

**LONDON ARTSCOM LIMITED**  
**REGISTRATION NUMBER: 2361261**  
**REPORT AND FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 JULY 2012**

**Auditor**  
**KPMG LLP**  
**15 Canada Square, London, E14 5GL**

**LONDON ARTSCOM LIMITED  
(COMPANY REGISTRATION NUMBER: 2361261)**

**FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 JULY 2012**

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## LONDON ARTSCOM LIMITED

### OFFICERS AND ADVISERS

**Chairman:** Nigel Carrington

**Company Secretary:** Stephen Marshall

**Directors:** Stephen Reid  
Hamish Clifton (Managing Director)  
Frances Corner  
Jane Rapley  
Chris Wainwright

**Registered Office:** 272 High Holborn  
London  
WC1V 7EY

**External Auditors:** KPMG LLP  
Chartered Accountants  
15 Canada Square  
London  
E14 5GL

**Internal Auditors:** Mazars LLP  
Tower Bridge House  
St. Katharine's Way  
London  
E1W 1DD

**Bankers:** National Westminster Bank Plc  
North Audley Street Branch  
1-4 Berkeley Square House  
Berkeley Square  
London  
W1J 6BR

**Solicitors:** Beachcroft Wansbroughs  
100 Fetter Lane  
London EC4A 1BN

Eversheds  
Senator House  
85 Queen Victoria Street  
London EC4V 4JL

Nabarro Nathanson  
Lacon House  
Theobald's Road  
London WC1X 8RW

**Insurers:** UMAL, UM Association (Special Risks) Limited and UM Services Limited  
Hasilwood House  
60 Bishopsgate  
London EC2N 4AW

## LONDON ARTSCOM LIMITED

### DIRECTORS' REPORT

The directors present their annual report and the audited financial statements for the year ended 31 July 2012.

#### Business Review

The detailed results of the company are set out below.

	2012		2011	
	Turnover £	Profit £	Turnover £	Profit £
Camberwell, Chelsea and Wimbledon College of Art & Design	1,228,195	290,827	1,128,073	276,098
Central St Martins College of Art & Design	5,563,293	1,682,502	5,068,027	1,419,611
London College of Fashion	2,417,298	790,037	2,599,609	819,114
London College of Communication	-	-	9,306	(17,687)
Artscom Centre	-	150,735	18,361	151,441
Winchester Shop	120,114	14,153	124,725	18,356
	<hr/>	<hr/>	<hr/>	<hr/>
	9,328,900	2,928,254	8,948,101	2,666,933

The directors would like to acknowledge the contribution made by staff to the continuing development of the company which has generated excellent results for the year especially at Camberwell, Chelsea and Wimbledon College of Art & Design and Central St Martins College of Art & Design. The new IT e-commerce system (Course Manager) implemented three years ago continues to serve us well with the next phase of the system development focusing on improving the marketing and selling of the company's courses.

The marketing, selling and co-ordination of Study Abroad courses on behalf of the University of the Arts London performed particularly well during the year for which London Artscom receives a management fee.

#### Statement of Directors' Responsibilities in Respect of the Directors' Report and the Financial Statements

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

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

Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and 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 company will continue in business.

## LONDON ARTSCOM LIMITED

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 have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the company and to prevent and detect fraud and other irregularities.

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the company's website. Legislation in the UK governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

### Disclosure of Information to Auditors

The directors in office at the date of approval of this directors' report confirm that, so far as they are each aware, there is no relevant audit information of which the Company's auditors are unaware; and each director has taken all the steps that they ought to have taken as directors to make themselves aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

### Principal Activity

The principal activity of the company is to act as a trading subsidiary of University of the Arts London specialising in short courses and related educational services. University of the Arts London is made up of the following constituent colleges:

Camberwell College of Arts  
Chelsea College of Art and Design  
Wimbledon College of Art  
Central Saint Martins College of Art and Design  
London College of Fashion  
London College of Communication

### Dividends

The directors do not recommend payment of a dividend.

### Fixed Assets

Changes in fixed assets are as shown in note 8 to the financial statements.

### External Auditors

Pursuant to Section 487 of the Companies Act 2006, the auditors will be deemed to be reappointed and KPMG LLP will therefore continue in office.

