

WELCOME

➔ **The British Printing Industries Federation Ltd**
Annual General Meeting
Tuesday 6 July 2010

BPIF AGM Tuesday 6 July

→ Rupert Middleton
BPIF President

BPIF AGM Tuesday 6 July

→ Michael Gardner FCMA, FCCA
BPIF Financial Director

UK Printing Industry (2008)

- £14.5 billion turnover
 - £7 billion GVA (48.6%)
- 10,425 companies
- 138,271 employees

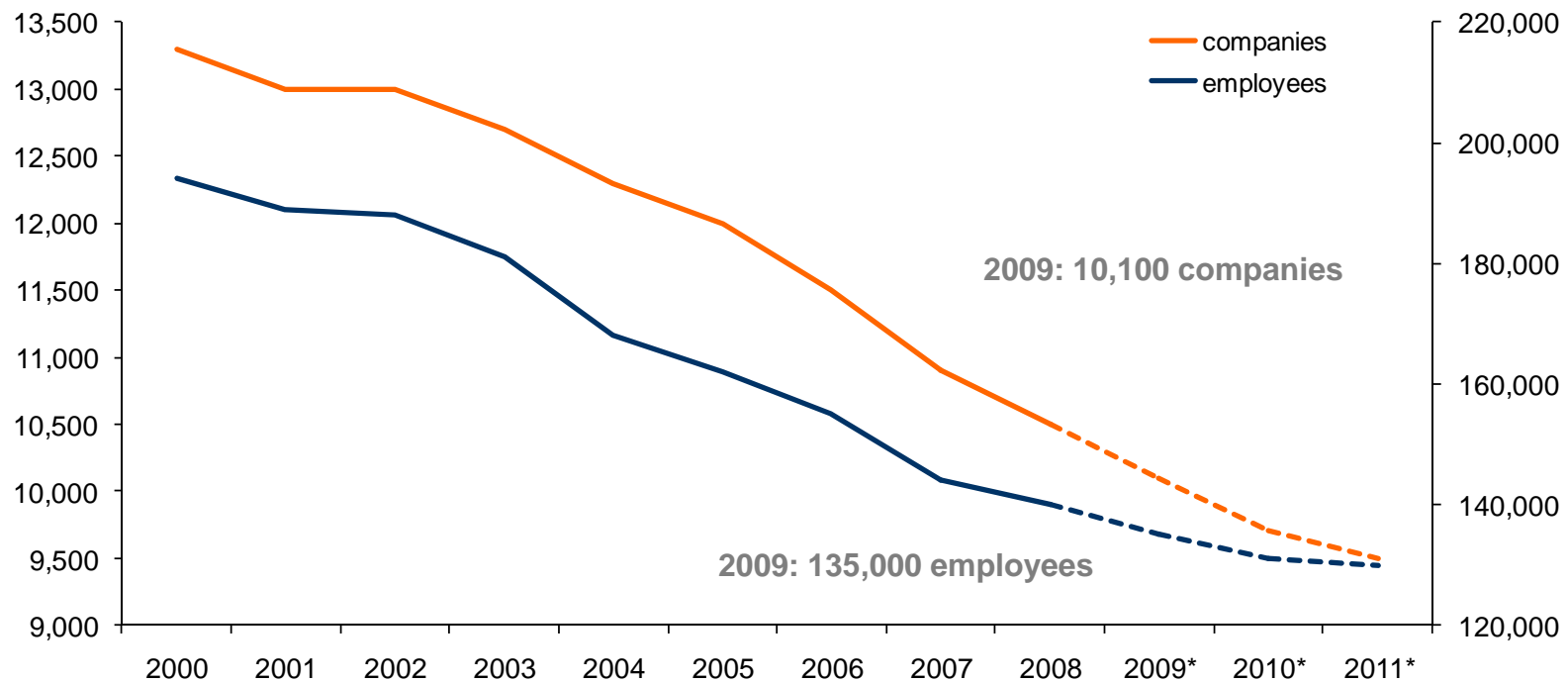
Source: ONS / BPIF Research



Printing companies & employment – numbers in decline

companies

employees



Source: BPIF Research analysis of BERR Enterprise Directorate Analytical Unit SME statistics (SIC 22.2 + part 21.2); * BPIF Research estimate and forecast

