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# DIRECTORS' REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

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### **COMPANY INFORMATION**

**DIRECTORS** 

A Tabor

**RFJ Park** 

Sir Charles Allen CBE (Chairman)

MD Connole SG Miron M Gordon W Harding

M Lee (resigned 25 June 2012)

**COMPANY SECRETARY** 

**CR Potterell** 

**REGISTERED NUMBER** 

06251684

**REGISTERED OFFICE** 

30 Leicester Square

London WC2H 7LA

**INDEPENDENT AUDITOR** 

Deloitte LLP

Statutory Auditor & Chartered Accountants

2 New Street Square

London EC4A 3BZ

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#### DIRECTORS' REPORT FOR THE YEAR ENDED 31 MARCH 2013

The Directors present their report and the financial statements of This is Global Limited (the Group) and parent company (the Company) for the year ended 31 March 2013

#### **PRINCIPAL ACTIVITIES**

The Group's principal activity is that of a commercial radio licence holder and broadcaster in the United Kingdom. Other activities include the provision of services to the radio industry, the operation of two music television channels, the operation of entertainment-based internet sites and distribution of material related to each radio brand. The Group mainly traded during the year under the following radio brands. Heart, Capital, Classic FM, Choice, LBC, Gold and Xfm.

The Company is the holding company for the Group

#### **BUSINESS REVIEW**

The year ended 31 March 2013 was the fourth consecutive year of growth for the company Adjusted EBITDA, as defined below, increased by 8 3% with the operating margin improving from 27% to 28%

This continuing growth in profitability has been achieved against a background of continuing uncertainty in the major economies around the world as to when a sustained recovery will take place. The UK economic environment remains challenging with consumer price inflation at 2.7%, unemployment at 7.8% and the Bank of England forecasting 0.5% growth in 2013.

Despite the prevailing uncertain economic background, the Directors believe that the 5% growth achieved in commercial revenues in the year to 31 March 2013 represents an excellent performance and outperformed the industry as a whole which grew by 1 4% in the same period (Source Radio Advertising Bureau website) Our continuing growth is a testament to the excellence of our commercial sales teams whose performance was again recognised by their peers, where for an unprecedented third year running, they won both the Media Week National Sales Team of the Year award and the Campaign Cross-Media Sales Team of the Year award

Our programming teams also maintained their excellent work, with our stations reaching 19 3m listeners each week, which was in line with last year. Their high quality programmes were again recognised with numerous Sony awards, including UK Radio Brand of the Year for Classic FM and Station of the Year for LBC 97 3 at the Arqiva awards.

Capital TV and Heart TV were launched on the Sky and Freesat platforms on 12 October 2012, and we are happy with their progress to date

#### Financial performance

The consolidated profit and loss account is set out on page 8 and shows that turnover for the year ended 31 March 2013 amounted to £219 5m (2012 £209 4m) Operating profit for the year ended 31 March 2013 amounted to £37 1m, an 11 4% increase on last year (2012 £33 3m) Operating profit is stated after charging depreciation of £5 5m (2012 £5 2m) and goodwill amortisation of £18 6m (2012 £18 5m)

The Directors consider that earnings before interest, tax, depreciation, amortisation, impairment provisions, redundancy, integration and vacant property provisions ("Adjusted EBITDA") is a key measure for the Group as it shows the underlying trading performance of the business. The pro-forma results set out below show that the Group's commercial revenues increased by 5% in the year ended 31 March 2013 and the Adjusted EBITDA for the year ended 31 March 2013 amounted to £61 3m, a 8 3% increase on the comparative figure for the year ended 31 March 2012 of £56 6m.

#### DIRECTORS' REPORT FOR THE YEAR ENDED 31 MARCH 2013

	2013 £m	2012 £m
Commercial revenues	202.7	193 1
Other revenue	16.8	16 3
Total group turnover	219 5	209 4
Cost of sales	40.8	36 8
Gross profit	178 7	172 6
Operating costs (note 1)	117 4	116 0
Adjusted EBITDA (note 2)	<u>61 3</u>	<u>56 6</u>
Margin	27 9 %	27 0 %

Note 1 Operating costs exclude depreciation, amortisation and restructuring/integration costs comprising redundancy costs and vacant property provisions

Note 2 Adjusted EBITDA comprises earnings before interest, tax, depreciation and amortisation and is stated before charging restructuring/integration costs comprising redundancy costs and vacant property provisions

Under Financial Reporting Standard 11 – Impairment of Assets and Goodwill, the Directors are required to consider the carrying value of goodwill where there has been an indicator that its value may have been impaired. The Directors consider there has been no indicator of impairment and therefore consider that the carrying value of goodwill at 31 March 2013 is not less than its recoverable amount.

#### Acquisition

Details of acquisitions are set out in Note 13 On 24 June 2012, This is Global Limited acquired 100% of the share capital of the GMG Radio Group ("GMG Radio") This acquisition was referred to the Competition Commission ("CC") The CC requires This is Global Limited to keep the operations of the GMG Radio stations separate from the operations of the This is Global Limited group. This requirement includes a number of restrictions and exclusions. For this reason, the results of GMG Radio have not been consolidated.

Through the monitoring trustee, the following management information for the year ended 31 March 2013 has been provided relating by GMG Radio

Revenue	£51 7m
Operating Loss	£1 3m
Loss before taxation	£1 8m
Net Assets	£66 4m

#### Going concern

The directors confirm that, after making enquiries, they have a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. For this reason they continue to adopt the going concern basis of accounting in preparing these financial statements. Further information around the assessment of Going Concern can be found on Note 1 of the financial statements.

#### **FUTURE DEVELOPMENTS**

The Director's expect the current level of activity to continue for the foreseeable future

#### DIRECTORS' REPORT FOR THE YEAR ENDED 31 MARCH 2013

#### **RESULTS AND DIVIDENDS**

The loss for the year, after taxation and minority interests, amounted to £30,756,000 (2012 - loss £28,967,000)

The Directors do not recommend the payment of a dividend (2012 £nil)

#### **DIRECTORS**

The Directors who served during the year and to the date of this report were

A Tabor RFJ Park Sir Charles Allen CBE MD Connole SG Miron M Gordon W Harding M Lee (resigned 25 June 2012)

#### POLITICAL AND CHARITABLE CONTRIBUTIONS

The Group is involved with a number of charities that are linked to its radio operations and during the course of the financial year, the Group's charities were involved in fundraising activities which generated over £3 9m (2012 £3 1m) for its own and many other third-party causes

As well as providing significant radio airtime to promote the activities and events of its charities, the Group provides a number of services to these charities, including the use of offices and administration services, free of charge

The Group's donations to external charities amounted to £3,250 (2012 £1,290) No contributions were made to political organisations The charitable and political donations of the Company amounted to £nil (2012 £nil)

#### PRINCIPAL RISKS AND UNCERTAINTIES

The business uses key performance indicators which are monitored on a regular basis and include audience trends such as weekly reach, listening hours, share of the market and demographic mix, as well as financial indicators such as turnover, Adjusted EBITDA and operating margins. Variance analysis is performed monthly and variances are monitored and discussed within a formal meeting structure.

The risks are monitored and managed at a Group level and by local management teams. The principal risks faced by the business can be divided into operational, commercial, financial and credit risks.

#### **Operational Risk**

Audience levels at the Group's stations could erode the Group's position, both in local markets and in the national marketplace if they were to decline. To address this, the Group markets its radio brands regularly and continually strives to improve programming standards to increase audiences. The Group carries out research on its listeners, building profiles of their likes and dislikes, and uses this to develop both the sound of the stations, and the music they play

#### DIRECTORS' REPORT FOR THE YEAR ENDED 31 MARCH 2013

#### Commercial Risk

There is a risk that a continued weakness in the advertising market could put pressure on traditional revenue streams. To address this, the Group has been developing its relationship with advertisers and agencies to ensure that the value of its brands is fully realised. This includes offering tailored solutions to advertisers and highlighting the breadth of our products. The development of new media opportunities is at the heart of the Group's strategy, which over time will reduce the pressure on our traditional revenue generators.

