## Company Registration No. 4541965 (England and Wales)

# AEGIS DEFENCE SERVICES LIMITED ANNUAL REPORT

FOR THE YEAR ENDED 31 DECEMBER 2010



#### **DIRECTORS AND ADVISERS**

**Directors** The Right Honourable Lord Paul Boateng PC

Brigadier James Ellery CBE

The Honorable Nicholas Soames MP

Jonathan Newman

Graham Binns CBE DSO MC

Lieutenant General Sir Graeme Lamb KBE CMG DSO

Secretary Jonathan Newman

Company number 4541965

**Registered office** 39 Victoria Street

London SW1H 0EU

Independent Auditors Saffery Champness

Lion House Red Lion Street

London WC1R 4GB

Bankers Coutts & Co

440 The Strand

London WC2R 0QS

Solicitors S J Berwin & Co

10 Queen Street Place

London EC4R 1BE

## **CONTENTS**

	Page
Directors' report	1 - 5
Independent auditors' report	6-7
Consolidated profit and loss account	8
Balance sheets	9
Consolidated cash flow statement	10
Notes to the financial statements	11 - 21

### DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2010

The directors present their report and financial statements for the year ended 31 December 2010

#### **Principal activities**

The principal activities of the company are the identification and mitigation of risk on behalf of governments and corporates worldwide, geo-political risk analysis, investigation and security consultancy

#### Review of the business and future developments

2010 saw another year of strong progress for the Group Notwithstanding a reduction in revenue generated from US Government contracts due to the drawdown of US Forces in Iraq, overall turnover grew from £152,194,315 to £173,975,202 through increased levels of service provided to other clients and the development of new business streams. New contract opportunities in the United States, Middle East and Africa were secured and further opportunities continue to be developed. These opportunities will continue to diversify the Group's market share and customer base. The Group has continued to invest significantly over the past year to achieve these objectives, in particular in the Middle East and the USA.

Our markets reflect the changing needs of our customers and the often rapid developments in operating conditions. Although the political circumstances and the nature of the operational risks facing our customers continues to evolve the Board believes that our customers' strategy of outsourcing the management of operational risk in pursuit of their strategic aims will continue. The Board believes that demand for the Group's services will therefore continue across all the Group's target markets albeit at continuously changing levels.

The Group continuously monitors operating conditions and revises its operating practices and procedures in the light of developments as they occur. The Group recognises its responsibilities to clients, staff and the communities in which it operates and will not engage in circumstances in which it cannot assure adequate service and protection levels.

The Group is licensed in all territories in which it operates, and complies with all applicable national and international laws in these territories. The Group's quality management system is certified to ISO 9001 2000 and the Group's US subsidiary, Aegis LLC, has been granted Top Secret Facility Clearance (FCL) status in the United States. The UK operating company has equivalent status in the United Kingdom (List X). Aegis LLC bid and was awarded, during the last quarter of 2010, an Indefinite Delivery Indefinite Quantity (IDIQ) contract with the US Department of State (DoS) in support of the Worldwide Protective Services Contract. This contract is estimated to be worth over \$10billion over the next 5 years across 8 awardees.

The Group continues to invest operating profits to develop the range and scope of services offered to the market. This revenue investment comprises overheads and expansion costs as well as start-up costs incurred in commencing operations in new territories and the support of these operations whilst they establish themselves. As a result of this expenditure, the Group continues to extend its capabilities in areas of potential future growth.

The Group again increased its level of new investment in fixed assets from that incurred in 2009 and has plans to continue investing in similar assets in 2011

## DIRECTORS' REPORT (continued) FOR THE YEAR ENDED 31 DECEMBER 2010

#### Review of the business and future developments (continued)

As noted under the Risk review, the Group is exposed to the impact of changes in the Sterling/US Dollar exchange rate. The strengthening of the US Dollar toward the end of the year resulted in a positive impact on the Groups results for 2010.

The Board monitors turnover and Operating profitability before and after revenue investment

Other operating metrics are monitored in different parts of the business with an emphasis on service performance and staff health and safety. The Board is satisfied on the basis of customer and staff feedback received, as well as on other non-financial measures, that the Group is meeting and exceeding its goals in these key areas.