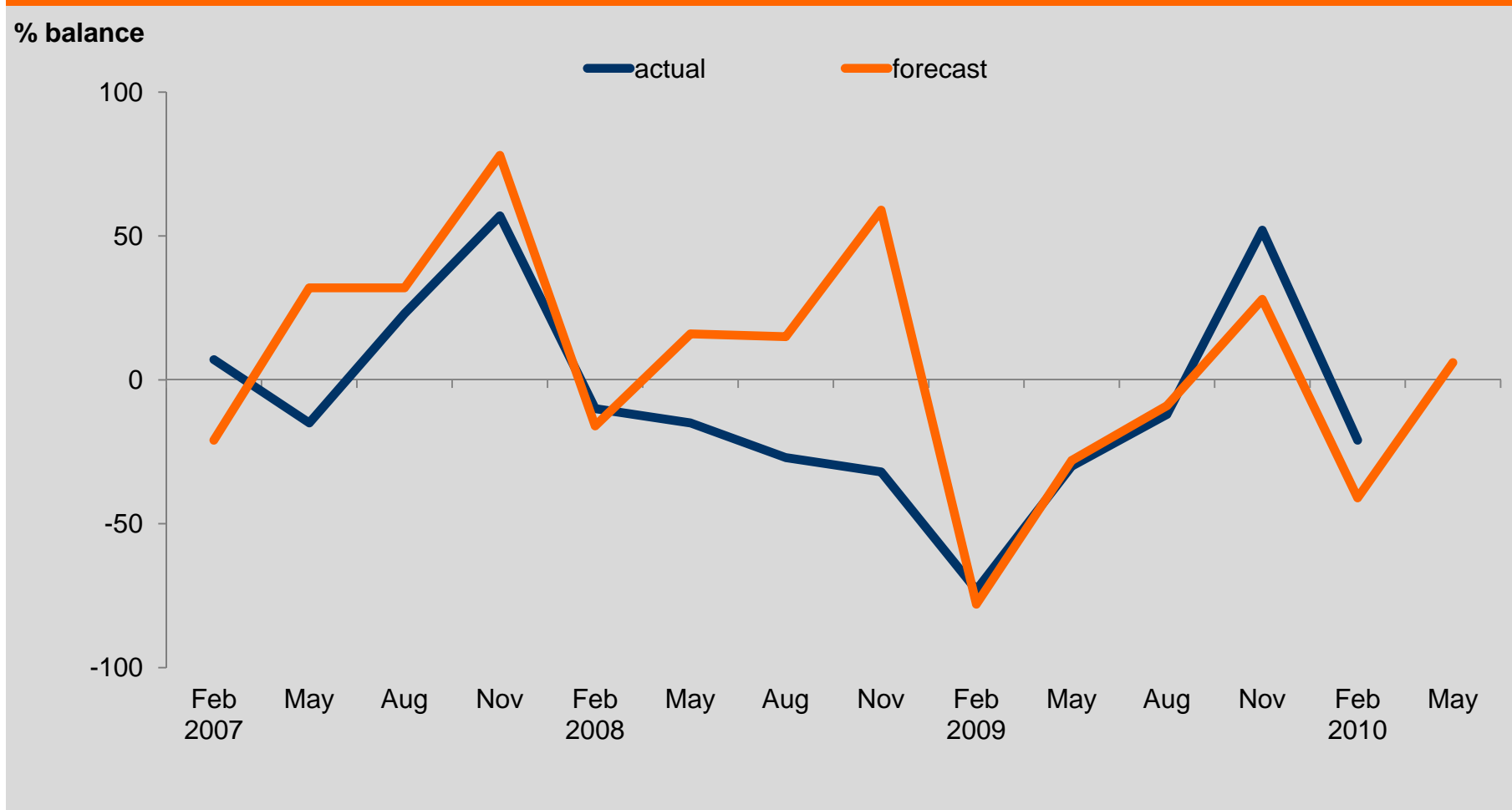


BPIF Membership

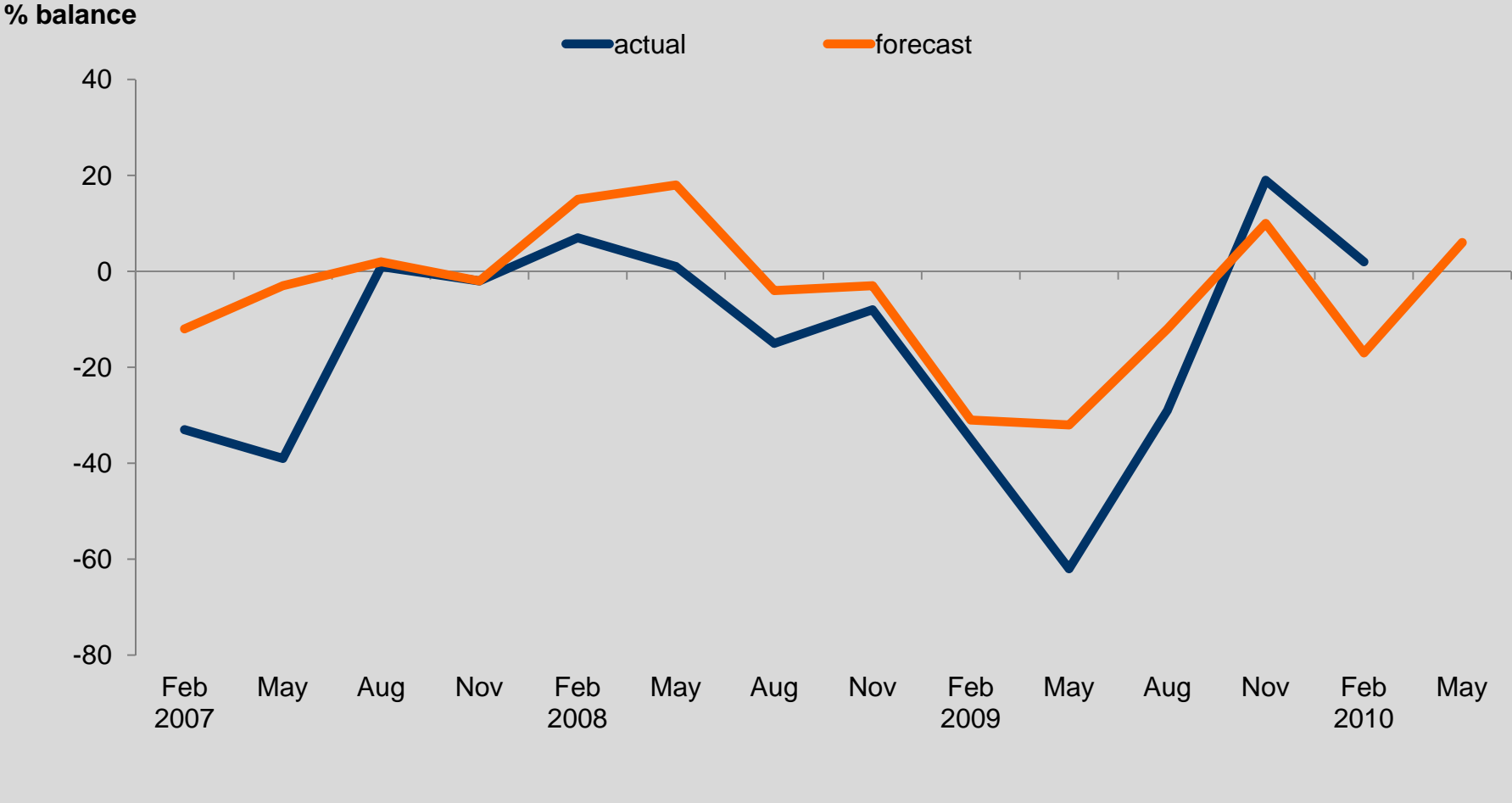
- 16% of companies
- 52% of employees
- 55% of turnover



