REGISTERED NUMBER: 73975 (England and Wales)

Report of the Directors and Financial Statements for the Year Ended 31 December 2010

for

EXEL LIMITED

THURSDAY

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Contents of the Financial Statements for the Year Ended 31 December 2010

	Page
Company Information	1
Report of the Directors	2
Report of the Independent Auditors	4
Profit and Loss Account	5
Balance Sheet	6
Notes to the Financial Statements	7

EXEL LIMITED

Company Information for the Year Ended 31 December 2010

DIRECTORS:

C Bryans H Haenche G Inglis J Smith P Taylor D Woolliscroft

SECRETARY:

Exel Secretarial Services Limited

REGISTERED OFFICE:

Ocean House The Ring Bracknell Berkshire RG12 1AN

REGISTERED NUMBER:

73975 (England and Wales)

AUDITORS:

PricewaterhouseCoopers LLP

Chartered Accountants and Statutory Auditors

Exchange House

Central Business Exchange Midsummer Boulevard Central Milton Keynes

MK9 2DF

Report of the Directors for the Year Ended 31 December 2010

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

PRINCIPAL ACTIVITY AND FUTURE DEVELOPMENTS

The principal activity of the company in the year under review was that of an investment holding company in the Deutsche Post DHL Group. This activity is expected to continue

REVIEW OF BUSINESS

In the opinion of the directors the annexed financial statements give a fair review of the development of the business during the year and of its position at the end of the year.

	2010	2009
	£'000	£'000
Profit for the year	<u>63,094</u>	332,479

GOING CONCERN

The company and its major UK subsidiaries are expected to continue to generate positive cash flows on their own account for the foreseeable future

The company also participates in the Deutsche Post DHL Group's centralised treasury arrangements and so shares banking arrangements with its parent and other group undertakings. The directors, having assessed the responses of the officers of the company's parent Deutsche Post Exel Holding GmbH to their enquiries, have no reason to believe that a material uncertainty exists that may cast significant doubt about the ability of the Deutsche Post DHL Group to continue as a going concern or its ability to continue with the current banking arrangements

The directors, based on their enquiries, have concluded that the company has adequate resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the annual financial statements.

BUSINESS RISK AND KEY PERFORMANCE INDICATORS

Given the straightforward nature of the business, the directors consider that a discussion of the main business and analysis using key performance indicators is not necessary for an understanding of the development, performance or position of the business.

FINANCIAL RISK MANAGEMENT

The company's operations are totally related to the activities of the Deutsche Post DHL group of companies. As such its management of financial risk is dependent on the policies and risk management strategies of the ultimate parent company, Deutsche Post AG. Risk management policies where appropriate are approved by the board of directors, are consistent with Deutsche Post AG financial risk policies, and implemented by the company's finance department.

The company does not use derivative financial instruments

DIVIDENDS

An interim dividend of £0 1627 per share was paid on 30 June 2010. The directors recommend that no final dividend be paid.

The total distribution of dividends for the year ended 31 December 2010 was £50,000,000.

The total distribution of dividends for the year ended 31 December 2009 was £200,000,000

EVENTS SINCE THE END OF THE YEAR

Information relating to events since the end of the year is given in the notes to the financial statements.

Report of the Directors for the Year Ended 31 December 2010

DIRECTORS

The directors shown below have held office during the whole of the period from 1 January 2010 to the date of this report

C Bryans

H Haenche

G Inglis

P Taylor

D Woolliscroft

Other changes in directors holding office are as follows

J Smith - appointed 17 December 2010

C Waters ceased to be a director on 5 January 2011

DIRECTORS' INDEMNITIES

The company maintains liability insurance for its directors and officers. The company also provided an indemnity for its directors and the secretary, which is a qualifying third party indemnity provision for the purpose of the Companies Act 2006. The indemnity was in force throughout the financial year and is currently in force.