As indicated in last year's report, in order to present better its international business profile, the Group has implemented a corporate reorganisation and created a new Group Holding company. As part of this reorganisation a number of the directors resigned from the Board to join a new Group Advisory Council, whilst new directors have been appointed to assist the continuing development of the company and the group both in the UK and overseas

#### Results and dividends

The consolidated profit and loss account for the year is set out on page 8

#### Risk review

The Board has established a risk management framework for ensuring that the major risks facing the Group are identified, evaluated and actively managed Risks are reviewed annually. It is not possible to mitigate fully all risks to which the Group is exposed but the ability to manage such risks and advise others on similar risks is considered a key strength of the Group.

The Group operates in extremely hostile environments on a worldwide basis. This gives rise to exceptional operating risks and the Group therefore adopts extensive and detailed risk mitigation strategies and tactics that address physical threats to customers and personnel. The Group mitigates commercial risk through entering into contract forms that recognise the distinctive environments in which it operates and by arranging appropriate insurance.

In addition to the special risks arising from the nature of the Group's business, the Board considers that the major risk factors impacting on the Group's business are as follows

#### Concentrated exposure to a limited number of customers and territories

Although to a lesser extent than in prior years, the Group's business is still dominated by a small number of major customers, operating principally in the Middle East. In the event that the customers' service requirements change, this could have a material adverse impact on the Group's business and prospects. The Group however continues to reduce the impact of this risk through diversifying its customer and contract base.

## DIRECTORS' REPORT (continued) FOR THE YEAR ENDED 31 DECEMBER 2010

#### Foreign exchange

The Group invoices its principal customers in US dollars. The majority of its direct costs arising are denominated in US dollars but a significant proportion of overhead costs are denominated in Sterling. The Group is therefore exposed to the impact of changes in the Sterling/US Dollar exchange rate. The Group seeks to mitigate this risk by matching currencies of costs and income wherever possible and taking short term currency hedging positions where these are appropriate.

### Ability to attract and retain qualified personnel

The Group's contracts frequently specify minimum qualifications for personnel engaged on contracts. This requires the availability of appropriate personnel at acceptable cost. The Group seeks to mitigate this risk by investing continuously in recruitment initiatives and providing competitive remuneration packages for personnel. The Group is a founder member of the British Association of Private Security Companies (BAPSC) and continues to engage in a range of initiatives to bring greater credibility, oversight and regulation to the private security sector. In this regard Aegis is a supporter of the Montreux Agreement and was a prime contributor to and an initial signatory of the International Code of Conduct for Private Security Companies signed in Geneva in November 2010.

#### Loss of reputation

The Group's business is dependent upon being held in high regard by its customers, the communities in which it operates and its personnel. The Board seeks to protect the Group's reputation by ensuring that the Group is only associated with activities that are appropriate and legal, by only engaging with reputable customers and suppliers and by operating only in those conditions where the Group understands and can contain physical threats and by rigorous vetting of personnel.

### Going concern

The financial statements have been prepared on a going concern basis as the Directors have, after making enquiries, a reasonable expectation that the Group will have adequate resources to continue in operational existence for the foreseeable future

#### **Directors**

The following directors have held office since 1 January 2010

Mark Bullough	(Resigned 19 March 2010)
Sır John Bırch KCVO CMG	(Resigned 25 March 2010)
Jeffrey Day	(Resigned 25 March 2010)
Keith Henry	(Resigned 25 March 2010)
Field Marshall the Lord Peter Inge KG GCB DL	(Resigned 25 March 2010)
Lieutenant Colonel Tim Spicer OBE	(Resigned 25 March 2010)
General Sir Roger Wheeler GCB CBE	(Resigned 25 March 2010)
Dominic Armstrong	(Resigned 23 March 2011)
The Right Honourable Lord Paul Boateng PC	
Brigadier James Ellery CBE	
The Honorable Nicholas Soames MP	
Jonathan Newman	(Appointed 16 March 2010)
Graham Binns CBE DSO MC	(Appointed 21 October 2010)
Lieutenant General Sir Graeme Lamb KBE CMG DSO	