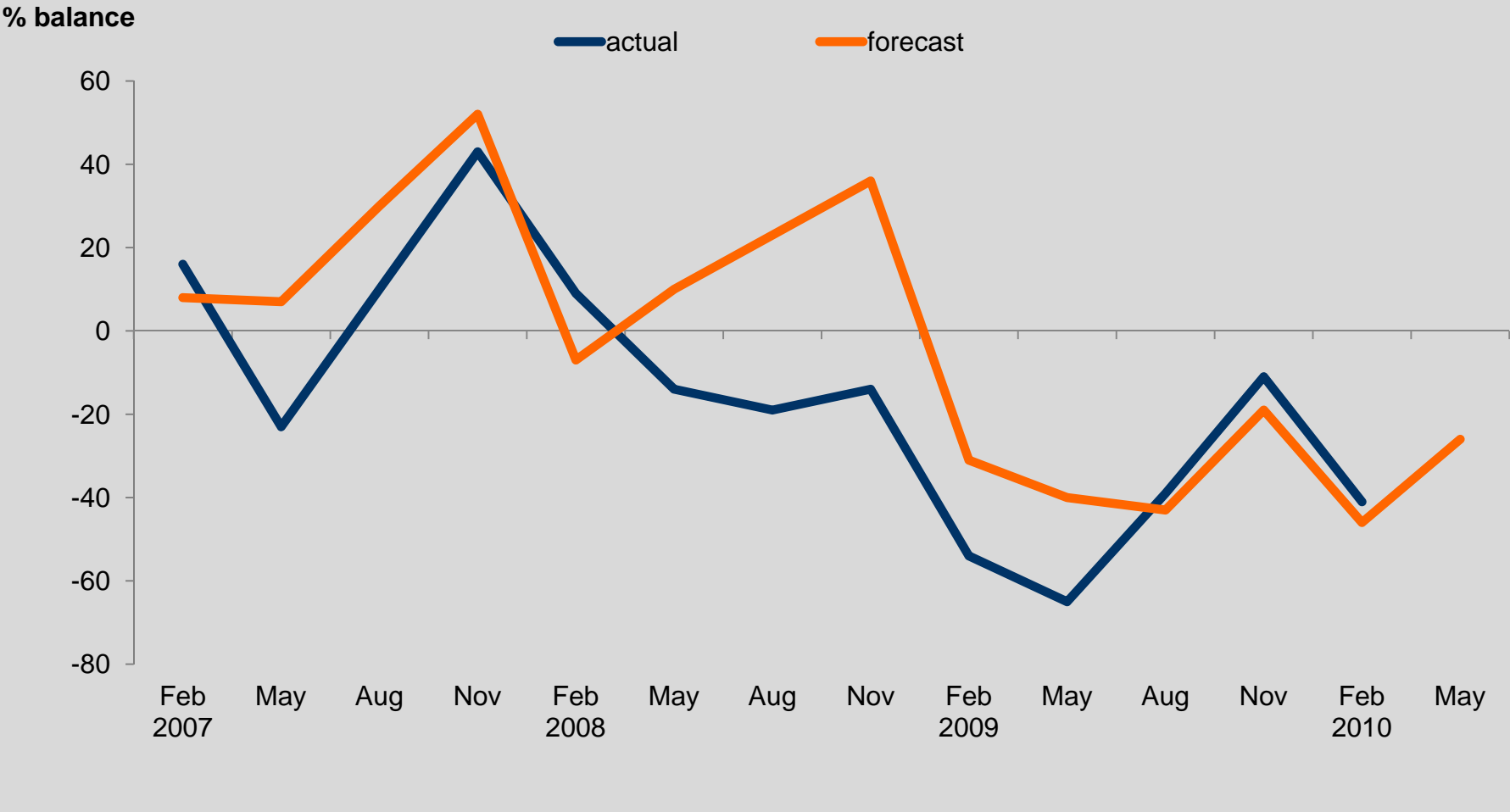
General state of the trade - down as forecast; some stability expected



