|---|----------|----------------|----------------|
| FIXED ASSETS                                  |          |                |                |
| Intangible assets Tangible assets             | 7<br>8   | 2,534<br>768   | 2,773<br>517   |
| Investments in associate                      | 6        | 1,576          | -              |
| CURRENT ASSETS                                |          | 4,878          | 3,290          |
| Debtors Cash at bank and in hand              | 9        | 5,278<br>2,858 | 4,653<br>4,555 |
|   |          | 8,136          | 9,208          |
| CREDITORS amounts falling due within one year | 10       | (8,809)        | (7,674)        |
| NET CURRENT (LIABILITIES)/ASSETS              |          | (673)          | 1,534          |
| TOTAL ASSETS LESS CURRENT LIABILITIES         |          | 4,205          | 4,824          |
| NET ASSETS                                    |          | 4,205          | 4,824          |
| EQUITY SHARE CAPITAL AND RESERVES             |          |                |                |
| Called up share capital                       | 12       | 16             | 18             |
| Share premium account                         | 13       | 3,935          | 3,782          |
| Capital redemption reserve                    | 13       | 5<br>5         | 3              |
| Share based payment reserve Exchange Reserves | 13<br>13 | 3<br>(47)      | 5<br>74        |
| Profit and loss account                       | 13       | 291            | 942            |
| SHAREHOLDERS' FUNDS                           | 14       | 4,205          | 4,824          |

The financial statements were approved and authorised for issue by the Board on 19<sup>th</sup> January 2012

Director

P La Brooy Director

# Financial Express (Holdings) Limited COMPANY BALANCE SHEET at 30 September 2011

| at 30 September 2011   | Company                          | Reg No 3672                         | 592                                  |
|--|----------------------------------|-------------------------------------|--------------------------------------|
|  | Notes                            | 2011<br>£'000                       | 2010<br>£'000                        |
| FIXED ASSETS   |                                  |                                     |                                      |
| Investments Tangible assets  | 6<br>8                           | 6,677<br>590                        | 5,169<br>411                         |
| CURRENT ASSETS   |                                  | 7,267                               | 5,580                                |
| Debtors Cash at bank and in hand   | 9                                | 1,521<br>404                        | 786<br>1,985                         |
|  |                                  | 1,925                               | 2,771                                |
| CREDITORS amounts falling due within one year  | 10                               | (5,223)                             | (4,461)                              |
| NET CURRENT LIABILITIES  |                                  | (3,298)                             | (1,690)                              |
| TOTAL ASSETS LESS CURRENT LIABILITIES  |                                  | 3,969                               | 3,890                                |
| NET ASSETS   |                                  | 3,969                               | 3,890                                |
| EQUITY SHARE CAPITAL AND RESERVES  |                                  |                                     |                                      |
| Called up share capital Share premium account Capital redemption reserve Share based payment reserve Exchange Reserves Profit and loss account | 12<br>13<br>13<br>13<br>13<br>13 | 16<br>3,935<br>5<br>5<br>(73)<br>81 | 18<br>3,782<br>3<br>5<br>(29)<br>111 |
| SHAREHOLDERS' FUNDS  |                                  | 3,969                               | 3,890                                |

The financial statements were approved and authorised for issue by the Board on 19th January 2012

Director

P La Brooy Director

# Financial Express (Holdings) Limited CONSOLIDATED CASH FLOW STATEMENT for the year ended 30 September 2011'

|  | Notes  | 2011<br>£'000 | 2010<br>£'000 |
|--|--------|---------------|---------------|
| NET CASH INFLOW FROM OPERATING ACTIVITIES                            | 16(a)  | 2,281         | 1,924         |
| RETURNS ON INVESTMENTS AND SERVICING OF FINANCE Interest received    |        | 68            | 57            |
| TAXATION UK Corporation tax paid                                     |        | (451)         | (270)         |
| CAPITAL EXPENDITURE AND FINANCIAL INVESTMENT                         | 16(c)  | (581)         | (284)         |
| AQUISITIONS AND DISPOSALS Payment to acquire investment in associate |        | (1,501)       | -             |
| EQUITY DIVIDENDS PAID  |        | -             | (720)         |
| Cash (outflow)/inflow before financing                               |        | (184)         | 707           |
| FINANCING  | 16 (d) | (1,393)       | 72            |
| (Loss)/Returns from joint venture                                    |        | (8)           | 17            |
| Exchange Differences   |        | (112)         | 45            |
| (DECREASE)/INCREASE IN CASH AT BANK                                  |        | (1,697)       | 841           |