## DIRECTORS' REPORT (continued) FOR THE YEAR ENDED 31 DECEMBER 2010

	2010 £	2009 £
During the year the group made the following payments Charitable donations	47,622	52,408

The Group continued to provide the Aegis Charitable Foundation (an independent registered charity) with administrative and accounting support at no cost

#### **Auditors**

Saffery Champness have expressed their willingness to remain in office as auditors of the company

#### Statement of directors' responsibilities

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 company and of the group and of the profit or loss of the group 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 UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements, and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group 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 the group 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 the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

## DIRECTORS' REPORT (continued) FOR THE YEAR ENDED 31 DECEMBER 2010

#### Statement of disclosure to auditors

So far as the directors are aware, there is no relevant audit information of which the group's auditors are unaware. Additionally, the directors have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the group's auditors are aware of that information

On behalf of the board

Jonathan Newman

**Director** 22 June 2011

## INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF AEGIS DEFENCE SERVICES LIMITED

We have audited the group and parent company financial statements (the "financial statements") of Aegis Defence Services Limited for the year ended 31 December 2010 set out on pages 8 to 21 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 an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed

#### Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities Statement set out on page 2, 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 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 assessment of whether the accounting policies are appropriate to the group's and 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 group's and parent company's affairs as at 31 December 2010 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 matter 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

## INDEPENDENT AUDITORS' REPORT (continued) TO THE MEMBERS OF AEGIS DEFENCE SERVICES LIMITED

### 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

Michael Di Leto (Senior Statutory Auditor) for and on behalf of Saffery Champness

22 June 2011

**Chartered Accountants Statutory Auditors** 

Lion House Red Lion Street London WC1R 4GB

## CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2010

	Notes	2010 £	2009 £
Turnover	2	173,975,202	152,194,315
Cost of sales		(136,064,229)	(118,685,790)
Gross profit		37,910,973	33,508,525
Administrative expenses		(24,872,092)	(19,229,747)
Operating profit	3	13,038,881	14,278,778
Other interest receivable and similar income Interest payable and similar charges	4	56,241 (91,958)	55,244 (53,641)
Profit on ordinary activities before taxation		13,003,164	14,280,381
Tax on profit on ordinary activities	5	(3,462,657)	(4,171,335)
Profit on ordinary activities after taxation	13	9,540,507	10,109,046

The profit and loss account has been prepared on the basis that all operations are continuing operations.

There are no recognised gains and losses other than those passing through the profit and loss account. The notes on pages 11 to 21 form part of these financial statements.

## BALANCE SHEETS AS AT 31 DECEMBER 2010

		Gro	up	Comp	any
		2010	2009	2010	2009
	Notes	£	£	£	£
Fixed assets					
Tangible assets	7	2,021,644	224,780	370,236	124,732
		2,021,644	224,780	370,236	124,732
Current assets					
Work in progress	9	765,226	1,148,523	444,141	1,148,523
Debtors	10	19,695,106	16,192,034	26,623,931	18,637,420
Cash at bank and in hand		15,078,983	8,434,858	9,077,963	5,442,137
		35,539,315	25,775,415	36,146,035	25,228,080
Creditors: amounts falling due					
within one year	11	(9,498,862)	(7,478,605)	(9,204,193)	(7,350,432)
Net current assets		26,040,453	18,296,810	26,941,842	17,877,648
Total assets less current liabilities		28,062,097	18,521,590	27,312,078	18,002,380
					<del></del>
		28,062,097	18,521,590	27,312,078 ———	18,002,380
Capital and reserves					
Called up share capital	12	112	112	112	112
Other reserves	13	25	25	25	25
Profit and loss account	13	28,061,960	18,521,453	27,311,941	18,002,243
Shareholders' funds	14	28,062,097	18,521,590	27,312,078	18,002,380