Employment - remaining steady for now

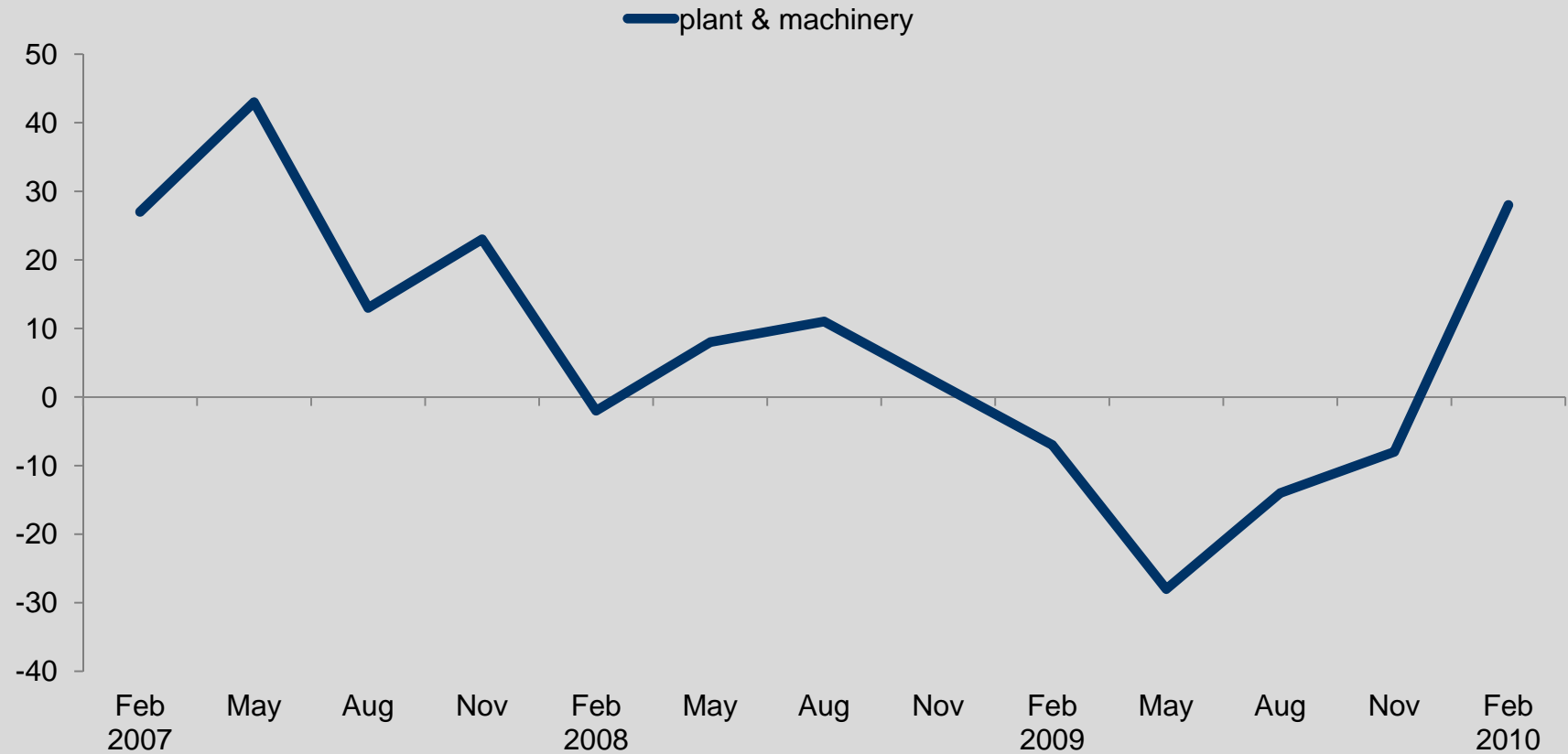


Margins on sales - pressure remains intense



Investment intentions- picked up in advance of Ipex

% balance



Annual Accounts

BPIF (Unincorporated) – Trading Company

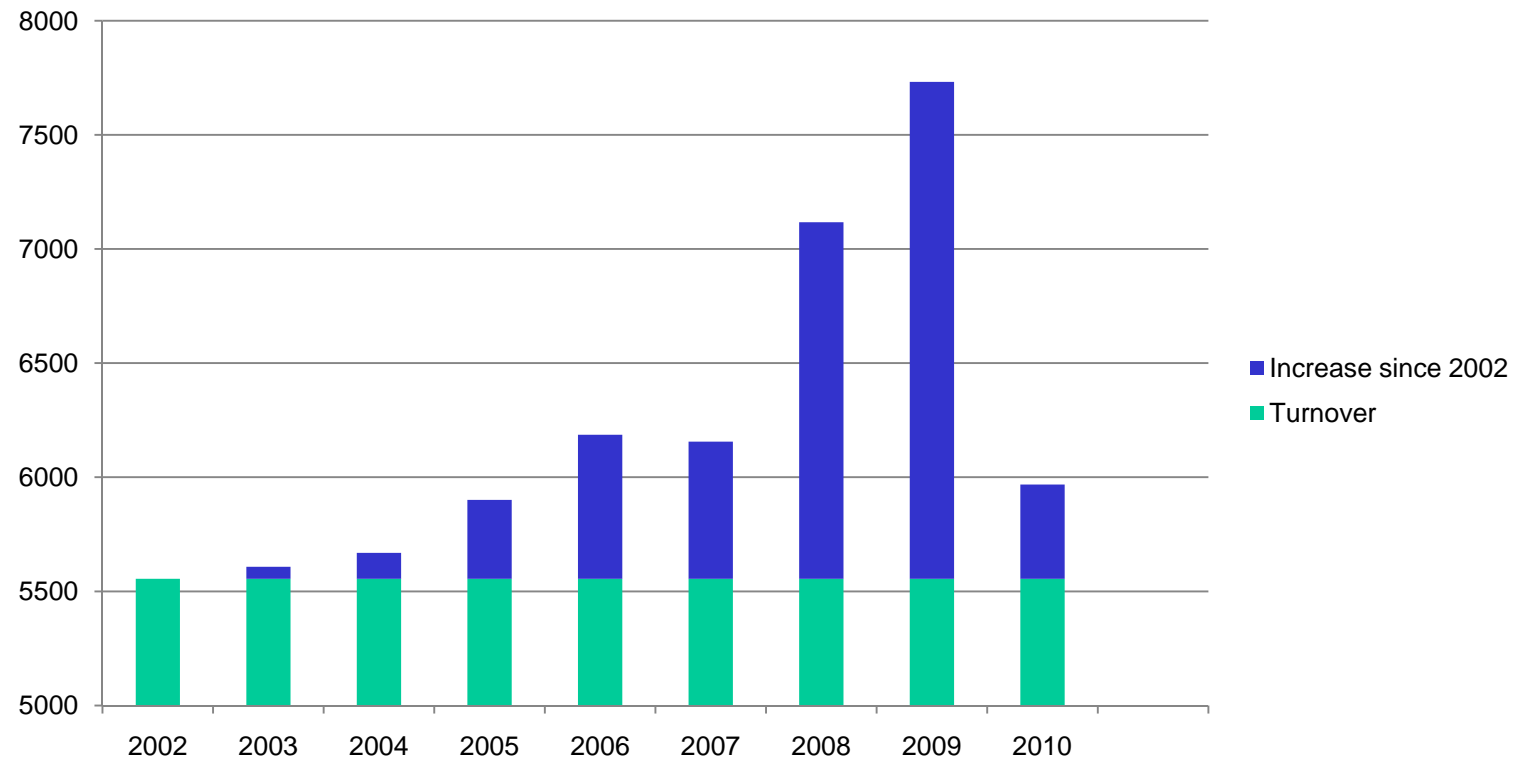
BPIF Limited – Membership Company



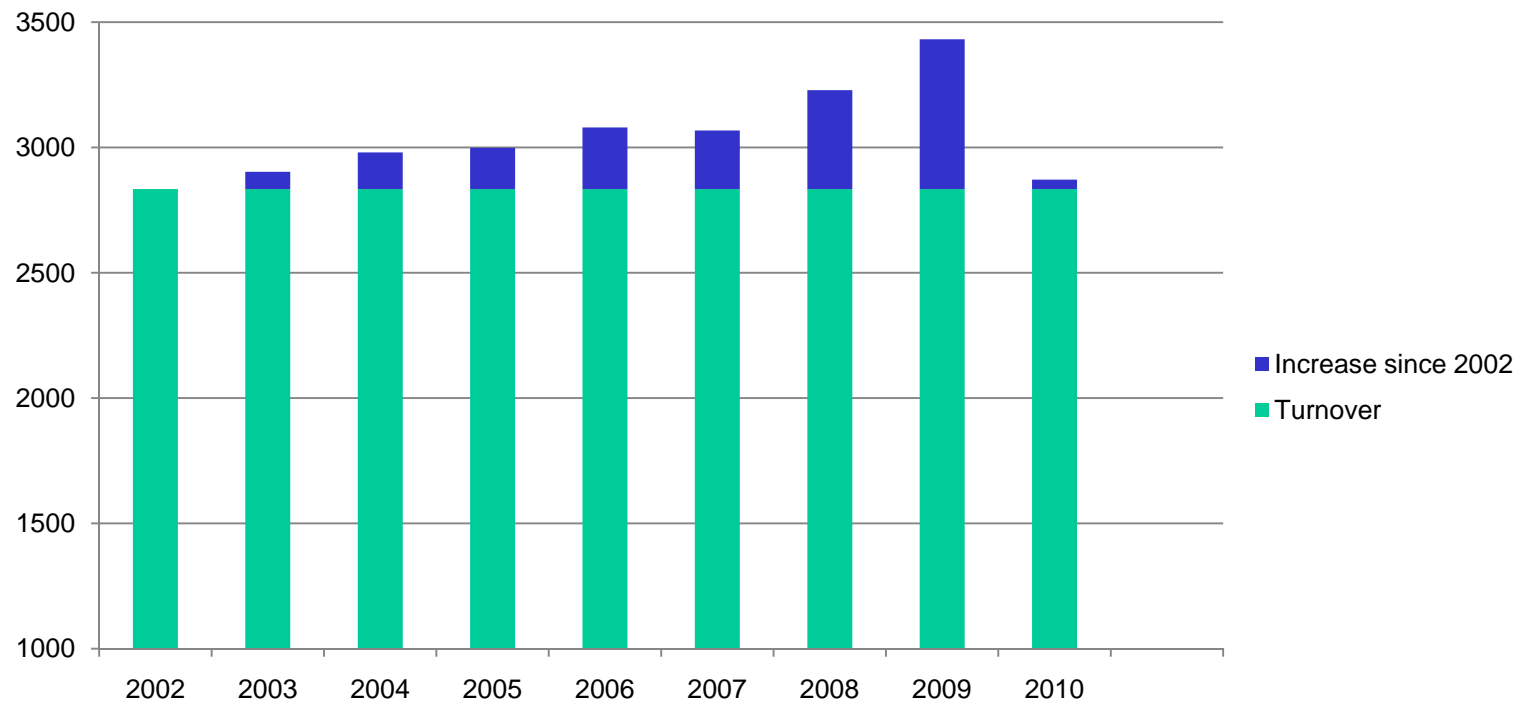
BPIF Unincorporated

BPIF Unincorporated	2010	2009	Decrease
	£'000	£'000	%
Income from operations			