By order of the Board



Hamish Clifton  
Managing Director

272 High Holborn  
London  
WC1V 7EY

## **INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF LONDON ARTSCOM LIMITED**

We have audited the financial statements of London Artscom Limited for the year ended 31 July 2012 set out on pages 5 to 16. The financial reporting framework that has been applied in their preparation is applicable law and UK Accounting Standards (UK 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 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 (APB's) Ethical Standards for Auditors.

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

A description of the scope of an audit of financial statements is provided on the APB's website at [www.frc.org.uk/apb/scope/private.cfm](http://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 company's affairs as at 31 July 2012 and of its result for the year then ended
- have been properly prepared in accordance with UK 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, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.



**Chris Wilson (Senior Statutory Auditor)**  
for and on behalf of KPMG LLP, Statutory Auditor  
Chartered Accountants  
15 Canada Square, London, E14 5GL

22 November 2012

**LONDON ARTSCOM LIMITED**

**PROFIT AND LOSS ACCOUNT  
FOR THE YEAR ENDED 31 JULY 2012**

	<b>Note</b>	<b>2012</b>	<b>2011</b>
		<b>£</b>	<b>£</b>
Turnover	1 (b)	9,328,900	8,948,101
Cost of sales		(3,717,292)	(3,609,265)
		<hr/>	<hr/>
Gross profit		5,611,608	5,338,836
Administration expenses		(4,080,901)	(3,407,635)
Interest receivable	2	46,451	35,071
Management Fee Receivable	1 (c)	1,252,961	780,343
Other operating income/(expense)		98,135	(79,682)
		<hr/>	<hr/>
Profit on ordinary activities	3	2,928,254	2,666,933
Payment under deed of covenant	5	(2,676,254)	(2,666,933)
Profit for the financial year		<hr/> 252,000 <hr/>	<hr/> - <hr/>

No operations were discontinued during the year.

**LONDON ARTSCOM LIMITED**

**STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES FOR THE YEAR ENDED  
31 JULY 2012**

	<b>2012</b>	<b>2011</b>
	<b>£</b>	<b>£</b>
Profit for the financial year	252,000	-
Past service costs	-	-
Actuarial (loss)/gain in respect of pension scheme	(524,000)	212,000
<b>Total recognised (loss)/gain since the last period</b>	<u>(272,000)</u>	<u>212,000</u>



**LONDON ARTSCOM LIMITED**

**BALANCE SHEET  
AS AT 31 JULY 2012**

	Note	£	2012 £	£	2011 £
<b>FIXED ASSETS</b>					
Tangible assets	8		-		-
<b>CURRENT ASSETS</b>					
Stock		45,650		46,390	
Debtors	9	1,620,826		1,912,648	
Cash at bank and in hand		2,271,133		1,327,329	
		3,937,609		3,286,367	
<b>CREDITORS: AMOUNT FALLING DUE WITHIN ONE YEAR</b>	10	(3,678,609)		(3,256,367)	
<b>NET CURRENT ASSETS</b>			259,000		30,000
<b>NET ASSETS EXCLUDING PENSION ASSETS</b>			259,000		30,000
Pension (Liability)/Asset	7		(259,000)		242,000
<b>NET ASSETS INCLUDING PENSION LIABILITY/ASSET</b>			-		272,000
<b>CAPITAL AND RESERVES</b>					
CALLLED UP SHARE CAPITAL	11		100		100
PROFIT AND LOSS RESERVE					
Profit and loss reserve excluding Pension Asset	13	258,900		29,900	
Pension (Liability)/Asset	7	(259,000)		242,000	
			(100)		271,900
<b>SHAREHOLDERS FUNDS - EQUITY</b>			-		272,000

These financial statements were approved on 31st October 2012 by the Board of Directors and signed on its behalf by:

Nigel Carrington



Chairman

Hamish Clifton



Managing Director

# LONDON ARTSCOM LIMITED

## NOTES FORMING PART OF THE FINANCIAL STATEMENTS

### 1. ACCOUNTING POLICIES

The following accounting policies have been applied consistently in dealing with items which are considered material in relation to these financial statements.