#### **ACCOUNTING POLICIES**

for the year ended 30 September 2011

#### ACCOUNTING CONVENTION

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

#### GOING CONCERN

After making reasonable enquiries, the board of directors consider that the group has adequate resources to continue its operations for the foreseeable future and therefore these financial statements have been prepared on a going concern basis

#### BASIS OF CONSOLIDATION

The Group accounts consolidate the financial statements of the company and all its subsidiary undertakings Intra-group profits are eliminated on consolidation. Profits and losses of companies entering or leaving the group are included from the date of acquisition or up to the date of disposal. The net assets of subsidiaries acquired are included on the basis of their fair value at the date of acquisition being the date on which control passes.

#### ASSOCIATED UNDERTAKINGS

Undertakings in which the group has a participating interest and over which it exerts significant influence are defined as associated undertakings. The financial statements include the appropriate share of the results and reserves of these undertakings using the equity method based on audited financial statements to 30 September.

#### JOINT VENTURES

Undertakings in which the group has a long term interest and shares control under a contractual arrangement are defined as joint ventures. Joint ventures are accounted for using the gross equity method

#### **GOODWILL**

Purchased goodwill is capitalised and amortised over its estimated useful economic life, which the directors have estimated as being twenty years

#### TANGIBLE FIXED ASSETS AND DEPRECIATION

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows

| Databases                      | 20% on cost            |
|--------------------------------|------------------------|
| Portable computer equipment    | 33% on cost            |
| Computer equipment             | 25% on cost            |
| Fixtures, fittings & equipment | 25% on cost            |
| Motor vehicles                 | 25% on cost            |
| Leasehold improvements         | over life of the lease |

Any assets which are impaired in value, as measured by usage or by reference to the income that can be generated, are written down to their estimated impaired value

#### INTANGIBLE FIXED ASSETS AND AMORTISATION

Intangible fixed assets are stated at cost less amortisation. Amortisation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows

Data Histories 20% on cost

Any assets which are impaired in value, as measured by usage or by reference to the income that can be generated, are written down to their estimated impaired value

#### **INVESTMENTS**

Investments in the company's balance sheet are stated at cost, less any provision for impairments

#### **ACCOUNTING POLICIES**

for the year ended 30 September 2011

#### **TURNOVER**

Revenue is derived from the provision of financial information and related software. Recurring revenues are recognised net of VAT over the period the services are provided, once a signed contract is in place, the recoverability of the debt is reasonably assured and the arrangement is fixed or determinable

#### LEASED ASSETS AND OBLIGATIONS

The annual rentals of operating leases are charged to profit and loss on a straight line basis over the lease term

#### **DEVELOPMENT EXPENDITURE**

Development expenditure is written off to the profit and loss account in the year in which it is incurred

#### **DEFERRED TAXATION**

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events that result in an obligation to pay more tax in the future or a right to pay less tax in the future have occurred at the balance sheet date. Timing differences are differences between the company's taxable profits and its results as stated in the financial statements that arise from the inclusion of gains and losses in tax assessments in periods different from those in which they are recognised in the financial statements.

Deferred tax is measured at the average tax rates that are expected to apply in the periods in which timing differences are expected to reverse, based on tax rates and laws that have been enacted or substantially enacted by the balance sheet date. Deferred tax is measured on a non-discounted basis

#### FOREIGN CURRENCIES

Assets and liabilities denominated in foreign currencies are translated at the rate of exchange ruling at the balance sheet date. Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. All differences are taken to the profit and loss account.

Assets, liabilities, and results of overseas subsidiaries are translated at the rate ruling at the balance sheet date Exchange differences arising are dealt with through reserves

#### DEFINED CONTRIBUTION PENSION SCHEME

Contributions are charged to the profit and loss account as they become payable in accordance with the rules of the scheme

#### SHARE BASED PAYMENTS

The Group issues equity-settled share-based payments to certain employees, which are measured at fair value at the date of grant. The fair value determined at the grant date of equity-settled share-based payments is expensed on a straight-line basis over the vesting period, based on the Group's estimate of shares that will eventually vest

The fair value is measured by use of the Black-Scholes option pricing model. The expected life used in the model has been adjusted, based on management's best estimate, for the effect of non-transferability, exercise restrictions, and behavioural considerations

#### **GOVERNMENT GRANTS**

Government grants of a revenue nature are credited to income in the period in which they relate

