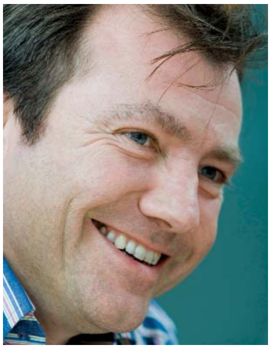
Next Fifteen Communications Group plc
Interim Report 2009

Better for the environment, better for you

November 2008

April 2009

Chairman and Chief Executive's statement



Will Whitehorn
Chairman

Tim Dyson
Chief Executive Officer

Next Fifteen Communications Group plc ('the Group'), the global public relations consultancy, is again pleased to report strong results for the six months to 31 January 2009. During the period, revenue increased by 10% to £33.5m (2008: £30.4m). After one-off costs, profit before tax was £1.44m (2008: £2.01m); without these one-off costs adjusted profit was up 15% at £3.55m (2008: £3.08m) (see note 3). Basic earnings per share fell to 1.71p (2008: 2.52p) but adjusted earnings per share rose by 11% to 4.47p (2008: 4.01p) (see note 7). During the period, the Group made acquisition-related payments of £4.4m, which leaves it with almost no further earn-out obligations. As a result, the Group had a small net-debt of £0.8m at 31 January 2009. The Board has decided to maintain the interim dividend at 0.45p, although it hopes to be able to increase the final dividend when full-year results are announced in October. The Group's strategy remains focused on improving margins by generating organic growth from its existing PR brands and supplementing this with targeted acquisitions that offer growth-potential and complement the existing businesses.

The Group's adjusted profit before income tax margin has improved to 10.6%, up from 10.1% during the same period in 2008 (see note 2). Dependence on key clients has continued to reduce, with the top ten clients now accounting for 33% of revenue, down from just under 35% in the same period during 2008. We have worked with eight of the top ten clients for more than four years, with four of them for more than eight years and with two of them for over 16 years, so they provide a stable platform from which we can continue to grow revenue. We are still seeing a healthy new-business climate in all the Group's main markets. We have expanded our relationships with a number of clients, including IBM, AMD and Cisco. We have also added clients such as Skype, SanDisk and Intuit Inc.

The Group produced these results in a worsening economy. As anticipated, revenue in January, when many clients reset budgets for the year, was down from the levels of previous months and this affected these interim results. The lower client budgets will also clearly have an impact on revenue in the second half of the year, and the Group expects to see a decline in revenue of approximately 10% from the first to second halves of the year. In anticipation of this, as mentioned in January's trading update, the Group reduced its headcount and closed its Seattle office. These reductions, which represented about 9% of staff, resulted in a one-off cost of £700,000 in the first half. The Group has made further staff reductions so far in the second half of the year, and will continue to look at all ways in which we can reduce expenditure in line with expected revenue to maintain operating profit margins.

Following a strategic review the Group has taken the decision to merge its London-based Inferno operation into Bite. Inferno was established in 2003 by staff from Bite, and bringing the two agencies back together creates a very strong European management team for Bite and an enlarged agency better able to extend existing client relationships. The integration will result in a one-off restructuring charge of approximately £0.5m in the second half, mainly related to surplus office space.

During the period the Group acquired the remaining stake in Panther Communications Group Limited, the parent of Lexis, making the agency a wholly-owned subsidiary of the Group. The Group also made what is, in effect, the last major earn-out payment to the OutCast shareholders. A final payment of £200,000 is due this October.

Prospects

Given the current global recession, the Group has taken resolute steps to respond to the changes in its markets, as was demonstrated by the headcount reductions noted above and the Group's tight control of operating expenses.

We remain optimistic about the medium- and long-term prospects for growth. The Group is highly diversified geographically, with strong businesses in all the major developed PR markets and in emerging PR markets, including India and China, where we have operated for thirteen and six years, respectively. The Group also continues to benefit from its strong positioning in social media, an area of marketing services that is expanding as other areas, such as traditional advertising, decline. We therefore remain optimistic about our long-term growth potential and about that of the PR market overall. The Group is currently in discussions with a handful of companies outside the UK which we consider as potential acquisitions. This is in-line with our strategy of adding to the capability of our existing PR businesses and capturing the more accessible and fairly valued opportunities that several markets currently offer.