Subscription Income	£2,872	£3,432	- 16%
Commercial Income	£3,043	£4,290	- 29%
Other Income	£53	£10	
Total Income	£5,968	£7,732	- 23%

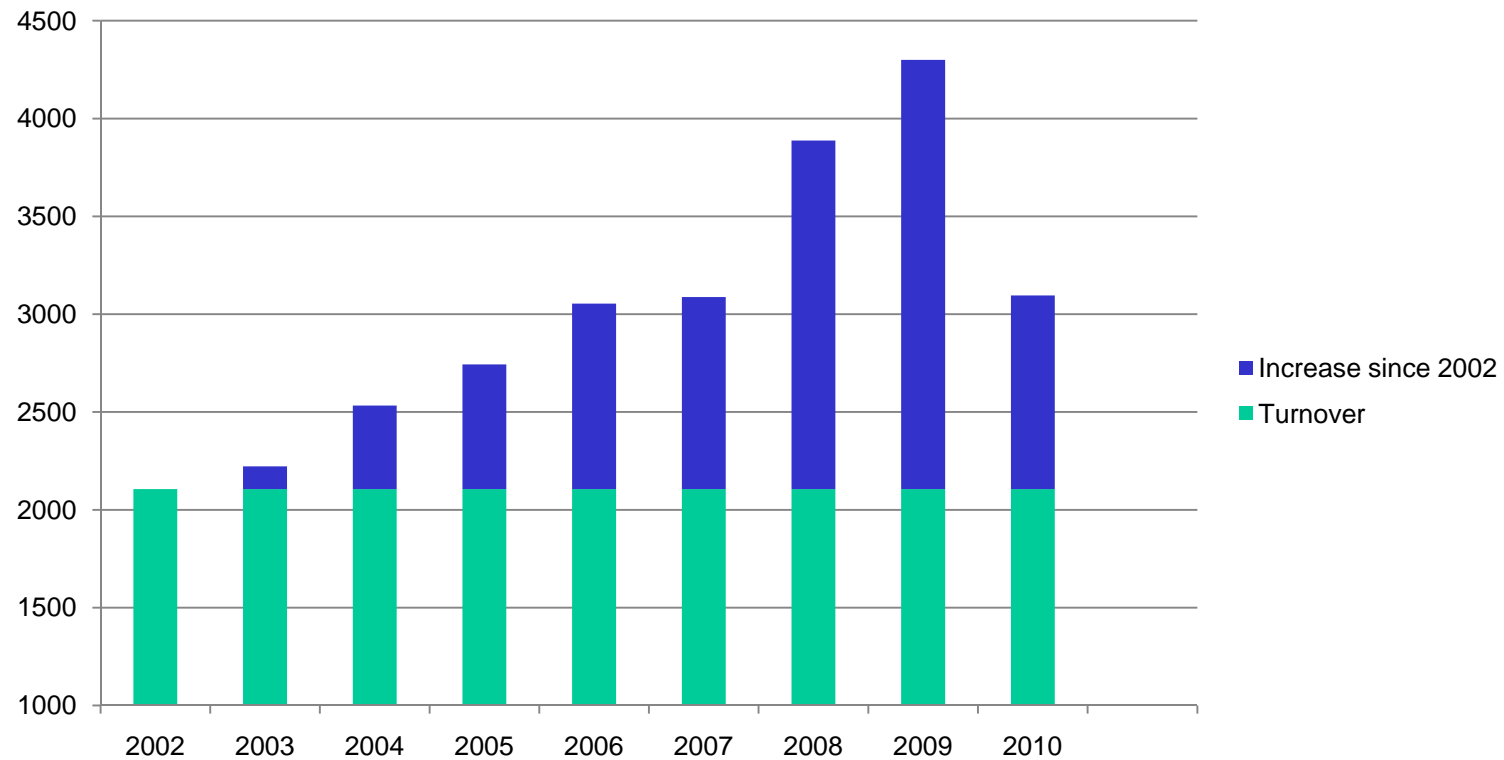
Total Income



Membership Income



Commercial Income



BPIF Unincorporated P&L

BPIF Unincorporated	2010	2009	% Decrease
	£'000	£'000	
Total Income	£5,968	£7,732	- 23%
Total Cost of Sales	- £1,498	- £2,198	- 32%
Gross Profit	£4,470	£5,534	- 19%
Operating Expenditure	- £4,426	- £5,232	- 15%
Operating Surplus/(Deficit)	£44	£302	