# Financial Express (Holdings) Limited NOTES TO THE FINANCIAL STATEMENTS for the year ended 30 September 2011

| 1 | TURNOVER  |                      |                      |
|---|---|----------------------|----------------------|
|   | Turnover is wholly attributable to the principal activity of the group  | 2011<br>£'000        | 2010<br>£'000        |
|   | Analysis of turnover by geographical destination United Kingdom Rest of Europe Rest of World  | 14,489<br>591<br>682 | 12,296<br>562<br>526 |
|   |   | 15,762               | 13,384               |
| 2 | OPERATING PROFIT  | 2011<br>£'000        | 2010<br>£'000        |
|   | Operating profit is stated after (crediting)/charging Depreciation of tangible assets Amortisation of goodwill Audit Services - Statutory audit of parent and | 327<br>233           | 260<br>233           |
|   | and consolidated accounts - Audit of subsidiaries where such services are provided by Baker Tilly   | 21                   | 16                   |
|   | or its associates   | 22                   | 22                   |
|   | Operating leases - land and buildings Government grants receivable Foreign exchange (Gain)/Loss   | 743<br>(33)<br>(44)  | 105                  |
| 3 | DIRECTORS AND EMPLOYEES   | 2011<br>£'000        | 2010<br>£'000        |
|   | Staff costs including directors' emoluments Wages and salaries Social security costs Other pension costs Share based payment                                  | 7,842<br>708<br>465  | 6,632<br>573<br>407  |
|   |   | 9,015                | 7,613                |
|   | Average number employed including executive directors   | Number               | Number               |
|   | Sales<br>Other  | 30<br>243            | 25<br>204            |
|   |   | 273                  | 229                  |
|   |   | £,000                | £,000                |
|   | Directors' emoluments (including pension contributions) Emoluments  | 762                  | 875                  |
|   | Fees paid to third party in respect of directors' services  | 18                   | 18                   |
|   |   | <del></del>          |                      |

#### NOTES TO THE FINANCIAL STATEMENTS

for the year ended 30 September 2011

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#### 4 DIRECTORS AND EMPLOYEES (continued)

The emoluments of the highest paid director was £303,226 (2010 £352,423) and pension contributions in respect of the director to the defined contribution scheme were £Nil (2010 £Nil) During the year, the group made pension contributions for two directors and contributions paid amounted to £48,172 (2010 -2 directors £48,172)

The highest paid director does not hold any share options thus none were exercised in the year (2010 Nil)

#### PENSION COSTS - DEFINED CONTRIBUTION SCHEME

The group operated a defined contribution scheme The assets of the scheme are held separately from those of the company in an independently administered fund. The pension cost charge represents contributions payable by the company to the fund and amounted to £455,773 (2010 - £388,076)

| 5 | TAXATION  | 2011<br>£'000 | 2010<br>£'000 |
|---|---|---------------|---------------|
|   | Analysis of charge in the period                                  | £ 000         | £ 000         |
|   | Current tax - UK corporation tax on profits for the period        | 318           | 407           |
|   | Foreign Taxation  | 62            | 57            |
|   |   | 380           | 464           |
|   | Deferred tax – origination and reversal of timing differences     | (3)           | (3)           |
|   | Tax on profit on ordinary activities                              | 377           | 461           |
|   | Factors affecting tax charge in the period                        |               |               |
|   | Profit on ordinary activities before taxation                     | 1,272         | 1,501         |
|   | Profit on ordinary activities multiplied by the standard rate of  |               |               |
|   | corporation tax in the UK of 27% (2010 - 28%)                     | 343           | 420           |
|   | Expenses not deductible for tax purposes (primarily amortisation) | 49            | 108           |
|   | Depreciation in excess of capital allowances                      | (8)           | (1)           |
|   | Share Scheme Deduction  | (27)          | (26)          |
|   | Group Relief  | (4)           | (5)           |
|   | Foreign Tax   | 46            | (33)          |
|   | Short Term Timing differences and other deductions in period      | (19)          | I             |
|   | Current tax charge  | 380           | 464           |
|   |   |               | <del></del>   |

Factors that may affect future tax charges

The only factor that may affect future tax charges is anticipated to be the potential utilisation of losses carried forward, to the extent that they have not already been recognised as deferred tax assets

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 30 September 2011

#### 6 FIXED ASSET INVESTMENTS

|   | Associated Undertakings |
|---|-------------------------|
| GROUP   | £'000                   |
| Share of net assets   |                         |
| 1 October 2010  | -                       |
| Additions   | 1,501                   |
| Share of retained profit for the year                           | 75                      |
| Disposals   | -                       |
| 30 September 2011   | 1,576                   |
|   |                         |
| COMPANY   | £'000                   |
| Cost of unlisted shares in unlisted subsidiaries and associates |                         |
| 1 October 2010  | 5,169                   |
| Additions   | 1,508                   |
|   |                         |
| 30 September 2011   | 6,677                   |
|   |                         |