#### **Financial Risk**

The Group is primarily funded by debt—Bank debt has been reduced significantly in the year—The Group's operations are cash-generative, and a general exposure to liquidity risk is considered to be low. The Group monitors performance against its banking covenants on a quarterly basis

#### Credit risk

The Group actively mitigates the risk of payment default by its customers by the use of trade credit insurance and by reviewing outstanding payments and provisions for payment default regularly

#### FINANCIAL INSTRUMENTS

The Group's risk management process and the policies for mitigating certain type of risks are set out in note 35. Details of the financial instruments used for these purposes are in note 35 to the consolidated financial statements.

#### **COMPANY'S POLICY FOR PAYMENT OF CREDITORS**

Community involvement is a mainstay of the Group's radio operations and the Group considers that this extends equally to its position in the business community. The Group does not follow a code but operates a payment policy to agreed terms in settling outstanding debts. For certain types of regular contracted services, the Group encourages direct debit or standing order arrangements. Most other supplies are on an ad hoc basis and the terms of payment are agreed when the order is placed. The majority of payments are made by electronic transfer direct to suppliers' bank accounts. The Company had no trade creditors at the year end (2013 and 2012 creditor days - nil)

#### **EMPLOYEE INVOLVEMENT**

The Group places considerable value on the involvement of its employees and has continued its previous practice of ensuring effective two-way communication on matters affecting them as employees and on the various factors affecting the performance of the Group. This is achieved through formal meetings and the Group intranet. Employees are consulted monthly on a wide range of matters affecting their current and future interests.

#### **DISABLED EMPLOYEES**

Applications for employment by disabled persons are always fully considered, bearing in mind the respective aptitudes and abilities of the applicants concerned. In the event of members of staff becoming disabled, every effort is made to ensure that their employment with the Group continues and that appropriate training is arranged. It is the policy of the Group that the training, career development and promotion of disabled persons should, as far as possible, be identical with that of other employees.

#### **QUALIFYING THIRD PARTY INDEMNITY PROVISIONS**

The Directors benefit from qualifying third party indemnity provisions in place. The Group also provided qualifying third party indemnity provisions to certain directors of associated companies during the financial year

#### DIRECTORS' REPORT FOR THE YEAR ENDED 31 MARCH 2013

#### PROVISION OF INFORMATION TO THE AUDITOR

Each of the persons who are Directors at the time when this Directors' report is approved has confirmed that

- so far as that Director is aware, there is no relevant audit information of which the Group and the Company's auditor is unaware, and
- that Director has taken all the steps that ought to have been taken as a Director in order to be aware of
  any information needed by the Group and the Company's auditor in connection with preparing its report
  and to establish that the Group and the Company's auditor is aware of that information

#### **AUDITOR**

On 19 November 2012 KPMG LLP resigned as auditors to the Company On 30 November 2012 Deloitte LLP were appointed as auditors of the Company

Under section 487(2) of the Companies Act 2006, Deloitte LLP will be deemed to have been reappointed as auditor 28 days after these financial statements were sent to members or 28 days after the latest date prescribed for filing the accounts with the registrar, whichever is earlier

This report was approved by the board on 21th Septenber 2013 and signed on its behalf

MD Connole Director

30 Leicester Square London WC2H 7LA

#### DIRECTORS' RESPONSIBILITIES STATEMENT FOR THE YEAR ENDED 31 MARCH 2013

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 Group and parent company 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 Company for that period. In preparing these financial statements, the Directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgments 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,
- 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 Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Group and the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF THIS IS GLOBAL LIMITED (FORMERLY GLOBAL RADIO UK LIMITED)

We have audited the financial statements of This is Global Limited (formerly Global Radio UK Limited) for the year ended 31 March 2013 which comprise the Consolidated Profit and Loss Account, the Consolidated Statement of Total Recognised Gains and Losses, the Consolidated Balance Sheet, the Company Balance Sheet, the Consolidated Cash Flow Statement, the Reconciliation of Net Cash Flow to Movement in Net Debt and the related notes 1 to 36, set out on pages 8 to 42. 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 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 AUDITOR

As explained more fully in the Directors' responsibilities statement on page 6, 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

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

#### **OPINION ON FINANCIAL STATEMENTS**

In our opinion the financial statements

- give a true and fair view of the state of the Group's and the parent company's affairs as at 31 March 2013 and of the Group's loss 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

#### 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

# M. R. lee-Amei

Mark Lee-Amies (Senior Statutory Auditor) for and on behalf of **Deloitte LLP**Statutory Auditor and Chartered Accountants
2 New Street Square London
EC4A 3BZ

Date 17 Caffember 2013

# CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 MARCH 2013

	Note	2013 £000	2012 £000
	Note	2000	£000
TURNOVER	1,2	219,516	209,448
Cost of sales		(40,807)	(36,848)
GROSS PROFIT		178,709	172,600
Administrative expenses		(141,609)	(139,286)
OPERATING PROFIT	3	37,100	33,314
Share of associates operating profit		730	955
Income from other fixed asset investments		3	11
Profit on disposal of investments		32	-
Interest receivable and similar income	7	386	771
Interest payable and similar charges	8	(67,792)	(63,247)
Other finance income	9	251	473
LOSS ON ORDINARY ACTIVITIES BEFORE TAXATION		(29,290)	(27,723)
Tax on loss on ordinary activities	10	5	257
LOSS ON ORDINARY ACTIVITIES AFTER TAXATION		(29,285)	(27,466)
Minority interests		(1,471)	(1,501)
LOSS FOR THE FINANCIAL YEAR	20	(30,756)	(28,967)

All amounts relate to continuing operations

# CONSOLIDATED STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES FOR THE YEAR ENDED 31 MARCH 2013

Note	2013 £000	2012 £000
	(30,756)	(28,967)
28	(126)	(4,039)
28	(1,708)	1,700
то	(32,590)	(31,306)
	28 28	Note £000 (30,756) 28 (126) 28 (1,708)

# THIS IS GLOBAL LIMITED (FORMERLY GLOBAL RADIO UK LIMITED) REGISTERED NUMBER: 06251684

# CONSOLIDATED BALANCE SHEET AS AT 31 MARCH 2013

	Note		2013 £000		2012 £000
FIXED ASSETS					
Intangible assets	11		277,577		296,130
Tangible assets	12		21,642		22,081
Other investments	13		72,783		107
Investments in associates	13	_	959	_	1,711
			372,961		320,029
CURRENT ASSETS					
Debtors	14	35,359		35,493	
Cash at bank and in hand		66,760	_	90,467	
	<del>-</del>	102,119		125,960	
CREDITORS: amounts falling due within one year	15	(72,122)		(137,347)	
NET CURRENT ASSETS/(LIABILITIES)	•		29,997		(11,387)
TOTAL ASSETS LESS CURRENT LIABILI	TIES	:	402,958	=	308,642
CREDITORS amounts falling due after more than one year	16		818,285		690,969
PROVISIONS FOR LIABILITIES					
Provisions	18		3,064		3,491
CAPITAL AND RESERVES					
Called up share capital	19		-		-
Profit and loss account	20		(419,762)		(387,172)
			401,587		307,288
MINORITY INTERESTS	22		1,371		1,354
			402,958	•	308,642

The financial statements were approved and authorised for issue by the board and were signed on its behalf on 271 September 2013

MD Connole Director

# THIS IS GLOBAL LIMITED (FORMERLY GLOBAL RADIO UK LIMITED) REGISTERED NUMBER: 06251684

# COMPANY BALANCE SHEET AS AT 31 MARCH 2013

	Note	£000	2013 £000	£000	2012 £000
FIVED ACCETO	Note	2000	2000	2000	2000
FIXED ASSETS					
Investments	13		346,360		346,360
CURRENT ASSETS					
Debtors	14	90,801		129,750	
Cash at bank		1,904		2,067	
	•	92,705	-	131,817	
CREDITORS: amounts falling due within one year	15	(26,083)		(96,444)	
NET CURRENT ASSETS	·		66,622	_	35,373
TOTAL ASSETS LESS CURRENT LIABIL	ITIES		412,982	:	381,733
CREDITORS: amounts falling due after more than one year	16		746,272		690,870
CAPITAL AND RESERVES					
Called up share capital	19		-		-
Profit and loss account	20		(333,290)		(309,137)
			412,982	•	381,733
		;		:	