#### (a) Basis of Preparation

The financial statements have been prepared in accordance with applicable accounting standards and under historical cost accounting rules.

The Company is exempt by virtue of s401 of the Companies Act 2006 from the requirement to prepare group financial statements. These financial statements present information about the Company as an individual undertaking and not about its group.

Under FRS 1 the Company is exempt from the requirement to prepare a cash flow statement on the grounds that a parent undertaking includes the Company in its own published consolidated financial statements.

As the Company is a wholly owned subsidiary of the University of the Arts London, 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). The consolidated financial statements of University of the Arts London, within which this Company is included, can be obtained from University of the Arts London, 272 High Holborn, London WC1V 7EY.

#### (b) Turnover

Turnover for the year is derived primarily from operations in the United Kingdom, although many clients are drawn from overseas. It represents short course tuition fees, trading activities generically related to the provision of educational services and the sale of artwork. It is shown net of value added tax and trade discounts.

#### (c) Management Fee receivable

A management fee is charged to the University of the Arts London for the design, marketing and co-ordination of the university's Study Abroad courses as well as the recruitment of students. An additional management fee is also charged to Artscom Ventures for the design, marketing and co-ordination of their international activities.

#### (d) Fixed Assets and Depreciation

Depreciation is provided by the company to write off the cost, or valuation, less estimated residual value, of tangible fixed assets over their estimated useful economic lives. Depreciation rates are 25 and 33 $\frac{1}{3}$  per cent of their cost value per annum for computer equipment and other equipment respectively.

#### (e) Taxation

The charge for taxation is based on the result for the year.

#### (f) Pension Schemes

The Company operates a pension scheme providing benefits based on final pensionable pay. The assets of the scheme are held separately from those of the company.

## LONDON ARTSCOM LIMITED

### NOTES FORMING PART OF THE FINANCIAL STATEMENTS

Pension scheme assets are measured using market values. 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 operating charges, finance items and, in the statement of total recognised gains and losses, actuarial gains and losses.

#### 2. INTEREST RECEIVABLE

	2012 £	2011 £
Bank interest	9,451	8,071
Pension finance income	37,000	27,000
	<u>46,451</u>	<u>35,071</u>

#### 3. PROFIT ON ORDINARY ACTIVITIES

Profit on ordinary activities is stated after charging:

	2012 £	2011 £
Auditors' remuneration for audit work	9,650	9,000
Depreciation of tangible fixed assets	-	-
Management charge payable to holding company	601,280	483,359
	<u>610,930</u>	<u>492,359</u>

#### 4. DIRECTORS' REMUNERATION

The Managing Director of the company received remuneration from the company for his services to the company during the year as follows:

	2012 £	2011 £
Wages and salaries	30,149	29,703
Social security costs	3,494	3,275
Pension costs	5,215	5,139
	<u>38,858</u>	<u>38,117</u>

#### 5. PAYMENT UNDER DEED OF COVENANT

	2012 £	2011 £
Payments to University of the Arts London	2,676,254	2,666,933
Charge for the current year	<u>2,676,254</u>	<u>2,666,933</u>

## LONDON ARTSCOM LIMITED

### NOTES FORMING PART OF THE FINANCIAL STATEMENTS

These payments were made under the deed of covenant dated 31 July 2007 as a donation to University of the Arts London, which has charitable status.

#### 6. STAFF

Operations and administrative staff numbers during the year were 50 (2011: 45). Staff costs including teaching staff are as follows:

	2012 £	2011 £
Wages and salaries	4,653,985	4,068,854
Social security costs	401,111	346,298
Pension costs	245,876	230,582
	<hr/>	<hr/>
	5,300,972	4,645,734
	<hr/>	<hr/>

#### 7. PENSIONS

##### Pension schemes

Retirement benefits to employees of the company are provided by the London Pension Fund Authority (LPFA) under the Local Government Pension Scheme (LGPS), a defined benefit scheme which is externally funded and contracted out of the State Earnings Related Pension Scheme. Contributions to the scheme are charged to the income and expenditure account so as to spread the cost of pensions over employees' working lives with the company in such a way that the pension cost is a substantially level percentage of current and future pensionable payroll.