Details of the investments in which the group and company (unless indicated) holds 20% or more of the nominal value of any classes of share capital are as follows

|   | Place of I<br>Incorporation | Percentage<br>Holding | Principal Activity             |
|---|-----------------------------|-----------------------|--------------------------------|
| Financial Express Limited               | England & Wales             | 100%                  | Financial Information Services |
| Trustnet Limited                        | England & Wales             | 100%                  | Financial Information Services |
| UK-Wire Limited                         | England & Wales             | 100%                  | Dormant                        |
| Global Funds Registration Limited       | England & Wales             | 50%                   | Fund Registration Services     |
| Financial Express International Limited | Jersey                      | 100%                  | Consultancy                    |
| Fedby Information Services Private      | India                       | 100%                  | Financial Information Services |
| Limited eValue FE Ltd                   | England & Wales             | 40%                   | Financial Information Services |

#### JOINT VENTURE

In 2007 the company invested £5,000 for 50% of the ordinary share capital of Global Funds Registrations Limited - ("GFR") in which it shares joint control with Technical Fund Marketing Limited GFR provides the service of registering investment funds in all countries in which they wish to operate

GFR generated £495,257 of turnover for the year to 30 September 2011 (2010 £237,502) of which £248,120 (2010 £118,751) has been recognised in the group accounts under the gross equity method An operating loss of £8,142 has been recognised in the consolidated profit and loss account as Financial Express (Holdings) Limited's share of GFR's loss to 30 September 2011 (2010 profits of £16,562)

As at 30 September 2011, GFR had net habilities of £127,633 (2010 £111,266)

The intercompany debtor between the parent company and the joint venture amounts to £108,495 (2010 £60,592)

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 30 September 2011

#### ASSOCIATED COMPANY

In January 2011, the company purchased 40% of the issued ordinary shares and 50% of the issued preference shares of eValue FE Ltd for £1 5m. The preference shares can be redeemed as from 1st January 2013 in instalments until 1st April 2015

The turnover for 8 months to  $30^{th}$  September 2011 for eValue FE was £2,830,600, with a profit before tax of £180,798 Taxation was a rebate of £13,004 The company held fixed assets totalling £1,942,206, with current assets totalling £4,422,103 Creditors falling due within one year were £1,577,345, and falling after one year £4,592,133

| 7 | INTANGIBLE FIXED ASSETS | Data Histories £'000 | Goodwill<br>£'000 | Total<br>£'000 |
|---|-------------------------|----------------------|-------------------|----------------|
|   | GROUP                   |                      |                   |                |
|   | Cost                    |                      |                   |                |
|   | At 30 September 2010    | 170                  | 4,644             | 4,814          |
|   | Additions               | 5                    | -                 | 5              |
|   | At 30 September 2011    | 175                  | 4,644             | 4,819          |
|   | Amortisation            |                      |                   |                |
|   | At 30 September 2010    | 127                  | 1,914             | 2,041          |
|   | Charge for the year     | 11                   | 233               | 244            |
|   | At 30 September 2011    | 138                  | 2,147             | 2,285          |
|   | ·                       |                      |                   |                |
|   | Net book value          |                      |                   |                |
|   | At 30 September 2011    | 37                   | 2,497             | 2,534          |
|   | At 20 September 2010    | 43                   | 2,730             | 2,773          |
|   | At 30 September 2010    | 43                   | 2,730             |                |

Financial Express (Holdings) Limited NOTES TO THE FINANCIAL STATEMENTS for the year ended 30 September 2011