STATEMENT OF DIRECTORS' RESPONSIBILITIES

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law) Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the 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 accounting estimates that are reasonable and prudent,
- state whether applicable 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

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 company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information

BY ORDER OF THE BOARD:

J Sargeant - for and on behalf of

Exel Secretarial Services Limited - Secretary

Date 7th July 2011

Report of the Independent Auditors to the Shareholders of **Exel Limited**

We have audited the financial statements of Exel Limited for the year ended 31 December 2010 which comprise the Profit and Loss Account, the Balance Sheet and the related notes. 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)

Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities Statement set out on page 3 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

This report, including the opinions, has been prepared for and only for the company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing

Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the directors, and the overall presentation of the financial statements

Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 31 December 2010 and of its profit for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Report of the Directors 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

Mike Robinson (Senior Statutory Auditor)

for and on behalf of PricewaterhouseCoopers LLP Chartered Accountants and Statutory Auditors **Exchange House** Central Business Exchange Midsummer Boulevard

Central Milton Keynes

MK9 2DF

Date 8th July 2011

Profit and Loss Account for the Year Ended 31 December 2010

ı	Notes	2010 £'000	2009 £'000
Other operating income		2,485	7,366
Other operating charges		<u>(626</u>)	(33,815)
OPERATING PROFIT/(LOSS)	3	1,859	(26,449)
Profit/(loss) on disposal of fixed asset investments	9	13,022	(526)
		14,881	(26,975)
Income from shares in group undertakings Interest receivable and similar income	4	33,153 11,410 59,444	453,342 20,399 446,766
Amounts written off investments	5	_ 59,444	<u>(74,659)</u> 372,107
Interest payable and similar charges	6	<u>(11,705</u>)	(35,587)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	;	47,739	336,520
Tax on profit on ordinary activities	7	<u> 15,355</u>	(4,041)
PROFIT FOR THE FINANCIAL YEAR		63,094	332,479

CONTINUING OPERATIONS

All results relate to continuing operations

There is no material difference between the results stated above and their historical cost equivalents

TOTAL RECOGNISED GAINS AND LOSSES

The company has no recognised gains or losses other than the profits for the current year or previous year

Balance Sheet 31 December 2010

	Notes	2010 £'000	2009 £'000
FIXED ASSETS Investments	9	624,178	_1,155,664
CURRENT ASSETS			
Debtors amounts falling due within one year	10	936,160	679,006
Debtors. amounts falling due after more than one year	10	3,500	-
Cash at bank and in hand		10	2
		939,670	679,008
CREDITORS: AMOUNTS FALL: DUE WITHIN ONE YEAR	ING 11	<u>(717,949)</u>	<u>(1,266,867</u>)
NET CURRENT ASSETS/(LIAB	SILITIES)	221,721	<u>(587,859</u>)
TOTAL ASSETS LESS CURREN	т	845,899	567,805
CREDITORS: AMOUNTS FALL DUE AFTER MORE THAN ONE		(265,000)	
NET ASSETS		<u>580,899</u>	<u>567,805</u>
CAPITAL AND RESERVES			
Called up share capital	13	85,345	85,345
Share premium account	14	179,333	179,333
Capital redemption reserve	14	105,972	105,972
Profit and loss account	14	<u>210,249</u>	<u>197,155</u>
SHAREHOLDERS' FUNDS	16	<u> 580,899</u>	567,805

The financial statements were approved by the Board of Directors on 7^{th} July 2011 and were signed on its behalf by

D Woolliscroft Director

Notes to the Financial Statements for the Year Ended 31 December 2010

1 ACCOUNTING POLICIES

Basis of preparing the financial statements

The principal accounting policies adopted by the company are set out below and are consistent with those of the previous year

These financial statements have been prepared on the going concern basis and under the historical cost convention and in accordance with the Companies Act 2006 and applicable UK accounting standards

The company is a wholly-owned subsidiary of Deutsche Post AG, a company incorporated in Germany, and is included in the consolidated financial statements of Deutsche Post AG which are publicly available. Consequently, the company has taken advantage of the exemption from preparing consolidated financial statements under the terms of section 400 of the Companies Act 2006.

Cash flow statement and related party disclosures

The group financial statements of Deutsche Post AG contain a consolidated cash flow statement. The company has taken advantage of the exemption granted by FRS 1 (revised 1996) whereby it is not required to publish its own cash flow statement.

The company has taken advantage of the exemption granted by FRS 8 from disclosure of related party transactions with other wholly owned members of the Group

Taxation

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events that result in an obligation to pay more tax in the future or a right to pay less tax in the future have occurred at the balance sheet date Timing differences are differences between the company's taxable profits and its results as stated in the financial statements

Deferred tax is measured at the tax rates that are expected to apply in the periods in which the timing differences are expected to reverse, based on tax rates and laws that have been enacted or substantially enacted by the balance sheet date. Deferred tax is measured on a non-discounted basis.