The financial statements were approved and authorised for issue by the board and were signed on its behalf on 27 to September 2013

MD Connole Director

# CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MARCH 2013

	Note	2013 £000	2012 £000
Net cash flow from operating activities	23	63,353	53,724
Dividends received from associated undertakings		1,482	1,029
Returns on investments and servicing of finance	24	(4,998)	(3,518)
Taxation		(349)	177
Capital expenditure and financial investment	24	(77,199)	(9,175)
Acquisitions and disposals	24	4	(1,402)
CASH (OUTFLOW)/INFLOW BEFORE FINANCING		(17,707)	40,835
Financing	24	(6,000)	(12,000)
(DECREASE)/INCREASE IN CASH IN THE YEAR		(23,707)	28,835

# RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET DEBT FOR THE YEAR ENDED 31 MARCH 2013

	2013 £000	2012 £000
(Decrease)/Increase in cash in the year	(23,707)	28,835
Cash outflow from decrease in debt and lease financing	6,000	12,000
CHANGE IN NET DEBT RESULTING FROM CASH FLOWS	(17,707)	40,835
Loan note and other interest added to principal	(64,828)	(59,674)
MOVEMENT IN NET DEBT IN THE YEAR	(82,535)	(18,839)
Net debt at 1 April 2012	(696,937)	(678,098)
NET DEBT AT 31 MARCH 2013	(779,472)	(696,937)

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### 1. ACCOUNTING POLICIES

#### 1.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention and in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law) They have been applied consistently throughout the current and prior year

#### 12 Going concern

At 31 March 2013 the Group had net liabilities of 418,391,000 (2012 £385,818,000)

The Group has prepared detailed forecasts of expected future cash flows for the three years ending 31 March 2016 ("the forecast") The Board considers the forecast has been prepared on a prudent basis taking into account current consensus forecasts of the radio advertising market. However, the Group has also prepared a worse than expected downside scenario. Even under this sensitised scenario, the forecasts indicate that the Group can continue to trade for the foreseeable future and operate within its new facility and the associated financial covenants.

Notwithstanding the net liabilities referred to above, the Directors consider it appropriate to prepare the financial statements on a going concern basis

On 26 April 2012, the Group completed a re-financing of its banking facilities. New banking facilities of £80,000,000 were agreed on that date. The new three-year facilities agreement has the ability to be extended to a five-year facility on the agreement of the Group and its lending banks.

On 12 June 2012 the Group repaid £50,000,000 of loans from a connected party

On 25 June 2012 the Group announced that it had acquired Real and Smooth Ltd (formerly GMG Radio Holdings Ltd) ("RSL") from Guardian Media Group plc The acquisition includes the network of stations operating under the Real Radio and Smooth Radio brand names. The acquisition was financed by a loan of £69,000,000 from a connected party. The Competition Commission continue to undertake a full competition review of the transaction.

During the year the acquired stations were managed separately from the Global Radio business in accordance with hold separate undertakings given to the Office of Fair Trading, and will continue to do so until the Competition Commission review process is complete

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### 1 ACCOUNTING POLICIES (continued)

#### 1.3 Basis of consolidation

The financial statements consolidate the financial statements of This is Global Limited (formerly Global Radio UK Limited) and all of its subsidiary undertakings ('subsidiaries')

The consolidated financial statements have been made up under the acquisition method of accounting. Under this method, the results of the subsidiary undertakings acquired or disposed of in the year are included in the consolidated profit and loss account from the date of acquisition or up to the date of disposal.

An associate is an undertaking in which the Group has a long term interest, usually from 20% to 50% of the equity voting rights, and over which it exercises significant influence. A joint venture is an undertaking in which the Group has a long-term interest and over which it exercises joint control. The Group's share of the profits less losses of associates and joint ventures is included in the consolidated profit and loss account and its interest in their net assets or liabilities is included in investments in the consolidated balance sheet.

Under Section 408 of the Companies Act 2006, the Company is exempt from the requirement to present its own profit and loss account. The loss for the year dealt with in the accounts of the Company was £24,153,000 (2012 - £38,780,000)

#### Basis of non-consolidation

On 24 June 2012, This is Global Limited ("TIGL") acquired 100% of the share capital of the GMG Radio Group ("GMG Radio") This acquisition was referred to the Competition Commission ("CC") The CC requires TIGL to keep the operations of the GMG Radio stations separate from the operations of the TIGL group. This requirement includes a number of restrictions and exclusions which means, in practice, TIGL does not control and cannot direct the operations of GMG Radio and accordingly the directors believe there are severe long-term restrictions that substantially hinder the exercise of TIGL's rights over the subsidiaries' assets and management. For this reason, following the guidance in FRS 2.25, the results of GMG Radio have not been consolidated. The investment in GMG Radio has been treated as a fixed asset investment. See note 13 for more detail.

#### 1.4 Turnover

Turnover comprises revenue recognised by the Company in respect of goods and services supplied during the year, exclusive of Value Added Tax and trade discounts

Radio airtime revenue generated by the sale of advertising space is recognised on the date of broadcast. Sponsorship, internet revenue and transmission fees for the digital multiplexes are recognised evenly over the life of the contract in accordance with specific contract terms if applicable. Revenue for the production of advertisements is recognised on the date of release to the client. Enterprise revenue relating to events is recognised upon agreed settlement with all related parties and CD revenue is recognised on date of sale. Revenue on barter transactions is recognised only when the goods or services being exchanged are of a dissimilar nature.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### **ACCOUNTING POLICIES (continued)**

#### 1.5 Intangible fixed assets and amortisation

Goodwill is the difference between amounts paid on the acquisition of a business and the fair value of the identifiable assets and liabilities. It is amortised to the Profit and loss account over its estimated economic life on a straight line basis. Provision is made for any impairment

The Directors consider each acquisition separately for the purpose of determining the amortisation period of any goodwill that arises. The goodwill is being amortised over a period of twenty years, being the Directors' best estimate of its useful economic life. This largely equates to the remaining life of the Group's radio licence portfolio and assumes that the Group successfully renews each licence for a further term

#### 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 of fixed assets, less their estimated residual value, over their expected useful lives on the following bases

Freehold property 2%-4% per annum straight-line Long-term leasehold property 2%-6% per annum straight-line

Short-term leasehold property over term of lease or, where lease is renewable, 5%

per annum

10%-33% per annum straight-line Fixtures and technical equipment -

**Transmitters** 5% per annum straight-line

Land is not depreciated

#### 1.7 Investments

Subsidiary undertakings

Investments in subsidiaries are valued at cost less provision for impairment

Associated undertakings

Investments in associates are stated at the amount of the Group's share of net assets. The Profit and loss account includes the Group's share of the associated companies' profits or losses after taxation using the equity accounting basis

(III) Other investments

Investments held as fixed assets are shown at cost less provision for impairment

#### 1.8 Leasing and hire purchase

Assets obtained under hire purchase contracts and finance leases are capitalised as tangible fixed assets Assets acquired by finance lease are depreciated over the shorter of the lease term and their useful lives Assets acquired by hire purchase are depreciated over their useful lives. Finance leases are those where substantially all of the benefits and risks of ownership are assumed by the Company Obligations under such agreements are included in creditors net of the finance charge allocated to future periods. The finance element of the rental payment is charged to the profit and loss account so as to produce a constant periodic rate of charge on the net obligation outstanding in each period

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### 1 ACCOUNTING POLICIES (continued)

#### 1.9 Operating leases

Rentals under operating leases are charged to the profit and loss account on a straight-line basis over the lease term

Benefits received and receivable as an incentive to sign an operating lease are recognised on a straight-line basis over the period until the date the rent is expected to be adjusted to the prevailing market rate

#### 1.10 Taxation

The charge or credit for the taxation is based on the profit or loss for the year and takes into account taxation deferred because of timing differences between the treatment of certain items for taxation and accounting purposes

Full provision is made for deferred tax assets and liabilities arising from all timing differences between the recognition of gains and losses in the financial statements and recognition in the tax computation.