| 8 | TANGIBLE FIXED ASSETS GROUP     | Computer<br>equipment &<br>software | Fixtures,<br>fittings and<br>equipment | Leasehold<br>Improvements | Total       |
|---|---------------------------------|-------------------------------------|--|---------------------------|-------------|
|   |                                 | £'000                               | £'000                                  | £'000                     | £'000       |
|   | Cost<br>At 30 September 2010    | 1,112                               | 170                                    | 152                       | 1,434       |
|   | Foreign exchange rate movements | (36)                                | (3)                                    | (2)                       | (41)        |
|   | Additions                       | 416                                 | 112                                    | 48                        | 576         |
|   | Disposals                       | (20)                                | (7)                                    | (30)                      | (57)        |
|   | At 30 September 2011            | 1,472                               | 272                                    | 168                       | 1,912       |
|   | Depreciation                    |                                     |  |                           |             |
|   | At 30 September 2010            | 666                                 | 135                                    | 116                       | 917         |
|   | Foreign exchange rate movements | (22)                                | (4)                                    | (5)                       | (31)        |
|   | Charge for the year             | 270                                 | 26                                     | 20                        | 316         |
|   | On disposals                    | (21)                                | (7)                                    | (30)                      | (58)        |
|   | At 30 September 2011            | 893                                 | 150                                    | 101                       | 1,144       |
|   | Net book value                  |                                     |  |                           | <del></del> |
|   | At 30 September 2011            | 579                                 | 122                                    | 67                        | 768         |
|   |                                 |                                     |  |                           |             |
|   | At 30 September 2010            | 446                                 | 35                                     | 36                        | 517         |
|   |                                 | Computer                            | Fixtures,                              |                           |             |
|   |                                 | equipment &                         | fittings and                           | Leasehold                 |             |
|   | COMPANY                         | software                            | equipment                              | improvements              | Total       |
|   | Cost                            | £'000                               | £'000                                  | £'000                     | £'000       |
|   | At 30 September 2010            | 768                                 | 89                                     | 152                       | 1,009       |
|   | Additions                       | 313                                 | 54                                     | 48                        | 415         |
|   | Disposals                       | (21)                                | (7)                                    | (30)                      | (58)        |
|   | At 30 September 2011            | 1,060                               | 136                                    | 170                       | 1,366       |
|   | Depreciation                    |                                     |  |                           |             |
|   | At 30 September 2010            | 422                                 | 61                                     | 115                       | 598         |
|   | Charge for the year             | 203                                 | 13                                     | 20                        | 236         |
|   | Disposals                       | (21)                                | (7)                                    | (30)                      | (58)        |
|   | At 30 September 2011            | 604                                 | 67                                     | 105                       | 776         |
|   | Net book value                  |                                     |  |                           |             |
|   | At 30 September 2011            | 456                                 | 69                                     | 65                        | 590         |
|   | At 30 September 2010            | 346                                 | 28                                     | 37                        | 411         |
|   |                                 |                                     |  |                           |             |

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 30 September 2011

| 9 | DEBTORS amounts falling within |       |       |             |       |
|---|--------------------------------|-------|-------|-------------|-------|
|   | one year                       | GR    | COUP  | CON         | MPANY |
|   | •                              | 2011  | 2010  | 2011        | 2010  |
|   |                                | £'000 | £'000 | £'000       | £'000 |
|   | Trade debtors                  | 3,693 | 3,529 | 242         | 188   |
|   | Amounts due from joint venture | 51    | 11    | 108         | 61    |
|   | Other debtors                  | 602   | 584   | 718         | 284   |
|   | Prepayments and accrued income | 932   | 529   | 459         | 253   |
|   |                                |       |       | <del></del> |       |
|   |                                | 5,278 | 4,653 | 1,527       | 786   |
|   |                                |       |       |             |       |

Other debtors of the group includes a deferred tax asset of £42,013 (2010 £45,882) (see note 11) that is anticipated to be reversed to the profit and loss account over the next three years

Included within other debtors of the company is a deferred tax asset of £28,754 (2010 £34,511) (see note 11) that is anticipated to be reversed over the next three years to the profit and loss account

Also included within other debtors are interest bearing loans of £99,594 (2010 £58,925) to staff members for the exercise of options and the purchase of shares in Financial Express (Holdings) Limited

| 10 | CREDITORS amounts falling       |       |       |       |       |
|----|---------------------------------|-------|-------|-------|-------|
|    | due within one year             | GF    | ROUP  | COM   | 1PANY |
|    | ·                               | 2011  | 2010  | 2011  | 2010  |
|    |                                 | £'000 | £,000 | £'000 | £'000 |
|    | Trade creditors                 | 513   | 270   | 324   | 205   |
|    | Amounts owed to subsidiary      |       |       |       |       |
|    | undertakings                    | -     | •     | 3,264 | 2,923 |
|    | Corporation tax                 | 339   | 417   | 93    | 59    |
|    | Other taxes and social security | 624   | 659   | 182   | 150   |
|    | Other creditors                 | 151   | 183   | 37    | 53    |
|    | Accruals and deferred income    | 7,182 | 6,145 | 1,323 | 1,071 |
|    |                                 | 8,809 | 7,674 | 5,223 | 4,461 |
|    |                                 |       |       |       |       |