Consolidated income statement

for the six months ended 31 January 2009

	Note	Six months ended 31 January 2009 (Unaudited) £'000	Six months ended 31 January 2009 (Unaudited) £'000	Six months ended 31 January 2008 (Unaudited) £'000	Six months ended 31 January 2008 (Unaudited) £'000	Year ended 31 July 2008 £'000	Year ended 31 July 2008 £'000
Billings			**39,388**		35,669		73,916
Revenue	2		**33,462**		30,417		63,107
Staff costs		**22,344**		20,409		42,455	
Depreciation		**612**		589		1,203	
Amortisation		**99**		39		113	
Reorganisation costs		**700**		–		–	
Other operating charges		**6,855**		6,264		12,630	
Total operating charges			**(30,610)**		(27,301)		(56,401)
Operating profit			**2,852**		3,116		6,706
Finance expense			**(1,657)**		(1,282)		(1,481)
Finance income			**98**		92		174
Net finance expense	6		**(1,559)**		(1,190)		(1,307)
Share of profit of equity-accounted investees			**151**		85		117
Profit before income tax	2,3		**1,444**		2,011		5,516
Income tax expense	4		**(512)**		(603)		(1,655)
Profit for the period			**932**		1,408		3,861
Attributable to:							
Equity holders of the parent			**914**		1,298		3,663
Minority interest			**18**		110		198
			932		1,408		3,861
Earnings per share	7						
Basic (pence)			**1.71**		2.52		7.08
Diluted (pence)			**1.70**		2.48		6.99

Consolidated statement of recognised income and expense

for the six months ended 31 January 2009

	Six months ended 31 January 2009 (Unaudited) £'000	**£'000**	Six months ended 31 January 2008 (Unaudited) £'000	£'000	Year ended 31 July 2008 £'000	£'000
Foreign currency translation differences for foreign operations	**3,295**		510		15	
Translation differences on long-term foreign currency inter-company loans	**–**		23		28	
Income and expense recognised directly in equity	**3,295**		533		43	
Profit for the period		**932**		1,408		3,861
Total recognised income and expense for the period		**4,227**		1,941		3,904
Attributable to:						
Equity holders of the Company		**4,209**		1,831		3,706
Minority interest		**18**		110		198
Total recognised income and expense for the period		**4,227**		1,941		3,904

Consolidated balance sheet

as at 31 January 2009

	Note	31 January 2009 (Unaudited) £'000	31 January 2009 (Unaudited) £'000	31 January 2008 (Unaudited) (Restated)[1] £'000	31 January 2008 (Unaudited) (Restated)[1] £'000	31 July 2008 £'000	31 July 2008 £'000
Assets							
Property, plant and equipment		**2,556**		2,278		2,435	
Intangible assets		**19,167**		14,102		15,462	
Investments in equity-accounted investees		**365**		171		190	
Deferred tax asset		**1,637**		2,630		1,468	
Other receivables		**997**		384		651	
Total non-current assets			**24,722**		19,565		20,206
Trade and other receivables		**17,358**		15,779		15,720	
Cash and cash equivalents		**6,219**		6,226		9,525	
Current tax assets		**1,173**		–		701	
Total current assets			**24,750**		22,005		25,946
Total assets	2		**49,472**		41,570		46,152
Liabilities							
Loans and borrowings		**6,377**		5,288		5,315	
Deferred tax liabilities		**9**		227		32	
Other payables		**256**		–		385	
Deferred consideration		**–**		704		139	
Total non-current liabilities			**(6,642)**		(6,219)		(5,871)
Loans and borrowings		**–**		513		–	
Trade and other payables		**13,952**		12,608		14,914	
Corporation tax liability		**649**		191		677	
Deferred consideration		**288**		815		2,630	
Derivative financial liabilities		**2,005**		856		685	
Share-purchase obligation		**–**		3,084		1,737	
Total current liabilities			**(16,894)**		(18,067)		(20,643)
Total liabilities			**(23,536)**		(24,286)		(26,514)
Total net assets			**25,936**		17,284		19,638

Consolidated balance sheet continued

as at 31 January 2009

	Note	31 January 2009 (Unaudited) £'000	31 January 2009 (Unaudited) £'000	£'000	31 January 2008 (Unaudited) (Restated)[1] £'000	£'000	31 July 2008 £'000
Equity							
Share capital			**1,381**		1,340		1,354
Share-premium reserve			**5,157**		5,157		5,157
Merger reserve			**3,075**		2,357		2,659
Share-purchase reserve			**–**		(2,840)		(1,380)
Foreign currency translation reserve			**3,104**		510		(191)
Investment in own shares			**(647)**		(668)		(663)
Treasury shares			**(594)**		–		(504)
Retained earnings			**14,460**		11,180		12,960
Total equity attributable to equity holders of the Company			**25,936**		17,036		19,392
Minority interests			**–**		248		246
Total equity			**25,936**		17,284		19,638

[1] See note 1 for details.