A net deferred tax asset is recognised only if it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted

Deferred tax assets and liabilities are calculated at the tax rates expected to be effective at the time the timing differences are expected to reverse

Deferred tax assets and liabilities are not discounted

#### 1.11 Post retirement benefits

The Group operates a defined contribution pension scheme and the pension charge represents the amounts payable by the Group to the fund in respect of the year

The Group operates two defined benefits pension schemes and the pension charge is based on full actuarial valuations dated 30 September 2011 and 31 March 2009

Pension scheme assets are measured using market values. For quoted securities the current bid price is taken as market value. Pension scheme liabilities are measured using a projected unit method and discounted at the current rate of return on a high quality corporate bond of equivalent term and currency to the liability.

The pension scheme surplus (to the extent that it is recoverable) or deficit is recognised in full. The movement in the scheme surplus/deficit is split between administrative expenses, other finance income and actuarial gains and losses in the consolidated statement of total recognised gains and losses.

# 1.12 Related party transactions

The Company has taken advantage of the exemption contained in FRS 8 and has therefore not disclosed transactions or balances with entities which form part of the Group (or investees of the Group qualifying as related parties)

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

### 1. ACCOUNTING POLICIES (continued)

#### 1 13 Interest bearing borrowings

Immediately after issue, debt is stated at the fair value of the consideration received on the issue of the capital instrument after deduction of issue costs. The finance cost of the debt is accounted for on an accruals basis in the Profit and loss account using the effective interest rate method and are added to the carrying amount of the instrument to the extent they are not settled in the period to which they relate

#### 1 14 Share based payments

On 21 February 2011, a number of employees acquired B ordinary shares in Global Radio Holdings Limited (GRHL), a subsidiary of the Company These B shares are subject to rights whereby the employees may sell the shares to GRHL, or GRHL may acquire the shares from the employees for cash within a 60 day window starting on 1 August 2014, 31 August 2015 and 31 August 2016 respectively. The value at which the shares can be bought or sold is determined by a formula based on the future growth in value of the shares over a certain minimum threshold value. Under FRS 20-Share based payments, the liability arising has been treated as a cash settled share based payment transaction. The fair value is initially measured at grant date and spread over the period during which the employees become unconditionally entitled to payment.

The liability is revalued at each balance sheet date and settlement date with any changes to fair value being recognised in the profit and loss account

#### 1.15 Provisions

Provisions are recognised with regard to vacant space in relation to future liabilities arising on various properties. The remaining balance reflects the best estimate of the Group's exposure on the remaining life of the leases. Additional provision has been made in the year in relation to the leased properties within the Group that have been vacated during the period as a result of the changes to broadcast locations and represent the best estimate of the Group's exposure on the remaining life of the leases.

#### 2. TURNOVER

An analysis of turnover by class of business is as follows

	2013	2012
	£000	£000
Commercial revenues	202,750	193,099
Other revenues	16,766	16,349
	219,516	209,448

All turnover arose within the United Kingdom

Commercial revenues are attributable to operating as a commercial radio broadcaster and its related advertising revenue. Other revenues includes income from other enterprises, events, commission earned from third party sales, internet partnerships, and transmission fees for the digital multiplexes, whose contribution to the Group is not considered material on an individual basis and accordingly are grouped in the same activity.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

3.	OPERATING PROFIT
	The operating profit is stated after charging/(crediting)

	2013 £000	2012 £000
Amortisation - intangible fixed assets	18,581	18,521
Depreciation of tangible fixed assets		
- owned by the Group	5,463	5,236
Operating lease rentals		
- plant and machinery	871	1,044
- other operating leases	4,166	4,979
Profit on disposal of fixed assets	(472)	(283)
Restructuring costs/(release of provision)	•	(229)
Impairment of fixed asset investments	30	90

#### 4. AUDITOR'S REMUNERATION

The total fees payable in relation to audit was £135,000 (2012 £140,000)

	2013	2012
	£000	£000
Fees payable to the Company's auditor and its associates for the audit of the Company's annual accounts	35	40
Fees payable to the Group's auditor and its associates in respect of		
The auditing of accounts of associates of the Group		
pursuant to legislation	100	100
Other services pursuant to legislation	3	-
Tax services	14	-
All other services	147	20

Deloitte succeeded KPMG to become the Group's auditors on 30 November 2012 The auditor's remuneration given above relates to the respective periods that each firm acted as auditors of the Group The remuneration earned by Deloitte during the year but prior to their appointment totalled £427,000, related to Corporate Finance Services of £320,000, Other Services of £87,000 and Tax Services of £20,000

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

STAFF COSTS		
Staff costs, including Directors' remuneration, were as follows		
	2013 £000	2012 £000
Wages and salaries Social security costs Other pension costs (note 28)	50,308 5,674 1,088	49,166 5,587 1,101
	57,070	55,854
The average monthly number of employees, including the Direct	ctors, during the year was as	follows
The average monthly number of employees, including the Direct	ctors, during the year was as  2013  No.	follows 2012 No
The average monthly number of employees, including the Direct Sales Administration	2013	2012

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

6.	DIRECTORS' REMUNERATION		
		2013	2012
		£000	£000
	Emoluments	<b>4,179</b>	4,294
	Company pension contributions to defined contribution pension schemes	121	132
	During the year retirement benefits were accruing to 5 Directors (contribution pension schemes. The highest paid Director received rer £2,002,000)		
7.	INTEREST RECEIVABLE AND SIMILAR INCOME	2042	2042
		2013 £000	2012 £000
	Bank interest receivable	386	771
8.	INTEREST PAYABLE AND SIMILAR CHARGES	2042	2242
		2013 £000	2012 £000
	On bank loans and overdrafts	2,479	3,440
	On other loans Amortisation of debt issue costs	64,828 485	59,674 133
		67,792	63,247
9.	OTHER FINANCE INCOME		
		2013 £000	2012 £000
	Expected return on pension scheme assets	1,709	1,871
	Interest on pension scheme liabilities	(1,458)	(1,398)
		251	473

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

10.	IAXAIIUN		

	2013	2012
	£000	£000
Analysis of tax credit in the year		
UK corporation tax charge on loss for the year	1,019	1,261
Adjustments in respect of prior periods	(1,024)	(1,518)
Tax credit on loss on ordinary activities	(5)	(257)

#### Factors affecting tax credit for the year

The tax assessed for the year is higher than (2012 - higher than) the standard rate of corporation tax in the UK of 24% (2012 - 26%) The differences are explained below

	2013 £000	2012 £000
Loss on ordinary activities before tax	(29,290)	(27,723)
Loss on ordinary activities multiplied by standard rate of corporation tax in the UK of 24% (2012 - 26%)	(7,030)	(7,208)
Effects of:		
Non-tax deductible amortisation of goodwill and impairment Expenses not deductible for tax purposes, other than goodwill	4,459	4,745
amortisation and impairment	767	574
Depreciation/(capital allowances) for year in excess of capital allowances/(depreciation)	645	1.231
Restriction on interest allowable for tax	1,757	1,804
Adjustments to tax charge in respect of prior periods	(1,024)	(1,518)
Profit on disposal of property	(118)	(65)
Special factors affecting joint-ventures and associates leading to	44==>	(2.42)
an increase in the tax credit	(175)	(248)
Unrelieved tax losses carried forward	715	431
UK dividend income from associates	(1)	(3)
Current tax credit for the year (see above)	(5)	(257)

#### Factors that may affect future tax (credits)/charges

On 20 March 2013 the Chancellor announced the reduction in the main rate of UK corporation tax to 23 per cent with effect from 1 April 2013 This change had been substantively enacted on 3 July 2012 and therefore the effect of the rate change creates a reduction in the deferred tax asset which has been included in the figures above. The Chancellor also proposed changes to further reduce the main rate of corporation tax by two per cent to 21 per cent by 1 April 2014 and then by one per cent to 20 per cent by 1 April 2015, these changes were substantively enacted on 2 July 2013, but as they were not substantively enacted at the balance sheet date, the impact has not been included in the figures above It is estimated that this will not have a material effect on the Company