In relation to the defined contribution scheme and included within other creditors, the group and company had outstanding contributions of £43,241 (2010 £37,577)

#### 11 DEFERRED TAX

| DEFERRED TAX                   | GROUP         |               | COM           | COMPANY       |  |
|--------------------------------|---------------|---------------|---------------|---------------|--|
|                                | 2011<br>£'000 | 2010<br>£'000 | 2011<br>£'000 | 2010<br>£'000 |  |
| Corporation tax deferred by    |               |               |               |               |  |
| Accelerated capital allowances | (21)          | (31)          | (13)          | (20)          |  |
| Other items                    | (21)          | (15)          | (16)          | (15)          |  |
| Tax losses carried forward     | -             | -             | -             | · -           |  |
| Deferred tax (asset)           | (42)          | (46)          | (29)          | (35)          |  |
|                                |               |               |               |               |  |

The potential asset has been calculated on a corporation tax rate of 27% (2010 28%)

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 30 September 2011

#### 11 DEFERRED TAX (continued)

|    | Deferred tax - movement in the year                       | CD.              | OUD                  | 00            | NADANIV                |
|----|---|------------------|----------------------|---------------|------------------------|
|    |   | 2011<br>£'000    | OUP<br>2010<br>£'000 | 2011<br>£'000 | MPANY<br>2010<br>£'000 |
|    | At 30 September 2010<br>Charge/(Credit) to the profit and | (46)             | (43)                 | (22)          | (28)                   |
|    | loss account  | 4                | (3)                  | (7)           | 6                      |
|    | At 30 September 2011                                      | (42)             | (46)                 | (29)          | (22)                   |
| 12 | SHARE CAPITAL   |                  |                      | 2011          | 2010                   |
|    | GROUP AND COMPANY Authorised                              |                  |                      | £             | £                      |
|    | 9,700,000 'A' ordinary shares of 1p eac                   | h                |                      | 97,000        | 98,000                 |
|    | 200,000 'B' ordinary shares of 1p each                    |                  |                      | 2,000         | 2,000                  |
|    | 100,000 'C' ordinary shares of 1p each                    |                  |                      | 1,000         | <del>_</del>           |
|    |   |                  |                      | 100,000       | 100,000                |
|    | Allotted, called up and fully paid                        |                  |                      |               |                        |
|    | 1,547,673 'A' ordinary shares of 1p eac                   | h (2010 1,689,87 | 75)                  | 15,477        | 16,899                 |
|    | 94,870 'B' ordinary shares of 1p each (2                  |                  | •                    | 949           | 803                    |
|    |   |                  |                      | 16,426        | 17,702                 |
|    |   |                  |                      |               |                        |

The 'B' ordinary shareholders are not entitled to vote in general meetings but in all other respects, the shares rank pari passu with the 'A' ordinary shares. The 'C' ordinary shares are entitled to vote, but do not qualify for dividends or capital distributions until the company is worth more than £100 million. No 'C' ordinary shares had been issued at  $30^{th}$  September 2011

During the year Financial Express (Holdings) Limited re-purchased 142,202 'A' and 10,776 'B' ordinary shares for a total consideration of £1,545,613 Also, during the year 15,891 'B' ordinary shares were issued to staff under the share option scheme and 9,450 'B' ordinary shares were purchased by staff for total consideration of £153,947

Share options over 'B' ordinary shares

The company had granted options under an EMI approved scheme as follows

| Number of Options |                         |                   |                    |        |                         |                   |
|-------------------|-------------------------|-------------------|--------------------|--------|-------------------------|-------------------|
| Issue Date        | 30<br>September<br>2010 | Exercised in year | Granted in<br>year | Lapsed | 30<br>September<br>2011 | Exercise<br>Price |
| 28/02/01          | 12,444                  | (12,444)          | -                  | -      | •                       | 387 38p           |
| 13/03/03          | 40,369                  | (346)             | -                  | -      | 40,023                  | 249 74p           |
| 27/07/04          | 5,408                   | (350)             | •                  | -      | 5,058                   | 318 00p           |
| 22/05/07          | 25,450                  | (2,250)           | •                  | -      | 23,200                  | 289 04p           |
| 01/10/09          | 6,500                   | -                 | -                  | •      | 6,500                   | 515 00p           |

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 30 September 2011

#### 12 SHARE CAPITAL (continued)

The Group plan provides for a grant price equal to the average market price of the Group shares on the date of grant. The vesting period is generally 3 to 5 years. If options remain unexercised after a period of 10 years from the date of grant, the options expire. Furthermore, options are forfeited if the employee leaves the Group before the options vest.