Consolidated statement of cash flow

for the six months ended 31 January 2009

	Six months ended 31 January 2009 (Unaudited)		Six months ended 31 January 2008 (Unaudited)		Year ended 31 July 2008	
	£'000	**£'000**	£'000	£'000	£'000	£'000
Cash flows from operating activities						
Profit for the period	**932**		1,408		3,861	
Adjustments for:						
Depreciation	**612**		589		1,203	
Amortisation	**99**		39		113	
Finance income	**(98)**		(92)		(174)	
Finance expense	**1,657**		1,282		1,481	
Share of profit from equity-accounted investees	**(151)**		(85)		(117)	
Loss on sale of property, plant and equipment	**(12)**		117		2	
Income tax expense	**512**		603		1,655	
Share-based payments	**190**		114		237	
Net cash inflow from operating activities before changes in working capital		**3,741**		3,975		8,261
Change in trade and other receivables	**1,223**		(513)		(1,417)	
Change in trade and other payables	**(2,604)**		(662)		2,755	
		(1,381)		(1,175)		1,338
Net cash generated from operations		**2,360**		2,800		9,599
Income taxes paid		**(760)**		(612)		(1,090)
Net cash from operating activities		**1,600**		2,188		8,509
Cash flows from investing activities						
Acquisition of subsidiary, net of cash acquired	**(4,399)**		(813)		(829)	
Acquisition expenses	**(4)**		–		–	
Proceeds on disposal of property, plant and equipment	**35**		–		–	
Acquisition of property, plant and equipment	**(229)**		(878)		(1,591)	
Acquisition of intangible assets	**(123)**		–		(329)	
Payments for long-term cash deposits	**(176)**		–		(233)	
Receipts from long-term cash deposits	**–**		33		–	
Interest received	**98**		92		174	
Net cash outflow from investing activities		**(4,798)**		(1,566)		(2,808)

Consolidated statement of cash flow continued

for the six months ended 31 January 2009

	Six months ended 31 January 2009 (Unaudited) £'000	£'000	Six months ended 31 January 2008 (Unaudited) £'000	£'000	Year ended 31 July 2008 £'000	£'000
Cash flows from financing activities						
Proceeds from sale of own shares	**21**		36		64	
Acquisition of own shares	**(90)**		–		(504)	
Repayment of bank borrowings	**(500)**		(33)		(337)	
Capital element of finance lease rental repayment	**(242)**		(113)		(217)	
Interest paid	**(256)**		(285)		(414)	
Dividends paid to holders of the parent	**–**		–		(807)	
Net cash outflow from financing activities		**(1,067)**		(395)		(2,215)
Net increase/(decrease) in cash and cash equivalents		**(4,265)**		227		3,486
Cash and cash equivalents at beginning of the period		**9,525**		5,834		5,834
Exchange gains on cash held		**959**		165		205
Cash and cash equivalents at end of period		**6,219**		6,226		9,525

Notes to the interim accounts
for the six months ended 31 January 2009

1) Basis of preparation

The financial information in these interim results has been prepared using the recognition and measurement principles of International Accounting Standards, International Financial Reporting Standards and Interpretations adopted for use in the European Union (collectively Adopted IFRSs). The principal accounting policies used in preparing the interim results are those the Group expects to apply in its financial statements for the year ended 31 July 2009 and are unchanged from those disclosed in the Group's Annual Report for the year ended 31 July 2008. The financial information for the six months ended 31 January 2009 and the six months ended 31 January 2008 has not been reviewed, is unaudited and does not constitute the Group's statutory financial statements for those periods, as defined under section 434 of the Companies Act 2006. The comparative financial information for the full year ended 31 July 2008 has, however, been derived from the audited statutory financial statements for that period. A copy of those statutory financial statements has been delivered to the Registrar of Companies. The auditors' report on those accounts was unqualified, did not include references to any matters to which the auditors drew attention by way of emphasis without qualifying their report and did not contain a statement under section 237(2)-(3) of the Companies Act 1985.

Liabilities in respect of put-option agreements that require the Group to purchase minority interests are treated as derivatives over equity instruments and are recorded in the balance sheet at fair value. The fair value of such put options is remeasured at each period end. The movement in fair value is recognised in the income statement. The Group recognises its best estimate of the amount it is likely to pay, should these options be exercised by the minority interests, as a liability in the balance sheet. When the initial fair value of the liability in respect of the put-option is created the corresponding debit is included in the share-purchase reserve.