BPIF Unincorporated P&L

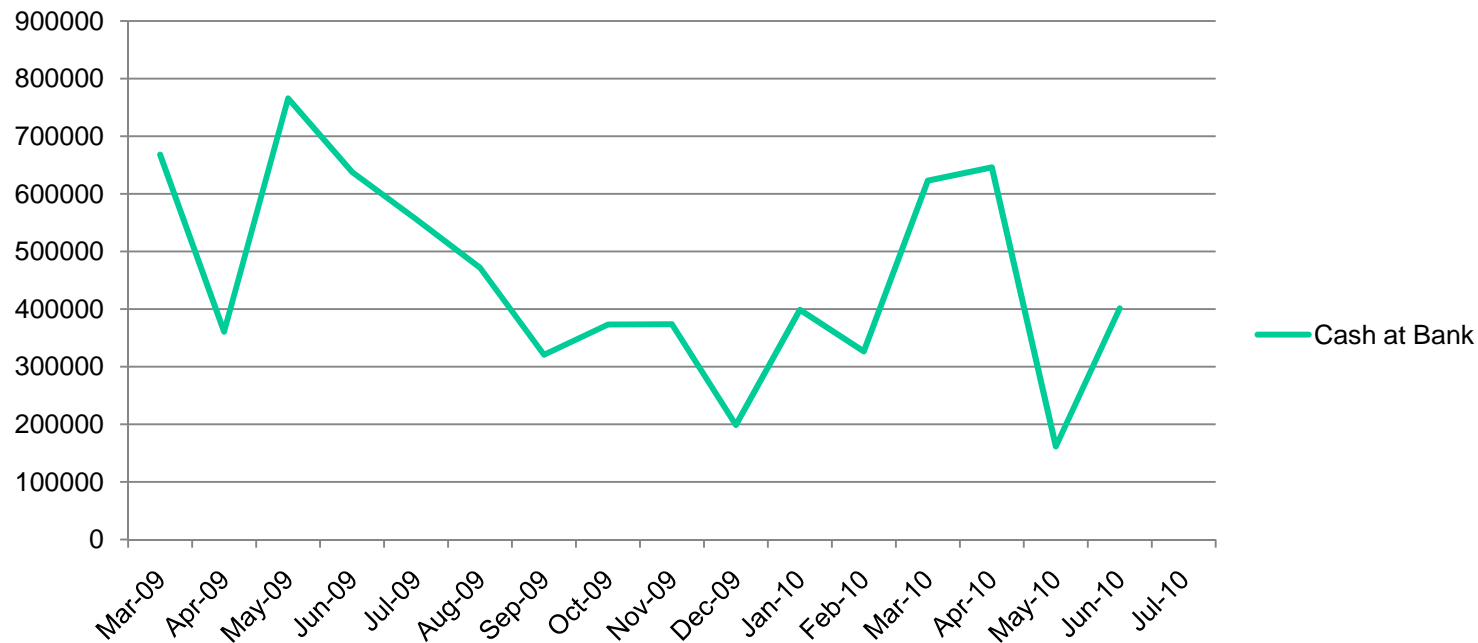
BPIF Unincorporated	2010	2009
	£'000s	£'000s
Operating Surplus	44	302
Add/Less		
Profit on sale of property	0	137
Investment income	0	24
Exceptional costs	-299	-247
(Deficit)/Surplus before DB pension costs & tax	-255	216
Defined benefit pension costs	-95	-117
Taxation	41	-80
(Deficit)/Surplus for year after taxation	-309	19

BPIF Unincorporated Balance Sheet

Balance Sheet	2010	2009
	£'000s	£'000s
Fixed Assets	697	784
Current Assets		
Debtors	1376	1614
Cash at bank and in hand	623	668
Total Current Assets	1999	2282
Creditors (amounts due within one year)	-2205	-2220
Total Assets less current liabilities	491	846
Creditors (due more than one year ago)	-175	-196
Pension Liability (FRS17 Deficit)	-1094	-1134
Net (Liabilities)/Assets including pension liability	-778	-484
Represented by Deficit to Members Fund	-778	-484

BPIF (Unincorporated) Cash Flow

BPIF Cash Flow Mar 2009 - Jun 2010



BPIF Limited (Limited by Guarantee)

Profit & Loss Account	2010	2009
	£'000s	£'000s
Turnover	2923	Nil
Administrative Expenses	2923	Nil
Surplus for the year	Nil	Nil

BPIF Limited (Limited by Guarantee)

Balance Sheet	2010	2009
	£'000s	£'000s
Debtors	624	Nil
Creditors	-624	Nil
Net Current Assets	0	0
Represented by General Fund	0	0

Defined Benefit Pension Fund Deficit

Pension Fund Deficit	2010	2009
	£'000s	£'000s
FRS17 Valuation	-1094	-1134
9 Year Repayment Plan	120	120
Dunn and Bradstreet Rating (PPF Levy)	100	93



BPIF Unincorporated – Budget 2010/2011

Budget 2010/2011	£'000s
Income	6,542
Operating Surplus	200
Net Surplus after Exceptionals	120



BPIF Return to Profitability 2010/11 – Strategic Actions Taken

- Headcount reduction in two years 33%
- 6 sites reduced down to 3 sites
- £1 million investments sold at profit before September 2008 crash
- Cash surplus – no overdraft for two years
- Reduced FRS17 deficit
- DUNNS rating at maximum – 100
- Review after quarter 1 in 2010



Questions ?????