The inputs into the Binomial model were as follows

| Issue of options | Share price | Volatility | Expected life | Dividend rate |
|------------------|-------------|------------|---------------|---------------|
|                  | £           |            |               |               |
| 28/02/01         | 0 63        | 25%        | 3 years       | 0%            |
| 13/03/03         | 2 50        | 25%        | 3 years       | 3 2%          |
| 27/07/04         | 3 18        | 25%        | 3 years       | 7 8%          |
| 22/05/07         | 2 83        | 25%        | 3 years       | 6 3%          |
| 01/10/09         | 5 15        | 40%        | 5 years       | 6 5%          |

Expected volatility was determined by calculating the historical volatility of the Group's share price over the previous 5 years. The expected life used in the model has been adjusted, based on management's best estimate, for the effects of non transferability, exercise restrictions, and behavioural considerations.

The Group recognised total expense of £nil (2010 £359) relating to equity-settled share-based payment transaction

No share based payment charge has been charged in respect of the 6,500 options issued October 2009. The fair value of the options issued was estimated to be in the region of £8,000 - £17,500 which would have resulted in a charge for the year between £2,650 and £5,850.

# Financial Express (Holdings) Limited NOTES TO THE FINANCIAL STATEMENTS

for the year ended 30 September 2011

| 13 | STATEMENT OF MOVEMENTS   |                     |           |             |              |           |
|----|--|---------------------|-----------|-------------|--------------|-----------|
|    | ON RESERVES  | Capital             | Share     | Share based | Exchange     | Profit    |
|    |  | redemption          | premium   | payment     | Reserves     | and loss  |
|    | GROUP  | reserve             | account   | £'000       | £'000        | account   |
|    |  | £'000               | £'000     |             |              | £'000     |
|    | Balance at 30 September 2010   | 3                   | 3,782     | 2 5         | 5 74         | 942       |
|    | Profit for the year  | -<br>-              | -,        | -           | -            | 895       |
|    | Dividend   | -                   |           | -           |              |           |
|    | Repurchase of shares   | 2                   |           | - ,         | -            | (1,546)   |
|    | Shares issued in year  | -                   | 153       |             |              |           |
|    | Other movements  | -                   | •         |             | - (121)      | ) -       |
|    | Balance at 30 September 2011   | 5                   | 3,935     | 5 -5        | (47)         | 291       |
|    | COMPANY  |                     |           |             | = =====      |           |
|    | Balance at 30 September 2010   | 3                   | 3,782     | 2 5         | 5 (29)       |           |
|    | Profit for the year  | -                   |           | -           |              | 1,534     |
|    | Dividend   | -                   | •         | -           |              |           |
|    | Repurchase of shares   | 2                   | 1.50      | <u>.</u>    |              | (1,546)   |
|    | Shares issued in year Other movements  | •                   | 153       |             | -<br>- (44)  | (18)      |
|    | Other movements  | -                   | •         |             | - (44)       | (18)      |
|    | Balance at 30 September 2011   | 5                   | 3,935     | 5 5         | (73)         | 81        |
| 14 | As permitted by s408 Companies account Details of the purchase of RECONCILIATION IN MOVEME | shares is set out i | n note 12 | -           | 2011         | 2010      |
|    | FUNDS – GROUP  |                     |           |             | €'000        | £'000     |
|    | Profit after tax for the year  |                     |           |             | 895          | 1,040     |
|    | Exchange Differences   |                     |           |             | (121)        | 50        |
|    | Equity dividends   |                     |           | _           | <del>-</del> | (720)     |
|    | Repurchase of shares   |                     |           | (           | 1,546)       | (20)      |
|    | Issue of shares  |                     |           |             | 153          | 92        |
|    | Net addition/(reduction) to shareho  | lders' funds        |           | -           | (619)        | 442       |
|    | Shareholders' funds as at 30 Septem  | nber 2010           |           |             | 4,824        | 4,382     |
|    | Shareholders' funds as at 30 Septen  | nber 2011           |           |             | 4,205        | 4,824     |
|    |  |                     |           |             | <del></del>  |           |
| 15 | DIVIDENDS  |                     |           |             | 2011         | 2010      |
|    |  |                     |           | ;           | £'000        | £'000     |
|    | 1 <sup>st</sup> Interim - A ordinary shares 0 per  |                     |           |             | -            | 348       |
|    | - B ordinary shares 0 per 2 <sup>nd</sup> Interim - A ordinary shares 0 per                |                     |           |             | -            | 12<br>348 |
|    | - B ordinary shares 0 per  |                     |           |             | -<br>-       | 12        |
|    | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,   | , (20               | .1.7      |             |              |           |
|    |  |                     |           |             | -            | 720       |
|    |  |                     |           | -           | <del></del>  |           |