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### 11 INTANGIBLE FIXED ASSETS

Group	Goodwill £000
Cost	
At 1 April 2012 On acquisition of subsidiaries	574,945 28
At 31 March 2013	574,973
Amortisation	
At 1 April 2012 Charge for the year	278,815 18,581
At 31 March 2013	297,396
Net book value	
At 31 March 2013	277,577
At 31 March 2012	296,130

Under Financial Reporting Standard no 11 – Impairment of Assets and Goodwill, the Directors are required to consider the carrying value of goodwill where there has been an indicator that its value may have been impaired. The Directors consider there has been no indicator of impairment and therefore consider that the carrying value of goodwill at 31 March 2013 is not less than its recoverable amount.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

# 12 TANGIBLE FIXED ASSETS

	Land and	Transmitters, fixtures and technical	
	buildings	equipment	Total
Group	0003	0003	£000
Cost			
At 1 April 2012	18,740	19,842	38,582
Additions	788	4,905	5,693
Disposals	(1,376)	(214)	(1,590)
At 31 March 2013	18,152	24,533	42,685
Depreciation			
At 1 April 2012	3,692	12,809	16,501
Charge for the year	1,558	3,905	5,463
On disposals	(725)	(196)	(921)
At 31 March 2013	4,525	16,518	21,043
Net book value			
At 31 March 2013	13,627	8,015	21,642
At 31 March 2012	15,048	7,033	22,081

As at 31 March 2013, the net book value of land and buildings comprises

Freehold £1,160,000 (2012 £1,186,000) Long leasehold £209,000 (2012 £224,000) Short leasehold £12,258,000 (2012 £13,638,000)

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### 13. FIXED ASSET INVESTMENTS

	Investments in	Other fixed asset	
Group	associates £000	investments £000	Total £000
Cost or valuation	2000	2000	2,000
At 1 April 2012	1,711	586	2,297
Additions	-	72,647	72,647
Disposals	-	(97)	(97)
Movement in associates	(753)	•	(753)
At 31 March 2013	958	73,136	74,094
Provisions			
At 1 April 2012	-	479	479
Impairment charge	-	(30)	(30)
Disposals	-	(97)	(97)
At 31 March 2013	-	352	352
Net book value			
At 31 March 2013	958	72,784	73,742
At 31 March 2012	1,711	107	1,818
Movement in associates	<del></del>		

The associated undertakings contributed £730,000 operating profit, and paid £1,483,000 dividends to the Group

### Associated undertakings and other investments

The Group holds a 2 53% holding in UBC Media Group plc ("UBC")

A list of associated undertakings of the Group and their principal activities can be found in note 34.

Company Cost or valuation	Investments in subsidiary companies £000	Loans to subsidiaries £000	Total £000
At 1 April 2012 and 31 March 2013	90,940	255,420	346,360
Net book value			
At 31 March 2013	90,940	255,420	346,360
At 31 March 2012	90,940	255,420	346,360

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### 13 FIXED ASSET INVESTMENTS (continued)

Details of the principal subsidiaries and associates can be found under note number 34

Loans to subsidiary undertakings relate to the Group's acquisition of GCap Media Plc The Directors consider that, in substance, this loan represents a long-term investment in its subsidiary, Global Radio Acquisitions Limited, and have classified this as an investment

On 24 June 2012, the Group acquired GMG Radio Holdings Limited ("GMG Radio") from GMG plc for cash consideration of £68 7m plus stamp duty and professional fees GMG Radio has fourteen principal subsidiaries, Real Radio (Scotland) Limited, Real Radio (Yorkshire) Limited, Real Radio Limited, Real Radio (North East) Limited, Real Radio (North West) Limited, Real Radio (Scotland) Limited, Rock Radio (Manchester) Limited, Smooth Radio Investments Limited, Smooth Radio London Limited, Smooth Radio Limited, Smooth Radio Midlands Limited, Smooth Radio Scotland Limited, Smooth Digital Radio Limited and Smooth Radio NE Limited On acquisition GMG Radio Holdings Limited changed its name to Real and Smooth Limited, the Real and Smooth Group is referred to below as ("RSL")

The transaction was initially referred to the Office of Fair Trading on 29 June 2012 On 11 October this subsequently referred by the Office of Fair Trading to the Competition Commission Subject to Competition Commission approval and, whilst this process was in progress (including the period of review the Office of Fair Trading), the Group was required to hold RSL separate from the rest of TIGL in accordance with undertakings given to the competition authorities Access to RSL's management and assets is severely restricted by these undertakings and is governed by a Monitoring Trustee appointed by the Competition Commission

The Competition Commission issued its findings on 22 May 2013

Section 409 of the Companies Act 2006 requires the aggregate amount of the capital and reserves of RSL as at 31 March 2013 and its profit or loss for the year to be disclosed. At the time of signing these accounts this statutory information is not available.

#### 14. DEBTORS

		Group		Company
	2013	2012	2013	2012
	£000	£000	£000	£000
Trade debtors	26,344	29,036	-	-
Amounts owed by group undertakings	•	· <b>-</b>	89,832	129,750
Other debtors	1,659	764	969	-
Prepayments and accrued income	7,356	5,693	-	-
	35,359	35,493	90,801	129,750

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

# 15. CREDITORS.

Amounts falling due within one year

		Group		Company
	2013 £000	2012 £000	2013 £000	2012 £000
Bank loans and overdrafts (note 16) Other loans (note 16)	10,000 17,947	80,000 16,435	10,000 16,083	80,000 16,435
Trade creditors Corporation tax	9,344 286	6,242 640	-	· -
Social security and other taxes Other creditors	6,006 4,120	6,895 4.911	-	- 9
Accruals and deferred income	24,419	22,224	-	-
	72,122	137,347	26,083	96,444

# 16 CREDITORS:

Amounts falling due after more than one year

		Group		Company
	2013	2012	2013 £000	2012
Bank loans	£000 45,000	£000 -	45,000	£000
Other loans	773,285	690,969	701,272	690,870
	818,285	690,969	746,272	690,870
				<del></del>

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### 16. CREDITORS:

Amounts falling due after more than one year (continued)

Creditors include amounts not wholly repayable within 5 years as follows

		Group		Company
	2013	2012	2013	2012
	£000	£000	£000	£000
Repayable other than by instalments	206,142	206,142	206,044	206,044

The terms of the bank loan are as follows

Senior Term Loans - £55,000,000 (2012 £80,000,000) £10 million of this loan is repayable by instalments in the next year. The remainder of the loan will be settled between March 2015 and March 2017, depending on agreement between the Company and its banks. The prior year bank loan of £80,000,000 was repaid on 30 April 2012. The assets of the Group are pledged to their bankers as security against loans by way of a floating charge over the assets.

The terms of the other loans are as follows

Fixed rate loan notes - £97,799,000 (2012 £85,043,000) Repayable at par in April 2018 Bear interest at 15% per annum. The loan notes are listed on the Channel Island Stock Exchange ("CISX") and held by the Group's ultimate holding company.

Shareholder loan notes - £170,069,000 (2012 £147,886,000) Repayable at par in April 2018 Bear interest at 15% per annum. The loan notes are listed on the CISX and held by the Group's ultimate holding company.

Loan note held by a connected party - £227,361,000 (2012 £251,898,000) Repayable at par in April 2018 Bears interest at a margin of 10 5% per annum above LIBOR. The loan note is listed on the CISX On 12 June 2012 £50,000,000 of this loan was repaid

Loan note held by a connected party - £71,914,000 (2012 £Nil) Repayable at par in April 2018 Bears interest at a margin of 10% per annum above LIBOR The loan note is listed on the CISX

Loans repayable other than by instalments represent a long term loan owed to the Group's ultimate parent company, which does not attract interest

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### 17 DEFERRED TAXATION

At 31 March 2012 the Group had unrecognised deferred tax assets amounting to £26,974,000 (2012 £27,265,000) This is made up as follows

	2013 £000	2012 £000
Excess book depreciation over tax allowances on fixed assets UK trading losses Provisions	5,909 19,997 1,068	5,628 20,892 745
Total	26,974	27,265

The utilisation of deferred tax assets relies on a number of factors including the future profitability of the UK Group. Where the recoverability of these amounts within the foreseeable future is uncertain, a deferred tax asset has not been recognised in these financial statements. The effect of the substantively enacted corporation tax rate changes as mentioned in Note 10, would decrease the unrecognised deferred tax asset by £3,518,000.