BPIF AGM Tuesday 6 July

→ Michael Johnson
BPIF Chief Executive



Leading the way



A changing business climate



Redefining our focus



Redefining our priorities



Redefining our marketing



Four key tasks – 1 & 2

1 Lobbying

2 Delivering Best Practice



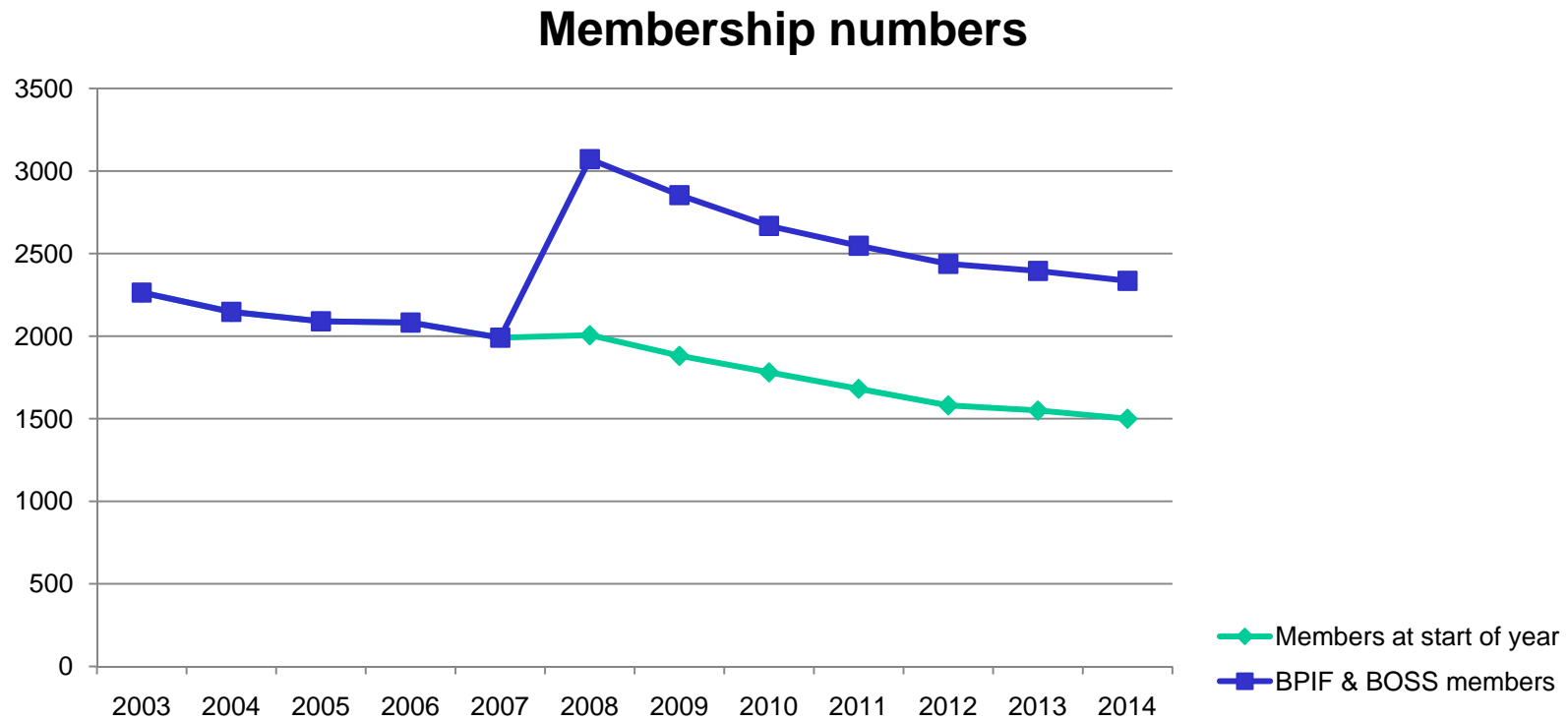
Four key tasks – 3 & 4

3 Saving Money For Clients

4 Enabling Compliance

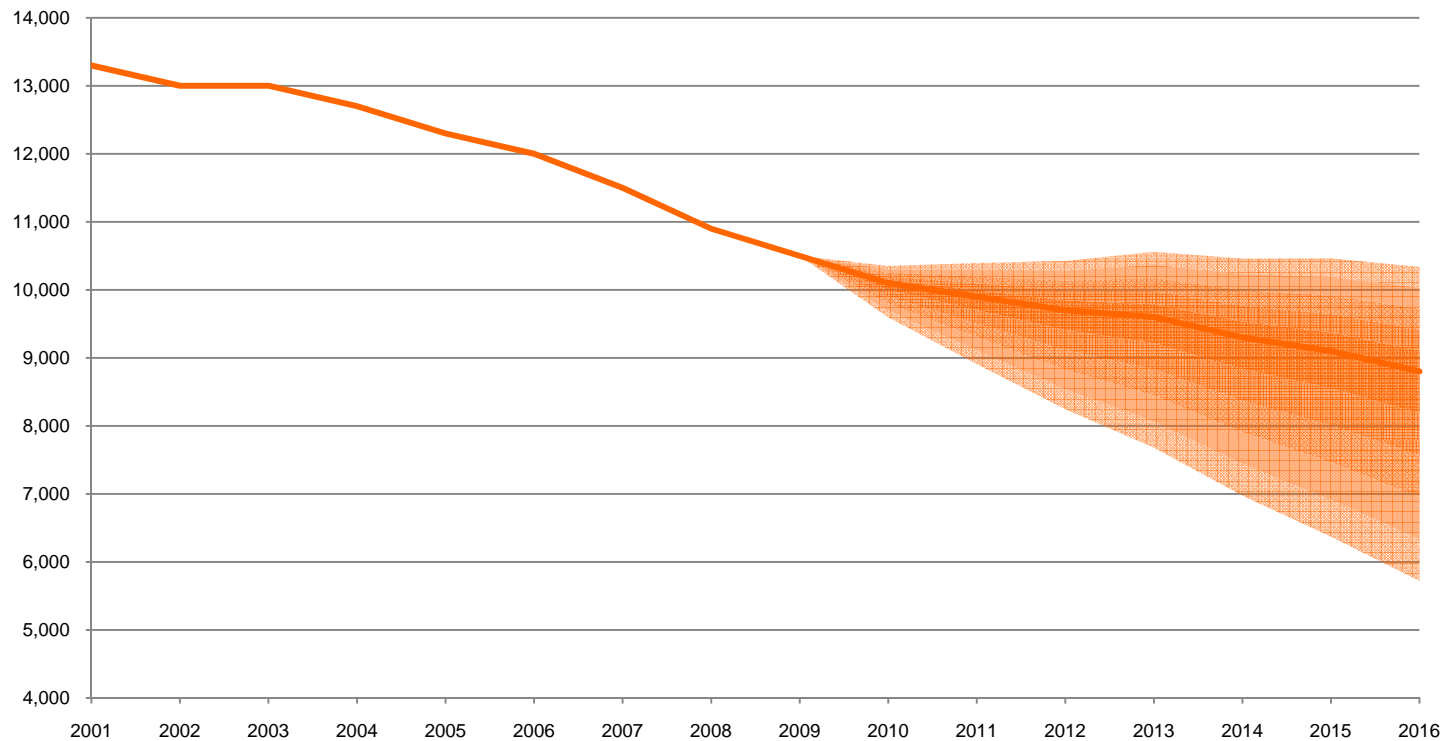


Membership numbers – trend line



Industry projection - companies

UK Printing Industry - number of companies 2001-2016