The company has entered into an agreement regarding UK corporation tax payments and refunds with certain other entities resident in the UK which are wholly owned subsidiary undertakings of the Deutsche Post DHL Group (the "Tax Group") As a result, the company has undertaken to discharge the UK corporation tax liabilities on behalf of the Tax Group, and benefit from any tax recoverable due to the members of the Tax Group. Accordingly, the company recognises the Tax Group's net UK corporation tax charge or credit in its profit and loss account, and the Tax Group's corporation tax liability or asset in its balance sheet.

Foreign currencies

All transactions denominated in foreign currencies are translated at the rate of exchange on the day the transaction occurs. Monetary assets and liabilities denominated in foreign currencies are translated at the exchange rates ruling on the balance sheet date. Exchange differences arising on foreign currency transactions are included in the profit and loss account.

Dividend income

Dividend income is recognised when the right to receive payment is established

Fixed asset investments

Fixed asset investments are included in the balance sheet at cost less provision for any impairment in value

Investment carrying values are reviewed for impairment periodically and when there has been an indication of a potential impairment

Notes to the Financial Statements for the Year Ended 31 December 2010

1 ACCOUNTING POLICIES continued

Amounts owed by group undertakings

As a part of its normal activity, the company provides loan financing to members of the group. The loans are advanced on commercial terms, taking into account the borrower's status and financial position. The company periodically assesses the ability of the borrower to repay the loans, and provisions are made where necessary and recognised in other operating charges. If the borrower's financial position subsequently improves or the loan is repaid then any excess provision is released and recognised in other operating income.

2. STAFF COSTS

There were no staff costs for the year ended 31 December 2010 nor for the year ended 31 December 2009

The company had no employees (2009 none)

3 OPERATING PROFIT/(LOSS)

The following amounts have been credited in arriving at the operating profit/(loss)

	2010	2009
	£'000	£'000
Other operating income		
Adjustment to provisions against amounts owed by group		
undertakings	-	7,324
Other operating income	2,485	42
other operating meanic		
	2,485	7,366
	2,403	
The following amounts have been charged in arriving at the oper	rating profit/(loss)	•
	2010	2009
	£'000	£'000
Other operating charges		
Foreign exchange differences	462	141
Adjustment to provisions against amounts owed by group		
undertakings	_	32,791
Other operating charges	164	883
Other operating charges		
	626	22 01 5
	020	33,815

The fee payable for the audit of £29,000 (2009 $\,$ £30,250), has been paid by a fellow group undertaking

Notes to the Financial Statements - continued for the Year Ended 31 December 2010

3 OPERATING PROFIT/(LOSS) - continued

Directors' emoluments

Aggregate emoluments Compensation for loss of office paid to former director	2010 £'000 1,663	2009 £'000 1,201 492
Total emoluments Company contributions paid to money purchase pension schemes	1,663	1,693

Retirement benefits are accruing to four directors (2009 five directors) under defined benefit schemes, and to two directors (2009 one director) under a money purchase scheme. Shares in the ultimate parent company, Deutsche Post AG, are accruing to two directors (2009 none) under long term incentive plans. The directors did not exercise any share options during the year (2009 none)

Highest paid director

5

investments

	2010 £'000	2009 £'000
Total amounts of emoluments and amounts (excluding shares) receivable under long term incentive schemes	<u>785</u>	693
Defined benefit pension scheme Accrued pension at end of year	48	31

The highest paid director had 13,134 shares (2009 nil) receivable under a long term incentive plan

Directors' emoluments are paid by subsidiary undertakings and are not recharged to the company

4 INTEREST RECEIVABLE AND SIMILAR INCOME

Interest receivable from group	2010 £'000	2009 £'000
Interest receivable from group undertakings Other interest receivable	5,512 5,898	17,763
	11,410	20,399
AMOUNTS WRITTEN OFF INVESTMENTS		
	2010 £'000	2009 £'000
Amounts written off		2 000

74,659

Notes to the Financial Statements - continued for the Year Ended 31 December 2010