#### 18. PROVISIONS

	Vacant
	space
Group	£000
At 1 April 2012	3,491
Additions	517
Amounts utilised	(944)
At 31 March 2013	3,064

#### Vacant space

Included in vacant space provisions arising on acquisition was a provision in relation to future liabilities arising on various properties. The remaining balance reflects the best estimate of the Group's exposure on the remaining life of the leases. Additional provision has been made in the year in relation to the leased properties within the Group that have been vacated during the period as a result of the changes to broadcast locations and represent the best estimate of the Group's exposure on the remaining life of the leases.

The Company has no provisions

Vacant

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### 19 SHARE CAPITAL

2013 2012 £000 £000

Allotted, called up and fully paid

1 Ordinary share of £1

#### 20. RESERVES

Group

At 1 April 2012
Loss for the year
Other net losses recognised in respect of the pension schemes

At 31 March 2013

Profit and loss account £000
(387,172)
(387,172)
(30,756)
(1,834)

The closing balance on the Consolidated profit and loss account includes a £nil (2012 £nil) debit, stated after deferred taxation of £nil (2012 £nil), in respect of pension scheme liabilities of the Group

The closing balance on the Consolidated profit and loss account includes a £NIL (2012 - £NIL) debit, stated after deferred taxation of £NIL (2012 - £NIL), in respect of pension scheme liabilities of the Group pension scheme

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

21	RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' DEFIC	TI:
41.	RECONCILIATION OF MOVEMENT IN SHAREHOLDERS DEFI	

Group	2013 £000	2012 £000
Opening shareholders' deficit Loss for the year Other net losses recognised in respect of the pension schemes	(387,172) (30,756) (1,834)	(355,866) (28,967) (2,339)
Closing shareholders' deficit	(419,762)	(387,172)
Company	2013 £000	2012 £000
Opening shareholders' deficit Loss for the year	(309,137) (24,153)	(270,357) (38,780)
Closing shareholders' deficit	(333,290)	(309,137)

The Company has taken advantage of the exemption contained within section 408 of the Companies Act 2006 not to present its own profit and loss account

The loss for the year dealt with in the accounts of the Company was £24,153,000 (2012 - £26,591,000)

# 22. MINORITY INTERESTS

Equity	£000
At 1 April 2012	(1,354)
Share of profit after taxation for the year	(1,471)
Dividends paid to minority interests	1,454
At 31 March 2013	(1,371)

#### 23. NET CASH FLOW FROM OPERATING ACTIVITIES

	2013 £000	2012 £000
Operating profit	37,100	33,314
Amortisation of intangible fixed assets	18,581	18,521
Depreciation of tangible fixed assets	5,463	5,236
Profit on disposal of tangible fixed assets	(472)	(283)
Decrease/(increase) in debtors	1,104	(4,106)
Increase in creditors	3,802	4,578
Decrease in provisions	(427)	(1,670)
Decrease in net pension liabilities	(1,798)	(1,866)
Net cash inflow from operating activities	63,353	53,724

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

	2013	2012
	£000	£000
Returns on investments and servicing of finance		
Interest received	386	771
Interest paid	(2,479)	(3,573)
Facility arrangement fees paid	(1,454)	-
Dividends received Income from investments in associated undertakings	3	11 955
Dividends paid to minority interests	(1,454)	(1,682 <u>)</u>
Net cash outflow from returns on investments and servicing		
of finance	(4,998)	(3,518) ————
	2013	2012
	£000	£000
Capital expenditure and financial investment		
Purchase of tangible fixed assets	(5,693)	(9,682)
Sale of tangible fixed assets	1,141	507
Purchase of unlisted and other investments	(72,647)	-
Net cash outflow from capital expenditure	(77,199)	(9,175)
	2013	2012
	£000	£000
Acquisitions and disposals		
Purchase of fixed asset investments	(28)	(1,402)
Sale of fixed asset investments	32	<b>(</b> - <b>,</b> - <b>,</b> -
Net cash inflow/(outflow) from acquisitions and disposals	4	(1,402)
	2013	2012
	£000	£000
Financing		
Repayment of bank loans	(25,000)	(12,000)
Other new loans	69,000	-
Repayment of other loans	(50,000)	
Net cash outflow from financing	(6,000)	(12,000)

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### 25 ANALYSIS OF CHANGES IN NET DEBT

			Other non-cash	
	1 April 2012	Cash flow	changes	31 March 2013
	£000	£000	£000	£000
Cash at bank and in hand	90,467	(23,707)	-	66,760
Debt:				
Debts due within one year Debts falling due after more than	(96,435)	25,000	43,488	(27,947)
one year	(690,969)	(19,000)	(108,316)	(818,285)
Net debt	(696,937)	(17,707)	(64,828)	(779,472)

#### 26 MAJOR NON-CASH TRANSACTIONS

Non-cash movements represent additional shareholder loans issued, and loan note interest accrued to year end

Of the Group's closing cash balance of £66,760,000 at 31 March 2013 (2012 £90,467,000), £1,700,000 (2012 £1,771,000) was held in escrow accounts and its use is restricted to the funding of the Capital Radio Pension and Assurance Scheme

#### 27 CAPITAL COMMITMENTS

At 31 March 2013 the Group and Company had capital commitments as follows

	Group		Company	
	2013	2012	2013	2012
	£000	£000	£000	£000
Contracted for but not provided in these financial statements	1,589	964		

#### 28. PENSION COMMITMENTS

The Group operates three pension schemes on behalf of its employees. The Capital Radio plc Pension and Assurance Scheme (CRPPAS) and the Midlands Radio Group Pension Scheme (MRGPS) are contributory defined benefit schemes. Both schemes were closed to new employees from 31 March 1995. At 31 March 2013, the MRGPS had 8 (2012. 8) active members and the CRPPAS had 4 (2012. 6) active members.

All current employees are eligible to join the Global Radio Group Personal Pension Plan, which new employees are invited to join when they begin employment with the Group. This scheme is a contributory defined contribution arrangement and as at 31 March 2013, 475 (2012–451) employees were active members of this scheme. The Group makes age-related contributions to the scheme

The pension cost charge for the period represents contributions payable by the Group to the scheme and amounted to £931,000 (2012 £973,000)

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### 28. PENSION COMMITMENTS (continued)

Contributions amounting to £194,000 (2012 £161,000) were payable to the scheme at the end of the financial year and are included in other creditors

The Group operates two defined benefit pension schemes

The actual return on scheme assets over the period from 31 March 2012 to 31 March 2013 was £977,000 for MRGPS and £1,715,000 for CRPPAS (period from 31 March 2011 to 31 March 2012 was £1,027,000 and £753,000 respectively)

The expected long-term rate of return on assets assumption is assessed by considering the current level of returns on risk-free investments (primarily government bonds) and the expectations for the risk premium of each asset class. The expected return for each asset class is then weighted based on the asset allocation to develop the expected long-term rate of return on assets assumption for the portfolio

The amounts recognised in the consolidated balance sheet are as follows

	2013 £000	2012 £000
Present value of funded obligations Fair value of scheme assets	(32,692) 37,438	(29,505) 32,543
Surplus in scheme Surplus not recognised	4,746 (4,746)	3,038 (3,038)
Net asset	<u>-</u>	- 

The pension scheme assets include ordinary shares issued by This is Global Limited (formerly Global Radio UK Limited) with a fair value of £NIL (2012 - £NIL) Scheme assets also include property occupied by This is Global Limited (formerly Global Radio UK Limited) with a fair value of £NIL (2012 - £NIL)

The amounts recognised in the consolidated profit or loss account are as follows

	2013 £000	2012 £000
Current service cost Interest on obligation Expected return on scheme assets Past service cost	(190) (1,458) 1,709	(128) (1,398) 1,871 (17)
Total	61	328
Actual return on scheme assets	2,699	1,780