The notes on pages 11 to 21 form part of these financial statements

Approved by the Board and authorised for issue on 22 June 2011

Jonathan Newman

Director

Graham Binns Director

Company Registration No. 4541965

## CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2010

	Note	£	2010 £	£	2009 £
Net cash inflow from operating activities	21		13,229,376		1,280,168
Returns on investments and servicing of finance					
Interest received Interest paid		56,241 (91,958)		55,244 (53,641)	
Net cash (outflow)/inflow for returns on investments and servicing of finance			(35,717)		1,603
Taxation			(3,998,839)		(4,046,237)
Capital expenditure Payments to acquire tangible assets		(2,536,702)		(215,235)	
Net cash outflow for capital expenditure			(2,536,702)		(215,235)
Net cash inflow/(outflow) before					
management of liquid resources and financing			6,658,118		(2,979,701)
Increase/(decrease) in cash in the					
year	22, 23		6,658,118		(2,979,701)

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2010

#### 1 Accounting policies

#### 1.1 Accounting convention

The financial statements are prepared under the historical cost convention

### 1.2 Compliance with accounting standards

The financial statements are prepared in accordance with applicable United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), which have been applied consistently (except as otherwise stated)

#### 1.3 Basis of consolidation

The consolidated profit and loss account and balance sheet include the financial statements of the company and its subsidiary undertakings made up to 31 December 2010 Intra-group sales and profits are eliminated fully on consolidation

#### 1.4 Turnover

Turnover represents amounts receivable for goods and services net of VAT and trade discounts

#### 1.5 Goodwill

Acquired goodwill is written off in equal annual instalments over its estimated useful economic life

Where a permanent diminution in value occurs, additional amortisation is charged to reduce the book value of goodwill to realisable value

#### 1.6 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

Land and buildings Leasehold

over the length of the lease

Materiel Equipment

33% straight line 33% straight line

Plant and machinery

33% straight line

#### 1.7 Leasing

Rentals payable under operating leases are charged against income on a straight line basis over the lease term

#### 1.8 Investments

Fixed asset investments are stated at cost less provision for diminution in value

#### 1.9 Work in progress

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

## NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2010

#### 1 Accounting policies

(continued)

#### 1.10 Deferred taxation

Deferred taxation is provided at appropriate rates on all timing differences using the liability method only to the extent that, in the opinion of the directors, there is a reasonable probability that a liability or asset will crystallise in the foreseeable future

### 1.11 Foreign currency translation

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are recorded at a monthly rate ruling for the month in which the transaction occurs. All differences are taken to profit and loss account.

#### 2 Turnover

The total turnover of the Group has been derived from its principal activity. It is the view of the directors that disclosure of the different geographical markets in which the group operates would be seriously prejudicial to the interests of the Group.

3	Operating profit	2010 £	2009 £
	Operating profit is stated after charging		
	Depreciation of tangible assets	744,558	157,998
	Loss on disposal of tangible assets	-	5,665
	Fees payable to the group's auditor for the audit of the group's annual		
	accounts (company £29,250, 2009 £29,250)	29,250	29,250
	Remuneration of auditors for non-audit work	218,110	129,585
	and after crediting		
	Profit on foreign exchange transactions	(563,419)	(710,237)
4	Interest payable	2010	2009
	• •	£	£
	On bank loans and overdrafts	81,112	25,100
	Other interest	10,846	28,541
		91,958	53,641

## NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2010

Taxation	2010 £	2009 £
Domestic current year tax		
U K corporation tax	3,710,528	4,171,337
Adjustment for prior years	(46,963)	(2)
Current tax charge	3,663,565	4,171,335
Deferred tax		
Deferred tax charge/credit current year	(200,908)	
	3,462,657	4,171,335
Factors affecting the tax charge for the year		
Profit on ordinary activities before taxation	13,003,164	14,280,381
Profit on ordinary activities before taxation multiplied by standard rate	e	
of UK corporation tax of 28 00% (2009 - 28 00%)	3,640,886	3,998,507
Effects of		····
Non deductible expenses	94,182	131,947
Depreciation add back	139,743	34,950
Capital allowances	(101,426)	(107,655)
Foreign tax adjustments	(33,996)	-
Adjustments to previous periods	(46,963)	(2)
Loss on disposal of fixed assets	-	1,586
Other tax adjustments	(28,861)	112,002
	22,679	172,828
Current tax charge	3,663,565	4,171,335

## 6 Profit for the financial year

As permitted by section 408 Companies Act 2006, the holding company's profit and loss account has not been included in these financial statements. The profit for the financial year is made up as follows