6	INTEREST PAYABLE AND SIMILAR CHARGES		
	Interest payable to group undertakings Interest on other loans	2010 £'000 11,705	2009 £'000 35,569 18
		11,705	35,587
7	TAX ON PROFIT ON ORDINARY ACTIVITIES		
	Analysis of charge in the year	2010 £'000	2009 £'000
	Current tax UK tax liability borne for other group undertakings Adjustments in respect of prior years	17,422 (32,777)	12,200 (8,200)
	Foreign tax	(15,355)	4,000 <u>41</u>
	Tax on profit on ordinary activities	(15,355)	4,041
	Factors affecting tax charge for the year		
	The tax assessed for the year differs from the standard rate of Kingdom 28% (2009, 28%). The differences are explained below.	f corporation tax	in the United
		2010 £'000	2009 £'000
	Profit on ordinary activities before tax	47,739	336,520
	Profit on ordinary activities multiplied by the standard rate of corporation tax in the UK of 28% (2009, 28%)	13,367	94,226
	Effects of: Expenses not allowable for UK tax Income not subject to UK tax Other short term timing differences Utilisation of tax losses	(13,129) - - (455)	28,603 (126,936) (560)
	UK current tax for the year	(212)	(4,667)
	Group relief surrendered to other group companies	212	4,667
	UK tax liability borne for other group companies Adjustments in respect of prior years	17,422 (32,777)	12,200 (8,200)
	Foreign tax	(15,355) 	4,000 41
	Current tax for the year	(15,355)	4,041

The rate of corporation tax in the UK changed from 28% to 27% with effect from 1 April 2011

Notes to the Financial Statements - continued for the Year Ended 31 December 2010

7 TAX ON PROFIT ON ORDINARY ACTIVITIES (continued)

Deferred Tax

, , , , , , , , , , , , , , , , , , , ,	2010	2009
	Unrecognised	Unrecognised
	£'000	£'000
Trading and other losses	(3,801)	(6,831)
Capital losses	(3,228)	
Net deferred tax (asset)	(7,029)	(6,831)

Deferred tax has been calculated at a rate of 27% (2009 28%)

The company had a net deferred tax (asset) at 31 December 2010 of £7,029,000 (2009 £6,831,000) which has not been recognised in the financial statements because of the uncertainty that any future economic benefit arising from the timing differences will accrue to the company

8 **DIVIDENDS**

	2010 £'000	2009 £'000
Ordinary shares of 27 7/9p each - Interim	50,000	200,000

Other

9 INVESTMENTS

	investments			
	Shares in subsidiary undertakings £'000	other than loans £'000	Other loans £'000	Totals £'000
COST				
At 1 January 2010	1,444,522	19,040	16,761	1,480,323
Additions	-	-	4,065	4,065
Disposals	<u>(860,210</u>)	- -	-	<u>(860,210</u>)
At 31 December 2010	584,312	19,040	20,826	624,178
PROVISIONS				
At 1 January 2010	324,659	-	-	324,659
Eliminated on disposal	<u>(324,659</u>)	- -	-	<u>(324,659</u>)
At 31 December 2010		_		
NET BOOK VALUE				
At 31 December 2010	<u>584,312</u>	19,040	20,826	624,178
At 31 December 2009	1,119,863	19,040	16,761	1,155,664

During the year, Ocean Transport & Trading Limited was dissolved and distributed all of its assets to the company A profit of £12,980,523 was recognised on the distribution

During the year the company received £41,328, in respect of the sale of shares in Delmege Forsyth & Co $\,$ Ltd

During the year the company disposed of Tibbett & Britten Group Limited and Ocean Group Investments Limited, there was no profit or loss recognised on the disposal

Notes to the Financial Statements - continued for the Year Ended 31 December 2010

9 INVESTMENTS (continued)

The following companies are subsidiary undertakings and, unless otherwise stated, 100% of the ordinary share capital is owned directly by the company, they are incorporated in the United Kingdom, operate in their country of incorporation, and have a 31 December year end

Company	Nature of Business
Exel Investments Limited	Investment company
Exel Overseas Limited	Investment company
Ocean Group Share Scheme Trustee	
Limited	Investment company
Ocean Overseas Holdings Limited	Investment company
Realcause Limited	Investment company

The directors believe that the carrying value of the investments is supported by their underlying net assets

In the opinion of the directors, the aggregate value of the company's investments in subsidiary undertakings is not less than the aggregate amount included in the balance sheet

Where relevant, any indirect investments are disclosed in the accounts of the companies listed above

Other investments are 19,040,000 units in the Kings Cross Central Property Trust (the "Trust"), which is incorporated in Jersey. The units are unlisted and the company owns 13 5% of the issued units of the Trust. The Trust owns land and a property development near Kings Cross Station in London.