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### 28. PENSION COMMITMENTS (continued)

Movements in the present value of the defined benefit obligation were as follows

	2013 £000	2012 £000
Opening defined benefit obligation Current service cost	29,505 190	25,799 128
Interest cost	1,458	1,398
Contributions by scheme participants	24	24
Actuarial (gains)/losses	2,828	3,9 <b>4</b> 8
Past service costs	•	17
Benefits paid	(1,313)	(1,809)
Closing defined benefit obligation	32,692	29,505
Changes in the fair value of scheme assets were as follow	ws	
	2013	2012
	£000	£000
Opening fair value of scheme assets	32,543	30,537
Expected return on assets	1,709	1,871
Actuarial gains and (losses)	2,702	(91)
Contributions by employer	1,798	2,045
Contributions by scheme participants	24	24
Benefits paid	(1,313)	(1,809)
Expenses paid by scheme	(25)	(34)
	37,438	32,543
	<del></del> :	

The total amount recognised in the consolidated statement of total recognised gains and losses in respect of actuarial gains on assets is £2,702,000 (2012 loss £91,000), actuarial losses on liabilities is £2,828,000 (2012 loss £3,948,000) and increase in the limit on the recognised surplus is £1,708,000 (2012 decrease £1,700,000)

Cumulative actuarial losses reported in the consolidated statement of total recognised gains and losses for accounting periods ending on or after 22 June 2002 and subsequently included by prior year adjustment under paragraph 96 of FRS 17, are £8,127,000 (2012 £6,776,000) The cumulative unrecognised surplus is £4,746,000 (2012 £3,038,000)

The Group expects to contribute £1,136,000 to its defined benefit pension schemes in 2014

The major categories of scheme assets as a percentage of total scheme assets are as follows

	2013	2012
Equities	51 90 %	63 86 %
Bonds	43 51 %	36 14 %
Property	4.59 %	- %

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

# 28. PENSION COMMITMENTS (continued)

Principal actuarial assumptions at the Balance sheet date (expressed as weighted averages)

	2013	2012
Discount rate at 31 March	4.75 %	5 00 %
Expected return on scheme assets at 31 March	5.70 %	<i>5 50 %</i>
Future salary increases	3 45 %	<i>3 25 %</i>
Future pension increases	3 48 %	3 33 %
Inflation assumption	3 40 %	3 25 %
Life expectancy at 65 current pensioners (male/female)	22.2/24.3	22 1/24 2

Life expectancy at 65 of pensioners in 20 years time (male/female) is assumed to be 23 5/25 8 years (2012 23 5/25 8 years)

Amounts for the current and previous year are as follows

Defined benefit pension schemes

	2013 £000	2012 £000	2011 £000	2010 £000	2009 £000
Defined benefit obligation Scheme assets	(32,692) 37,438	(29,505) 32,543	(25,799) 30,537	(27,000) 28,288	(21,380) 21,925
Surplus	4,746	3,038	4,738	1,288	545
Experience adjustments on scheme liabilities Experience adjustments on	(2,828)	(2,936)	(443)	356	(64)
scheme assets	2,702	(91)	295	4,430	(5,712)

Under FRS17 both schemes show a surplus In accordance with FRS 17, the Group has not recognised an asset in relation to the surplus in the schemes because it is not expected to be recoverable either through reduced contributions in the future or through refunds from the schemes

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### 29. GUARANTEES AND OTHER FINANCIAL COMMITMENTS

Operating leases

At 31 March 2013 the Group had annual commitments under non-cancellable operating leases as follows

	Land and buildings			Other	
	2013	2012	2013	2012	
Group	£000	£000	£000	£000	
Expiry date:					
Within 1 year	277	146	377	199	
Between 2 and 5 years	1,085	460	807	1,222	
After more than 5 years	3,043	3,667	-	-	

### Security

The assets of the Group are pledged to their bankers as security against loans by way of a floating charge over the assets

### **VAT Group**

The Company is a member of a group for VAT purposes, resulting in a joint and several liability for amounts owing by other Group companies for unpaid VAT

#### Other commitments

The Group has entered into agreements with transmission supply companies and digital multiples operators for the transmission of its radio stations for periods up to 2022 at competitive prices and to ensure supply. At year end the commitment to purchase space on transmitters over this period was £12,485,000 (2012 £20,400,000)

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### 30. RELATED PARTY TRANSACTIONS

The Company's immediate parent company is Global Radio Group Limited Details of loans outstanding with this entity are given in note 16. The Company has taken advantage of the exemption contained within FRS 8 'Related party disclosures' and has therefore not disclosed transactions or balances with entities which form part of the parent company's Group

The Group has a trading relationship with the Digital Radio Group (London) Ltd, Radio Centre Limited and CE Digital Limited The Group holds significant influence in all these companies. All transactions were conducted at normal commercial rates.

- a) Digital Radio Group (London) Limited operates a digital radio multiplex and during the year the Group paid £296,000 (2012 £300,000) to this company for transmission services. The Group had an outstanding balance of £55,000 at 31 March 2013 (2012 £26,600)
- b) Radio Centre Limited is a trade body promoting commercial radio to advertisers. Radio Centre Limited is funded by levies paid by the commercial radio industry in the UK based on volumes of advertising revenue. During the year the Group paid £2,088,000 (2012 £2,100,000) in levies to Radio Centre Limited and had an outstanding balance of £nil at 31 March 2013 (2012 £13,000)
- c) CE Digital operates three local digital radio multiplexes During the year the Group paid £2,075,000 (2012 £3,300,000) to CE Digital in respect of radio broadcasts and received £100,000 (2012 £100,000) in respect of legal expertise and engineering time. The Group had an outstanding balance of £175,000 at 31 March 2013 (2012 £100,000)
- d) Now Digital East Midlands Limited, an associate of the Group, operates digital radio multiplexes and during the year the Company paid £725,000 (2012 £600,000) to this company for transmission services. The Group had an outstanding creditor of £123,000 at 31 March 2013 (2012 £nil)
- e) Real and Smooth Limited (formerly GMG Radio Holdings Limited )("RSL") was acquired by the Group in the year, but under the terms of the referral to the Competition Commission, is the subject of specific hold separate undertakings. The Group sells national airtime on behalf of RSL, and charges commission for so doing. Between the date of acquisition and 31 March 2013, the Group received £1,818,000 in commission, and had an outstanding debtor of £388,000 at 31 March 2013. It also had an outstanding creditor of £2,976,000 in relation to airtime sold but not remitted to RSL as at 31 March 2013.

In the opinion of the Directors, there were no other related party transactions during the year

# 31. POST BALANCE SHEET EVENTS

The Company's acquisition of Real and Smooth Limited is referred to in Note 13 On 21 May 2013 the Competition Commission released their final report into the acquisition. The Company subsequently appealed the findings of the Competition Commission to the Competition Appeals Tribunal on 14 June 2013, and the appeal hearing will take place in early October 2013.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### 32 SHARE BASED PAYMENTS

The Group operates a cash-settled share-based payment arrangement as follows

### The Growth Shares Scheme ("the Scheme")

The Scheme allows certain Group directors to acquire shares in Global Radio Holdings Limited (GRHL), a subsidiary of the Company, to share in the growth of this company

To participate, in February 2011, the directors were required to subscribe to B ordinary shares in GRHL - "Growth Shares" These Growth Shares will only participate in the growth in value of GRHL above a certain threshold. The shares provide directors with an interest in the growth of the business beyond that threshold.

The number of shares issued in 2011 and outstanding at 31 March 2013 and 2012 is 69,000

At the date of subscription, a calculation is made of the value of the business based on its EBITDA and using a valuation multiple based on a group of comparator companies. The Growth Shares only have the right to participate in capital value to the extent that a threshold set at 30% above this valuation (the "Threshold Value") is exceeded. The Growth Shares allow the directors to participate in a proportion of the capital value created above the Threshold Value.