Contributions are determined by qualified actuaries on the basis of triennial valuations using the projected unit method.

The LGPS is a funded defined benefit scheme, with the assets held in separate trustee administered funds. The total contribution made for the year ended 31 July 2012 was £328,000 of which employers' contributions totalled £234,000 and employees' contributions totalled £94,000. The local government pension scheme agreed contribution rate for periods beginning April 2011 and April 2012 is 17.3% for employers and 5.5% to 7.5% for employees (depending on earnings) throughout and for future periods.

##### FRS 17

The company operates a pension scheme providing benefits based on final pensionable pay.

The material assumptions used by the actuary were:

	2012 %	2011 %
Price increases	2.6	3.5
Salary increases	3.5	4.5
Pension increases	1.8	2.7
Discount rate	3.9	5.3

**LONDON ARTSCOM LIMITED**

**NOTES FORMING PART OF THE FINANCIAL STATEMENTS**

The current mortality assumptions include sufficient allowance for future improvements in mortality rates. The assumed life expectations on retirement at age 65 are:

	<b>Males</b>	<b>Females</b>
Current Pensioners	20.5 years	24.1 years
Future Pensioners	22.5 years	26.0 years

**Scheme assets**

The assets in the LGPS and the expected rate of return were:

	<b>2012</b>		<b>2011</b>		<b>2010</b>	
	<b>Long-Term Return %</b>	<b>Fund Value</b>	<b>Long-Term Return %</b>	<b>Fund Value</b>	<b>Long-Term Return %</b>	<b>Fund Value</b>
		£		£		£
Equities	5.6	2,025,000	6.8	1,723,000	7.3	1,364,000
Bonds	4.3	285,000	4.5	275,000	4.5	237,000
Property	4.6	456,000	5.8	350,000	6.3	297,000
Cash	0.5	86,000	3.0	100,000	3.0	40,000
Other Bonds	N/A	-	5.3	50,000	5.4	40,000
<b>Total market value of assets</b>		<b>2,852,000</b>		<b>2,498,000</b>		<b>1,978,000</b>

**LONDON ARTSCOM LIMITED**

**NOTES FORMING PART OF THE FINANCIAL STATEMENTS**

The following amounts at 31 July 2012 were measured in accordance with the requirements of FRS 17.

**Analysis of the amount shown in the balance sheet.**

	<b>2012</b> £	<b>2011</b> £
The company's estimated asset share	2,852,000	2,498,000
Present value of scheme liabilities	(3,111,000)	(2,256,000)
	<hr/>	<hr/>
(Deficit)/Surplus in the scheme	(259,000)	242,000
	<hr/>	<hr/>

**Analysis of the amount charged to staff costs within operating surplus**

	<b>2012</b> £	<b>2011</b> £
Current service cost	248,000	251,000
Past service cost	-	-
	<hr/>	<hr/>
Total operating charge	248,000	251,000
	<hr/>	<hr/>

**Analysis of the amount that is credited to other finance income/ (charged) to interest payable**

	<b>2012</b> £	<b>2011</b> £
Expected return on pension scheme assets	165,000	140,000
Interest on pension scheme liabilities	(128,000)	(113,000)
	<hr/>	<hr/>
Net return	37,000	27,000
	<hr/>	<hr/>

**Analysis of the amount that would be recognized in statement of total recognised gains and losses (STRGL)**

	<b>2012</b> £	<b>2011</b> £
Actual return less expected return on pension scheme assets	(134,000)	80,000
Experience gains and losses	-	215,000
Changes in assumptions underlying the present value of scheme liabilities	(390,000)	(83,000)
	<hr/>	<hr/>
Actuarial gain recognised in STRGL	(524,000)	212,000
	<hr/>	<hr/>

**LONDON ARTSCOM LIMITED**

**NOTES FORMING PART OF THE FINANCIAL STATEMENTS**

**Movement in surplus during the year**

	<b>2012</b>	<b>2011</b>
	<b>£</b>	<b>£</b>
Surplus/(deficit) in scheme at beginning of year	242,000	(132,000)
Movement in year:		
Current service costs	(248,000)	(251,000)
Past service costs	-	-
Employer contributions	234,000	386,000
Net interest/return on assets	37,000	27,000
Actuarial (loss)/gain	(524,000)	212,000
	<hr/>	<hr/>
(Deficit)/Surplus in scheme at end of year	(259,000)	242,000
	<hr/>	<hr/>