	2010 £	2009 £
Holding company's profit for the financial year	9,309,698	9,868,903

## NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2010

7	Tangible fixed assets Group				
	•	Land and buildings Leasehold		Equipment	Total
		£	£	£	£
	Cost				
	At 1 January 2010	295,959	541,177	622,105	1,459,241
	Exchange differences	-	-	6,888	6,888
	Additions	-	2,448,750	87,952	2,536,702
	Disposals	<del>-</del>		(2,766)	(2,766)
	At 31 December 2010	295,959	2,989,927	714,179	4,000,065
	Depreciation				
	At 1 January 2010	295,959	524,412	414,090	1,234,461
	Exchange differences	_	-	2,168	2,168
	On disposals	-	-	(2,766)	(2,766)
	Charge for the year	-	672,994	71,564	744,558
	At 31 December 2010	295,959	1,197,406	485,056	1,978,421
	Net book value				
	At 31 December 2010	-	1,792,521	229,123	2,021,644
	At 31 December 2009		16,765	208,015	224,780
				-	

## NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2010

#### 7 Tangible fixed assets (continued) Company Land and Materiel Equipment Total buildings Leasehold £ £ £ £ Cost At 1 January 2010 295,959 541,177 475,919 1,313,055 Additions 658,257 86,330 744,587 Disposals (2,766)(2,766)At 31 December 2010 295,959 1,199,434 559,483 2,054,876 **Depreciation** At 1 January 2010 295,959 524,412 367,952 1,188,323 On disposals (2,766)(2,766)Charge for the year 438,978 60,105 499,083 At 31 December 2010 295,959 963,390 425,291 1,684,640 Net book value At 31 December 2010 236,044 134,192 370,236 At 31 December 2009 16,765 107,967 124,732

## NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2010

#### 8 Other fixed assets

### Intangible fixed assets

The cost of goodwill in the group brought forward is £1,057,117 (company £236,001) This has been fully amortised in prior years to leave a carrying value of £nil (company £nil)

## Shares in group undertakings (Company only)

The cost of shares in group undertakings brought forward is £1,127,375. The provision for diminution in value brought forward is £1,127,375, leaving a carrying value of £nil

### Holdings of more than 20% in principal group undertakings

The company holds more than 20% of the share capital of the following companies

Company	Country of registration or	Shares held	
	incorporation	Class	%
Subsidiary undertakings			
Aegis Defense Services LLC	USA	Ordinary	99 00
Aegis Recruitment Limited	England & Wales	Ordinary	100 00
Aegis Global Support Services (BVI)	BVI	Ordinary	100 00
Limited*			
Aegis Defence Services (BVI) Limited	BVI	Ordinary	100 00

The principal activity of these undertakings for the last relevant financial year was as follows

	Principal activity
Aegis Defense Services LLC	Security and consulting services
Aegis Recruitment Limited	Recruitment
Aegis Global Support Services (BVI)	Security and consulting services
Limited*	
Aegis Defence Services (BVI) Limited	Resourcing

<sup>\*</sup> Indirect holding

### 9 Work in progress

Group		Company	
2010	2009	2010	2009
£	£	£	£
765,226	1,148,523	444,141	1,148,523
	2010 £	2010 2009 £ £	2010 2009 2010 £ £ £

## NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2010

10	Debtors				
		Group		Company	
		2010	2009	2010	2009
		£	£	£	£
	Trade debtors	18,515,225	14,634,799	15,270,396	14,567,752
	Amounts owed by group undertakings	-	-	10,291,064	2,545,205
	Other debtors	978,973	1,557,235	861,563	1,524,463
	Deferred tax asset	200,908	-	200,908	-
		19,695,106	16,192,034	26,623,931	18,637,420