The Growth Shares can be sold by the directors on the earlier of an external exit or during a 60-day window from 1 August 2014 and on each subsequent anniversary until 2016

The EBITDA used to determine the value of the Growth Shares will be the EBITDA for the year ended immediately before the date of disposal

#### Share-based payment expense

The charge recognised in the profit and loss account in respect of the Scheme was £1,375,000 (2012 £1,476,000)

### Share-based payment liability

The Scheme requires the Group to pay the intrinsic value of these share-based payments to the employee at the date of exercise. The liability is re-valued at each balance sheet date and settlement date with any changes to fair value being recognised in the profit and loss account. The Group has recorded liabilities in respect of unvested grants of £2,851,000 (2012 £1,476,000)

#### 33. CONTROLLING PARTY

The Company is a subsidiary undertaking of Global Radio Group Limited, which, in the opinion of the Directors, is the ultimate controlling company, a company incorporated in Jersey

The largest and smallest Group in which the results of the Company are consolidated is that headed by Global Radio Group Limited, incorporated in Jersey The consolidated financial statements of this Group are not available to the public

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

# 34. PRINCIPAL SUBSIDIARIES AND ASSOCIATES

# a. Principal subsidiaries

		Percentage	
Company name	Country	Shareholding	Description
Global Radio Holdings Limited*	UK	100	Holding company
Global Radio Acquisitions Limited	UK	100	Holding company
Global Radio Limited	UK	100	Holding company
Galaxy Radio Birmingham Limited	UK	100	Local radio operator
Galaxy Radio Manchester Limited	UK	100	Local radio operator
Galaxy Radio North East Limited	UK	100	Local radio operator
Galaxy Radio Yorkshire Limited	UK	100	Local radio operator
Global Radio London Limited	UK	100	Local radio operator
Global Radio Midlands Limited	UK	100	Local radio operator
Global Radio Services Limited	UK	100	Agency company and Holding company
GWR Group Limited	UK	100	Holding company
Southern Radio Group Limited	UK	100	Holding company
Capital Radio Investments Limited	UK	100	Investment company
Classic FM Limited	UK	100	National radio operator
Cardiff Broadcasting Company Limited	UK	100	Local radio operator
Chiltern Radio Limited	UK	100	Local radio operator
Essex Radio Limited	UK	100	Local radio operator
First Oxfordshire Radio Company Limited	UK	100	Local radio operator
GCap Media Management Limited	UK	100	Local radio operator
Gemini Radio Limited	UK	100	Local radio operator
GWR (West) Limited	UK	100	Local radio operator
Harlow FM Limited	UK	100	Local radio operator
Lantern Radio Limited	UK	100	Local radio operator
Leicester Sound Limited	UK	100	Local radio operator
Marcher Radio Group Limited	UK	100	Local radio operator
Mid Anglia Radio Limited	UK	100	Local radio operator
Orchard FM Limited	UK	100	Local radio operator
Plymouth Sound Limited	UK	100	Local radio operator
Radio Broadland Limited	UK	100	Local radio operator
Independent Radio News Limited	UK	54 64	Radio news provider
Radio Trent Limited	UK	100	Local radio operator

# b. Principal associates

Company name	Country	Percentage Shareholding	Description
Wildstar Records Limited	UK	50	Record production
CE Digital Limited	UK	50	Commercial digital radio
EG Digital Limited	UK	49	Commercial digital radio

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### 34 PRINCIPAL SUBSIDIARIES AND ASSOCIATES (continued)

#### b. Principal associates (continued)

Company name	Country	Percentage Shareholding	Description
The Digital Radio Group (London) Limited	UK	46 46	Digital radio multiplex owner
ND(EM) Limited	UK	27 5	Digital radio multiplex owner

The results of the above subsidiary companies have been included within these consolidated financial statements

The list of subsidiary undertakings is truncated as the Directors are of the opinion that the number of undertakings in respect of which these disclosures are required would result in a statement of excessive length. The above subsidiary companies are those undertakings whose results and financial position principally affect the figures in the Company's individual accounts.

All of the principal subsidiary and associated undertakings are incorporated in Great Britain and registered in England and Wales with the exception of Galaxy Radio Scotland Limited which is registered in Scotland

As noted under Fixed Asset Investments above, the Group own 100% of Real and Smooth Limited (formerly GMG Radio Holdings Limited) and its subsidiaries, which are incorporated in the United Kingdom, but these companies are excluded from the consolidation.

<sup>\*</sup> The Company owns 100% of Global Radio Holdings Limited directly Global Radio Holdings Limited holds investments, either directly or indirectly, in the remaining subsidiaries and associates listed above

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### 35 FINANCIAL INSTRUMENTS

The Group's principal financial instruments, which exclude short-term debtors and creditors as permitted by FRS 13 'Derivatives and other financial instruments' disclosures', comprise loans, listed loan notes, and cash. These listed loan notes are registered on the Channel Islands Stock Exchange ("CISX") and are all held by the ultimate parent company, Global Radio Group Limited (Jersey)

It is, and has been throughout the year under review, the Group's policy that no trading in financial instruments shall be undertaken

The main risks arising from the Group's financial instruments are interest rate risk and liquidity risk. The Group does not operate in overseas territories and therefore has no currency risk. Senior management review and agree policies for managing each of the following principal risks.

Interest rate risk

The Group borrows at both fixed and floating rates of interest. In the current economic climate, where the Bank of England base rate and LIBOR are both at historic low points and have remained at such low levels for a number of months, the Directors do not believe that a clear economic benefit does exist for the use of interest rate hedge instruments to fix floating rate liabilities, because fixed rates are significantly higher than prevailing floating rates and would significantly increase the Group's annual interest expense. The Directors continue to monitor this position closely

#### (a) Financial liabilities

Financial liabilities are principally bank loans and loan notes and are all denominated in sterling

The total financial liabilities for the Group were £846,232,000 (2012 £787,404,000)

The interest rate risk profile of financial liabilities as at 31 March 2013 and 31 March 2012 are as follows Fixed rate liabilities totalled £483,917,000 (2012 £294,356,000) Floating rate liabilities totalled £362,314,000 (2012 £493,048,000)

Fixed rate financial liabilities represent 57% of the total financial liabilities of the Group as at 31 March 2013 (2012 60%)

The floating rate liabilities are linked to interest rates related to LIBOR

The weighted average interest rate for the fixed rate financial liabilities as at 31 March 2012 was 8 6% (2012 8 1%) The weighted average period for which the rates are fixed is 49 months (2012 43 months)

#### b) Financial assets

Floating rate financial assets comprise cash deposits The value of financial assets as at 31 March 2013 was £66,760,000 (2012 £90,467,000).

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2013

#### Liquidity risk

The Group's objective is to maintain a balance between continuity of funding and flexibility through the use of bank loans and loan notes. Short-term flexibility is achieved by working capital facilities if required

The maturity profile of the Group's interest-bearing financial liabilities, excluding accrued interest, is set out below

	2013	2012
	0003	£000
In one year of less, or on demand	10,000	80,000
Between one and two years	•	-
Between two and five years		
In five years or more	764,318	707,404
	71,914	
	846,232	787,404

The maturity profile indicates that 99% of the Group's borrowings are repayable after more than one year

The Group has various borrowing facilities available to it. As at 31 March 2013 there were un-drawn working capital banking facilities available totalling £15,000,000 (2012 £15,000,000)

#### Fair value of financial instruments

The carrying amounts and fair values of the material financial instruments are as follows

	2013 carrying amount £000	2013 fair value £000	2012 carrying amount £000	2012 fair value £000
Cash	66,760	66,760	90,467	90,467
Borrowings	-	•	-	•
Short-term loans	10,000	10,000	80,000	80,000
Long-term loans	836,232	836,232	707,404	707,404

The Group, in estimating its fair value disclosures for financial instruments has used the following methods and assumptions

Cash The carrying values reported approximates to fair value because of its short maturity

Long-term loans. The Directors consider that it is not practicable to estimate the fair value of the Group's long-term borrowings as there is no active market for these instruments and the Group's liquidity risk makes fair values calculated on a net present value basis unreliable. However due to the nature of the terms of the long-term borrowings, the face value of these loans is equal to their fair market value.