**Analysis of movement in the present value of the scheme liabilities**

	<b>2012</b>	<b>2011</b>
	<b>£</b>	<b>£</b>
Opening defined benefit obligation	2,256,000	2,110,000
Movement in year:		
Current service costs	248,000	251,000
Interest cost	128,000	113,000
Contributions by members	94,000	89,000
Actuarial losses and (gains)	390,000	(208,000)
Past service costs	-	-
Estimated benefits paid	(5,000)	(99,000)
	<hr/>	<hr/>
Liability in scheme at end of year	3,111,000	2,256,000
	<hr/>	<hr/>

**Analysis of movement in the market value of the scheme assets**

	<b>2012</b>	<b>2011</b>
	<b>£</b>	<b>£</b>
Opening fair value of employer assets	2,498,000	1,978,000
Movement in year:		
Expected return on assets	165,000	140,000
Actuarial (losses) and gains	(134,000)	4,000
Employer contributions	234,000	386,000
Members contributions	94,000	89,000
Benefits paid	(5,000)	(99,000)
	<hr/>	<hr/>
Surplus in scheme at end of year	2,852,000	2,498,000
	<hr/>	<hr/>

**LONDON ARTSCOM LIMITED**

**NOTES FORMING PART OF THE FINANCIAL STATEMENTS**

**History of experience gains or losses**

	2012 £	2011 £	2010 £	2009 £	2008 £
Difference between the expected and actual return on assets	(134,000)	4,000	52,000	(194,000)	(178,000)
Value of Assets	2,852,000	2,498,000	1,978,000	1,491,000	1,273,000
% of scheme assets	(4.7%)	0.2%	2.6%	(13%)	(14%)
Experience gains and losses on scheme liabilities	-	291,000	-	-	(62,000)
Total present value of liabilities	3,111,000	2,256,000	2,110,000	1,731,000	1,221,000
% of scheme liabilities	-	12.9%	-	-	(5.1%)
Total amounts recognised in statement of total recognised losses and gains	(524,000)	212,000	(46,000)	(388,000)	(207,000)
Value of liabilities	3,111,000	2,256,000	2,110,000	1,731,000	1,221,000
% of scheme liabilities	(16.8%)	9.4%	(2.2%)	(22%)	(17%)

**8. TANGIBLE FIXED ASSETS**

	COMPUTER EQUIPMENT £	OTHER EQUIPMENT £	TOTAL £
<b>Cost</b>			
As at 1 August 2011 and 31 July 2012	157,074	61,230	218,304
<b>Depreciation</b>			
As at 1 August 2011 and 31 July 2012	157,074	61,230	218,304
<b>Net Book Value</b>			
As at 31 July 2012	-	-	-
As at 31 July 2011	-	-	-

**9. DEBTORS**

	2012 £	2011 £
Trade debtors	63,593	70,324
Prepayments	298,094	392,871
Amount owed by holding company	1,166,759	1,449,453
Amount owed by group company	92,380	-
	<u>1,620,826</u>	<u>1,912,648</u>



**LONDON ARTSCOM LIMITED**

**NOTES FORMING PART OF THE FINANCIAL STATEMENTS**

**10. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR**

	<b>2012</b>	<b>2011</b>
	£	£
Trade creditors	253,318	20,365
Taxation and social security	5,272	5,272
Other creditors	543,575	477,554
Accruals and deferred income	2,876,444	2,753,176
	3,678,609	3,256,367

**11. SHARE CAPITAL**

	<b>2012</b>	<b>2011</b>
	£	£
Authorised :		
100 Ordinary shares of £1 each	100	100
Share capital allotted, called up and fully paid :		
100 Ordinary shares of £1 each	100	100

**12. RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS**

	<b>2012</b>	<b>2011</b>
	£	£
Opening shareholders' funds	272,000	60,000
Profit for the year	252,000	-
FRS 17 adjustments: Actuarial in respect pension scheme	(524,000)	212,000
	-	272,000