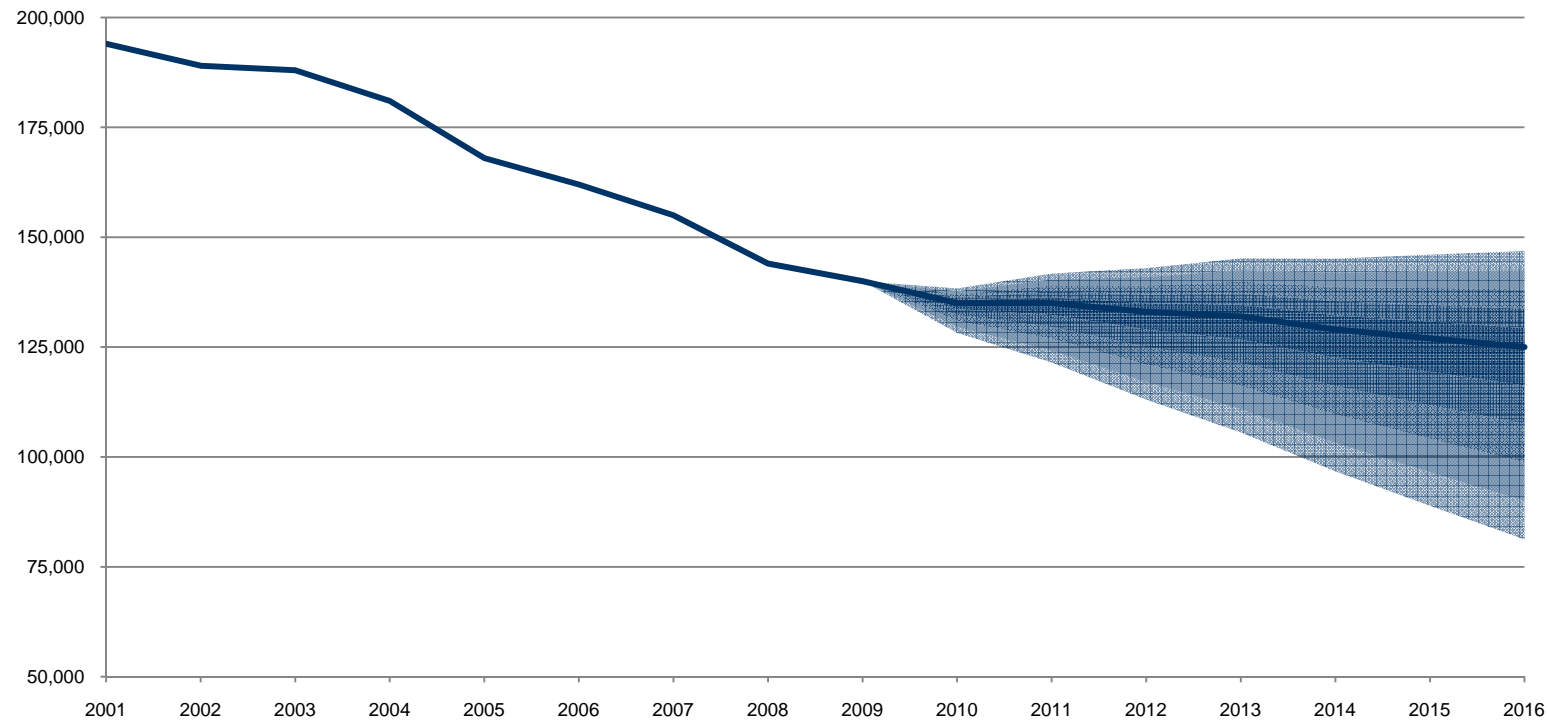


Source: BPIF Research



Industry projection - employees

UK Printing Industry - number of employees 2001-2016

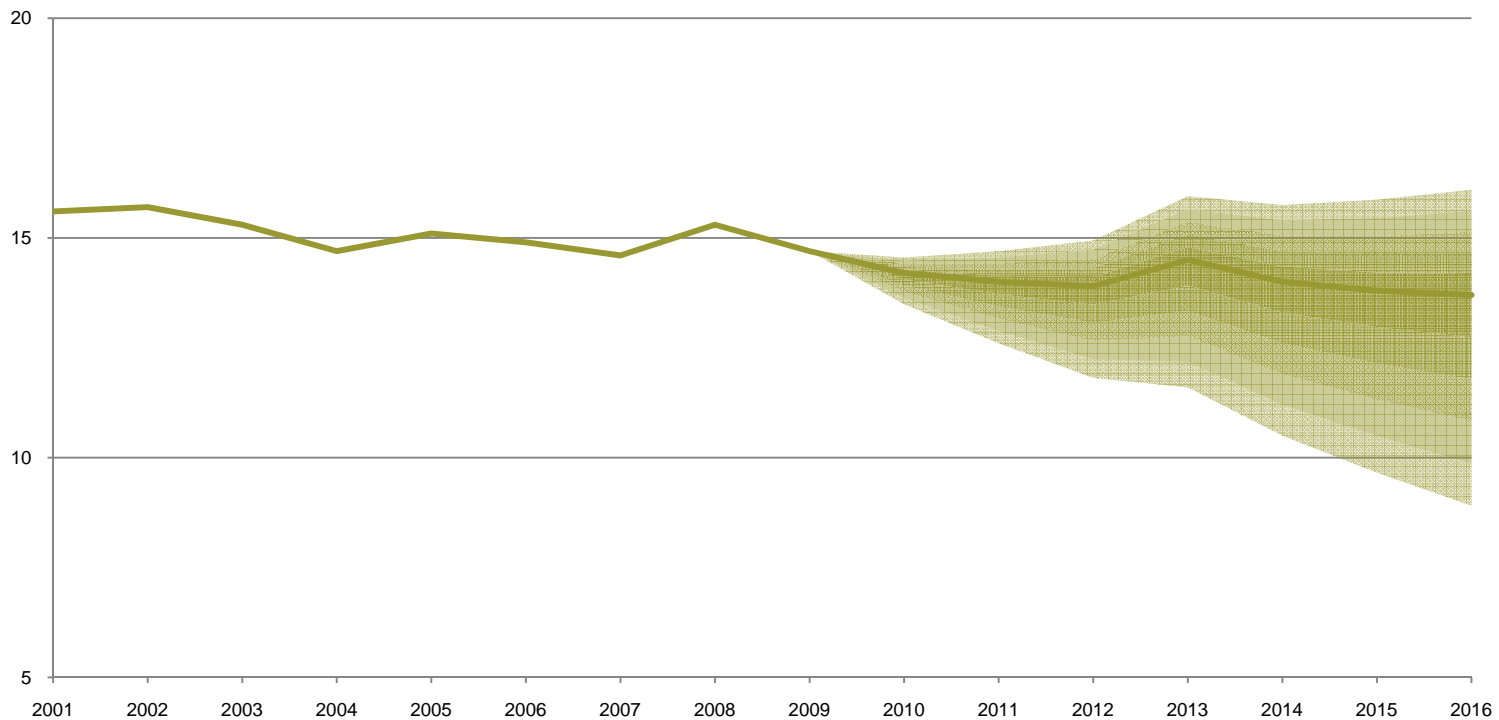


Source: BPIF Research



Industry projection - turnover

UK Printing Industry - turnover (£bn) 2001-2016



Source: BPIF Research



Analysis of Membership



Potential solutions



A more compelling offer



Targeting creative companies



Helping printers evolve



Linney Case Study

Miles Linney



Strong leadership & Succession Planning



Discussion