## 11 Creditors: amounts falling due within one year

		Group		Company	
		2010	2009	2010	2009
		£	£	£	£
	Bank loans and overdrafts	29,309	43,302	29,308	43,302
	Trade creditors	2,934,398	1,762,059	2,801,158	1,762,059
	Amounts owed to group undertakings	265,670	-	1,617,369	120,326
	Corporation tax	2,091,017	2,426,291	2,090,371	2,412,304
	Taxes and social security costs	749,593	566,151	749,593	566,151
	Other creditors	239,161	20,719	33,145	20,719
	Accruals and deferred income	3,189,714	2,660,083	1,883,249	2,425,571
		9,498,862	7,478,605	9,204,193	7,350,432
12	Share capital			2010	2009
				£	£
	Authorised 2,500,000 Ordinary shares of 0 01p each			250	250
	2,500,000 Ordinary shares of 0 orp each				
	Allotted, called up and fully paid				
	1,125,000 Ordinary shares of 0 01p each			112	112
				<del></del>	

## NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2010

13	Statement of movements on reserves Group		
		Capital redemption reserve	Profit and loss account
		£	£
	Balance at 1 January 2010 Profit for the year	25	18,521,453 9,540,507
	Balance at 31 December 2010	25	28,061,960
	Company		
		Capital redemption reserve £	Profit and loss account
	Balance at 1 January 2010 Profit for the year	25	18,002,243 9,309,698
	Balance at 31 December 2010	25	27,311,941
14	Reconciliation of movements in shareholders' funds Group	2010 £	2009 £
	Profit for the financial year	9,540,507	10,109,046
	Opening shareholders' funds	18,521,590	8,412,544
	Closing shareholders' funds	28,062,097	18,521,590
	Company	2010 £	2009 £
	Profit for the financial year Opening shareholders' funds	9,309,698 18,002,380	9,868,903 8,133,477
	Closing shareholders' funds	27,312,078	18,002,380

## NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2010

### 15 Financial commitments

At 31 December 2010 the group had annual commitments under non-cancellable operating leases as follows

		Land and buildings 2010 2	
	Expiry date	£	£
	Between two and five years	398,910	271,830
16	Directors' remuneration	2010 £	2009 £
	Remuneration for qualifying services	1,283,325	3,039,235
	Remuneration disclosed above include the following amounts paid to the highest paid director		
	Remuneration for qualifying services	389,050	633,160

### 17 Transactions with directors

The following directors had interest free loans during the year. The movement on these loans are as follows

	Amount outstanding		Maximum	
	2010	2009	in year	
	£	£	£	
Lieutenant Colonel Tim Spicer OBE	<del>-</del>	250,000	250,000	

Lieutenant Colonel Tim Spicer OBE resigned as a director on 25 March 2010

## NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2010

## 18 Employees

### Number of employees

The average monthly number of employees (including directors) during the year was

	2010 Number	2009 Number
Management and administration	94	<del></del>
Employment costs	2010 £	2009 £
Wages and salaries Social security costs	10,183,731 744,323	10,274,695 799,824
	10,928,054	11,074,519

### 19 Control

The ultimate parent company is Aegis Group Holdings AG, a company registered in Switzerland

## 20 Related party transactions

In accordance with the exemptions available under FRS 8 "Related party disclosures" no intragroup transactions are disclosed in these accounts

21	Reconciliation of operating profit to net cash inflow from operating activities	2010	2009
		£	£
	Operating profit	13,038,881	14,278,778
	Depreciation of tangible assets	744,558	157,998
	Loss on disposal of tangible assets	-	5,665
	Decrease in work in progress	383,297	162,030
	Increase in debtors	(3,302,164)	(109,831)
	Increase/(decrease) in creditors within one year	2,369,524	(13,214,472)
	Net effect of foreign exchange differences	(4,720)	-
	Net cash inflow from operating activities	13,229,376	1,280,168

## NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2010

22	Analysis of net (debt)/funds	1 January 2010	Cash flow	31 December 2010
		£	£	£010
	Net cash			
	Cash at bank and in hand	8,434,858	6,644,125	15,078,983
	Bank overdrafts	(43,302)	13,993	(29,309)
	Net funds/(debt)	8,391,556	6,658,118	15,049,674
23	Reconciliation of net cash flow to movement in net debt		2010 £	2009 £
	Increase/(decrease) in cash in the year		6,658,118	(2,979,701)
	Movement in net funds in the year		6,658,118	(2,979,701)
	Opening net funds		8,391,556	11,371,257
	Closing net funds		15,049,674	8,391,556