**13. GENERAL RESERVES**

Movements on the general reserves during the year were as follows:

	<b>2012</b>	<b>2011</b>
	£	£
Opening profit and loss reserve excluding pension liability	29,900	191,900
Profit for the year	252,000	-
Employer contributions less service costs (current and past)	14,000	(135,000)
Pension finance income	(37,000)	(27,000)
	258,900	29,900

## **LONDON ARTSCOM LIMITED**

### **NOTES FORMING PART OF THE FINANCIAL STATEMENTS**

#### **14. CONTINGENT LIABILITIES**

University of the Arts London and London Artscom Limited have guaranteed the indebtedness of each other in respect of the National Westminster Bank Plc.

#### **15. ULTIMATE HOLDING COMPANY**

The ultimate holding company is University of the Arts London. Copies of the financial statements of University of the Arts London may be obtained from University of the Arts London, 272 High Holborn, London WC1V 7EY.

#### **16. RELATED PARTY TRANSACTIONS**

The company's ultimate holding company is University of the Arts London. Due to the nature of the University's operations and the composition of the Court of Governors (being drawn from local, public and private sector organisations), it is inevitable that transactions will take place with organisations in which a member of the Court of Governors may have an interest. All transactions involving organisations in which a member of the Court of Governors may have an interest are conducted at arm's length and in accordance with the University's financial regulations and normal procurement procedures.

During the year there were no related party transactions which require separate disclosure.

**LONDON ARTSCOM LIMITED**

**DETAILED PROFIT AND LOSS ACCOUNT  
FOR THE YEAR ENDED 31 JULY 2012**

The following information does not form part of the audited financial statements and is included solely for the information of management.

	<b>2012</b>	<b>2011</b>
	<b>£</b>	<b>£</b>
<b>TURNOVER</b>		
Camberwell College of Arts	70,928	147,555
Chelsea College of Art and Design	1,052,144	868,989
Wimbledon College of Art	105,123	111,528
Central Saint Martins College of Art and Design	5,563,293	5,068,028
London College of Fashion	2,417,298	2,599,609
London College of Communications	-	9,306
Winchester shop	120,114	124,725
Centre	-	18,361
	<u>9,328,900</u>	<u>8,948,101</u>
<b>COST OF SALES</b>		
Camberwell College of Arts	19,359	11,310
Chelsea College of Art and Design	430,232	325,298
Wimbledon College of Art	20,162	37,775
Central Saint Martins College of Art and Design	2,147,487	2,127,504
London College of Fashion	1,029,547	1,022,167
London College of Communications	-	5,501
Winchester shop	69,456	69,790
Centre	1,049	9,920
	<u>(3,717,292)</u>	<u>(3,609,265)</u>
<b>TRADING PROFIT</b>	5,611,608	5,338,836
<b>ADMINISTRATIVE EXPENSES</b>		
Salaries and wages	2,379,692	1,911,292
Management and service charge	587,976	483,359
Stationery and printing	26,167	32,369
Telephone and fax	11,939	9,797
Equipment	28,673	18,583
Repairs and maintenance	3,643	1,804
Travelling	61,248	88,435
Advertising	454,150	385,764
Temporary staff	76,156	103,619
Postage and freight	46,009	55,861
Legal and professional	283,894	160,549
Audit and accounting	9,650	9,000
Entertaining	7,110	5,547
Sundry	2,425	34,764
Bank charges	100,069	105,142
Rent	2,100	1,750
	<u>(4,080,901)</u>	<u>(3,407,635)</u>
<b>Carried forward</b>	<u>1,530,707</u>	<u>1,931,200</u>

**LONDON ARTSCOM LIMITED**  
**DETAILED PROFIT AND LOSS ACCOUNT**  
**FOR THE YEAR ENDED 31 JULY 2012**

	<b>2012</b> <b>£</b>	<b>2011</b> <b>£</b>
Brought forward from previous page	1,530,707	1,931,200
Interest receivable	46,451	35,071
Management Fee Receivable	1,252,961	780,343
Commission received	98,135	(79,681)
	<hr/>	<hr/>
	2,928,254	2,666,933
	<hr/>	<hr/>

This schedule is provided for information only and does not form part of the financial statements.