# Financial Express (Holdings) Limited NOTES TO THE FINANCIAL STATEMENTS for the year ended 30 September 2011

| 16 | CASH | FLOW STATEMENT   |                                |                              |
|----|------|--|--------------------------------|------------------------------|
| 10 | (a)  | Reconciliation of operating profit to net cash inflow from operating activities                  | 2011<br>£'000                  | 2010<br>£'000                |
|    |      | Operating profit Depreciation and amortisation charges Increase in debtors Increase in creditors | 1,137<br>560<br>(629)<br>1,213 | 1,427<br>494<br>(622)<br>625 |
|    |      | Net cash inflow from operating activities  | 2,281                          | 1,924                        |
|    | (b)  | Reconciliation of net cash flow to movement in net funds   | 2011<br>£'000                  | 2010<br>£'000                |
|    |      | (Decrease)/Increase in cash in the period  | (1,697)                        | 841                          |
|    |      | Movement in net funds in the period  | (1,697)                        | 841                          |
|    |      | Net funds at 1 October 2010  | 4,555                          | 3,714                        |
|    |      | Net funds at 30 September 2011   | 2,858                          | 4,555                        |
|    | (c)  | Capital Expenditure  | 2011<br>£'000                  | 2010<br>£'000                |
|    |      | Payment to acquire tangible fixed asset  | (576)                          | (284)                        |
|    |      | Payment to acquire intangible fixed assets   | (5)                            | -                            |
|    |      | Net outflow for capital expenditure  | (581)                          | (284)                        |
|    | (d)  | Financing  | 2011<br>£'000                  | 2010<br>£'000                |
|    |      | Issue of ordinary share capital  | 153                            | 92                           |
|    |      | Repurchase of own shares   | (1,546)                        | (20)                         |
|    |      | Net outflow for financing  | (1,393)                        | 72                           |

#### NOTES TO THE FINANCIAL STATEMENTS

for the year ended 30 September 2011

#### 16 CASH FLOW STATEMENT (continued)

| (e) | Analysis of changes in net funds | At 30     |           | At 30     |
|-----|----------------------------------|-----------|-----------|-----------|
|     |                                  | September |           | September |
|     |                                  | 2010      | Cash flow | 2011      |
|     |                                  | £'000     | £'000     | £'000     |
|     | Cash at bank and in hand         | 4,555     | (1,697)   | 2,858     |
|     | Net funds                        | 4,555     | (1,697)   | 2,858     |
|     |                                  |           |           |           |

#### 17 GUARANTEES AND OTHER FINANCIAL COMMITMENTS

As at 30 September 2011, the annual financial commitments under non-cancellable operating leases as set out below

|                          | (         | GROUP       | CO        | MPANY     |
|--------------------------|-----------|-------------|-----------|-----------|
|                          | 2011      | 2010        | 2011      | 2010      |
|                          | Land and  | Land and    | Land and  | Land and  |
|                          | buildings | buildings   | buildings | buildings |
| Expiring                 | £'000     | £'000       | £'000     | £'000     |
| Less than one year       | 280       | 256         | 140       | 67        |
| Within two to five years | 191       | 253         | 191       | 228       |
| After five years         | 275       | -           | 275       | -         |
|                          | 746       | 509         | 606       | 295       |
|                          |           | <del></del> |           |           |

The company is a member of a VAT group and the net potential liability under the group registration as of 30 September 2011 was £445,616 (2010 £507,985)

#### 18 CAPITAL COMMITMENTS

During the year, Financial Express (Holdings) Ltd had committed £134,000 (2010 £58,000) towards capital expenditure

#### 19 RELATED PARTY TRANSACTIONS

The company has taken advantage of the exemption available under paragraph 3(c) of Financial Report Standard 8 Related party disclosures and therefore does not disclose transactions with its subsidiary companies

During the year, dividends were paid to the directors as detailed below

|              | 2011 | 2010    |
|--------------|------|---------|
|              | £    | £       |
| M Holland    | -    | 193,620 |
| A R B Ward   | -    | 68,787  |
| P W La Brooy | -    | 22,012  |
| D Timberlake | -    | 29,147  |
| B Graap      | -    | 68,790  |