The obligation to acquire the remaining shares in Panther Communications Group Limited, the parent company of Lexis Public Relations Limited, was incorrectly estimated on transition to adopted IFRS in August 2006. During the 31 July 2008 year-end reporting process, management noted this issue. As a result, an adjustment has been made to the 31 January 2008 financial information provided within this report to increase the share purchase obligation liability and share purchase reserve by £597,000. There is no impact on the consolidated cash flow or income statement.

2) Segment information

Primary reporting format – business segments

The Group operates in one business segment, being the provision of public relations services. A second business segment, being research, is not large enough to require segmental disclosure.

Secondary reporting format – geographical segments

The Group's operations are based in four main geographical areas. The UK is the home country of the Parent Company.

	Revenue £'000	Profit before income tax £'000	Adjusted profit before income tax[1] £'000	Total assets £'000	Capital expenditure £'000
Six months ended 31 January 2009 (Unaudited)					
UK	**8,929**	**1,146**	**1,463**	**9,451**	**80**
Europe and Africa	**5,094**	**579**	**701**	**4,025**	**16**
US and Canada	**15,477**	**2,999**	**3,314**	**20,332**	**73**
Asia Pacific	**3,962**	**468**	**468**	**5,644**	**72**
Head Office	**–**	**(3,748)**	**(2,401)**	**10,020**	**124**
	33,462	**1,444**	**3,545**	**49,472**	**365**
Six months ended 31 January 2008 (Unaudited)					
UK	9,488	1,259	1,311	9,283	535
Europe and Africa	4,749	433	433	3,693	25
US and Canada	12,966	2,486	2,556	14,709	140
Asia Pacific	3,214	297	297	4,011	128
Head Office	–	(2,464)	(1,521)	9,874	112
	30,417	2,011	3,076	41,570	940
Year ended 31 July 2008					
UK	18,787	2,336	2,520	13,096	785
Europe and Africa	10,074	1,164	1,164	4,085	52
US and Canada	27,522	5,576	5,704	16,186	559
Asia Pacific	6,724	667	667	4,262	366
Head Office	–	(4,227)	(3,473)	8,523	349
	63,107	5,516	6,582	46,152	2,111

[1] Adjusted profit before income tax has been reached by adjusting profit before income tax for movements in the fair value of financial instruments, reorganisation costs and unwinding of the discount on deferred consideration and share-purchase obligation. See note 3 Reconciliation of pro-forma financial measures.

Notes to the interim accounts continued

3) Reconciliation of pro-forma financial measures

	Six months ended 31 January 2009 (Unaudited) £'000	Six months ended 31 January 2008 (Unaudited) £'000	Year ended 31 July 2008 £'000
Profit before income tax	**1,444**	2,011	5,516
Movement in fair value of financial instruments[1]	**1,320**	925	754
Unwinding of discount on deferred consideration[2]	**48**	70	128
Unwinding of discount on share-purchase obligation[3]	**33**	70	184
Reorganisation costs[4]	**700**	–	–
Adjusted profit before income tax	**3,545**	3,076	6,582

Adjusted profit before income tax has been presented to provide additional information which may be useful to the reader.

1 See note 6.

2 As required by IAS39 Financial Instruments: Recognition and Measurement, an interest charge of £48,000 has been recognised during the period in relation to the unwinding of the discount on the deferred consideration payable for OutCast Communications Corporation.

3 As required by IAS39 Financial Instruments, an interest charge of £33,000 has been recognised during the period in relation to the unwinding of the discount on the share-purchase obligation for Lexis Public Relations Limited.

4 The reorganisation costs of £700,000 relate to redundancies across the Group and the closure of the Text 100 Seattle office. £100,000 of these costs can be attributed to the closure of the Seattle office (£82,000 due to headcount reductions and £18,000 due to other office closure costs). The remaining £600,000 of reorganisation costs have been incurred as a result of headcount reductions required to reflect revenue expectations in the worsening economy.

4) Income tax expense

The tax charge is based on the forecast effective tax rate of 35.5% for the year. The Group's corporation tax rate for the year ending 31 July 2009 is forecast to increase to a rate within the range of 34% – 37% as a result of currency contracts expiring in the current financial year. The costs of the currency contracts are deemed to be UK costs for tax purposes; however there is not anticipated to be sufficient UK operating profit in the year to fully offset the costs for tax purposes and it is not considered prudent to recognise a deferred tax asset in respect of the costs. The negative impact of the currency contracts expiring on the Group tax rate is expected to be partially offset by profits in countries such as Australia, Spain, South Africa and Japan, which were formerly loss-making but which became profitable for tax purposes in 2009. The Group also continues to benefit in 2009 from the reduction in corporation tax rates in overseas territories in which it operates, such as China, Hong Kong, Malaysia, Italy, Spain and Sweden. The increase in the Group's corporation tax rate is anticipated to be temporary and is expected to return close to the 2008 rate of 30% during 2010.

5) Dividends

An interim dividend of 0.45p (2008: 0.45p) per ordinary share will be paid on 22 May 2009 to shareholders listed on the register of members on 1 May 2009. Shares will go ex-dividend on 29 April 2009. The Employee Share Ownership Trust has waived its rights to dividends of £5,000 in the six months ended 31 January 2009 (Interim 2008: £8,000; Full-year 2008: £27,000).

6) Finance expense

The net finance expense of £1,559,000 (2008: £1,190,000) includes a charge of £1,320,000 (2008: charge of £925,000) on financial instruments reflecting the movement in the fair value since 31 July 2008. These financial instruments comprise financial products used for hedging interest-rate risk on long-term debt and currency exposure on USD and EUR.

Also included within finance expense is a charge of £81,000 for the period (2008: £140,000) relating to the notional interest on the deferred consideration for the purchase of OutCast Communications Corporation and the share-purchase obligation relating to the purchase of Lexis Public Relations Limited.

7) Earnings per share

	Six months ended 31 January 2009 (Unaudited) £'000	Six months ended 31 January 2008 (Unaudited) £'000	Year ended 31 July 2008 £'000
Basic and diluted earnings attributable to ordinary shareholders	**914**	1,298	3,663
Reorganisation costs after taxation	**465**	–	–
Unwinding of discount on deferred consideration	**29**	46	80
Unwinding of discount on share-purchase obligation	**24**	70	184
Movement in fair value of financial instruments after tax	**950**	654	532
Adjusted and diluted adjusted earnings attributable to ordinary shareholders	**2,382**	2,068	4,459

	Number	Number	Number
Weighted average number of ordinary shares	**53,315,691**	51,581,138	51,737,491
Dilutive shares	**138,998**	719,602	652,320
Diluted weighted average number of ordinary shares	**53,454,689**	52,300,740	52,389,811
Basic earnings per share	**1.71p**	2.52p	7.08p
Diluted earnings per share	**1.70p**	2.48p	6.99p
Adjusted earnings per share	**4.47p**	4.01p	8.62p
Diluted adjusted earnings per share	**4.46p**	3.95p	8.51p

Adjusted and diluted adjusted earnings per share have been presented to provide additional useful information. The adjusted earnings per share is the performance measure used for the vesting of employee share options and performance shares. The only difference between the adjusting items in this note and the figures in note 3 is the tax effect of those adjusting items.

Notes to the interim accounts continued

8) Acquisitions

1. On 1 September 2008 Bite Communications Limited (a wholly owned subsidiary of the Company) acquired the business and certain assets of AimPR Public Relations AB, a company based in Stockholm, Sweden. This business was integrated into Bite's existing Swedish operation. The Company acquired 100% of the voting equity instruments for a consideration of SEK990,000 (£83,000), with further consideration of SEK574,000 (£48,000) payable based on revenue of retained clients in the first six months, and an estimated SEK632,000 (£53,000) payable based on revenue of retained clients over the 12 months following completion.

   The Company acquired SEK22,000 (£2,000) of office equipment, with the remaining consideration used to fund the purchase of the benefit of contracts valued at SEK2,174,000 (£182,000).

   Intangibles of SEK2,222,000 (£186,000) have been capitalised including SEK48,000 (£4,000) of legal and professional fees, and will be amortised over its useful economic life of five years.

2. On 27 October 2008, the Group paid £1,145,000 relating to the deferred consideration for the purchase on 4 April 2008 of a 10.55% stake in Panther Communications Group Limited ('Panther'), the parent company of Lexis Public Relations Limited ('Lexis').

   Also, on 27 October 2008, the Group acquired the remaining 12.85% stake in Panther, the parent company of Lexis. The stake was acquired for a total consideration of £1,771,000, of which £1,328,000 was satisfied in cash and £443,000 in shares (1,098,591 shares), taking the Group's total stake to 100%.

3. On 3 November 2008, the Group paid US$3,023,000 (£1,843,000) relating to the deferred consideration for the purchase of OutCast Communications Corporation ('OutCast'). OutCast is a wholly owned subsidiary acquired in June 2005.

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