Other loans are a loan of £20,826,000 including accrued interest to Kings Cross Central Limited Partnership. The loan is unsecured, is due for repayment in March 2019 and carries interest at 13% per annum fixed. On 1 April 2011 the interest rate was reduced to 0% per annum. This will have a material impact on the interest receivable by the company in future accounting periods.

10 **DEBTORS**

10	DEBTORS	2010 £'000	2009 £'000
	Amounts falling due within one year Amounts owed by group undertakings	936,160	679,006
	Amounts falling due after more than one year Amounts owed by group undertakings	3,500	
	Aggregate amounts	939,660	679,006
11.	CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR	2010	2009
	Amounts owed to group undertakings Taxation payable Other creditors Accrued expenses	£'000 711,397 3,842 2,710	£'000 1,243,356 21,265 1,613 633
		717,949	1,266,867

Notes to the Financial Statements - continued for the Year Ended 31 December 2010

12 CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	2010	2009
	£'000	£'000
Amounts owed to group undertakings	265,000	

Amounts owed to group undertakings falling due after more than 1 year, is a loan repayable to Deutsche Post AG The interest rate is GBP LIBOR plus a margin of 0 45%. The loan matures on 15th December 2015.

13 CALLED UP SHARE CAPITAL

	2010 £'000	2009 £'000
Authorised 384,000,030 ordinary shares of 27 7/9p each	106,667	106,667
Allotted and fully paid 307,243,675 ordinary shares of 27 7/9p each	85,345	<u>85,345</u>

There were no allotments during the year

14 RESERVES

RESERVES	Profit and loss account £'000	Share premium account £'000	Capital redemption reserve £'000	Totals £'000
At 1 January 2010 Profit for the year Dividends	197,155 63,094 <u>(50,000</u>)	179,333 - 	105,972 - 	482,460 63,094 (50,000)
At 31 December 2010	210,249	179,333	105,972	495,554

15. POST BALANCE SHEET EVENTS

A number of changes to the UK corporation tax system were announced in the March 2011 UK Budget Statement A resolution passed by Parliament on 29 March 2011 reduced the main rate of corporation tax to 26% from 1 April 2011 Legislation to reduce the main rate of corporation tax from 26% to 25% from 1 April 2012 is expected to be included in the Finance Act 2011 Further reductions to the main rate are proposed to reduce the rate by 1% per annum to 23% by 1 April 2014 None of these expected rate reductions had been substantively enacted at the balance sheet date and, therefore are not included in these financial statements

The directors are of the opinion that the financial effect of the rate changes outlined above on the company's unrecognised deferred tax asset will not be materially significant

16 RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

Profit for the financial year Dividends	2010 £'000 63,094 (50,000)	2009 £'000 332,479 (200,000)
Net (reduction)/addition to shareholders' funds Opening shareholders' funds	13,094 567,805	132,479 435,326
Closing shareholders' funds	580,899	<u>567,805</u>

Notes to the Financial Statements - continued for the Year Ended 31 December 2010

17 CONTINGENT LIABILITIES

- (a) The nature of the company's business and the extent of its operations are such that it is from time to time involved in legal proceedings, as plaintiff or defendant. No such current proceedings are expected to have a material effect on the company
- (b) The company has guaranteed certain bank and other credit facilities of subsidiary undertakings and performance bonds amounting at the year end to £1,531,000 (2009 £6,083,000). These guarantees are typically for overdraft facilities, certain operating leases and customs and airline credit facilities.
- (c) For Value Added Tax (VAT) purposes, the company is grouped with other undertakings in a VAT group, under these arrangements the company has a joint and several liability for amounts owed by those undertakings to HM Revenue and Customs

18 ULTIMATE CONTROLLING PARTY

The company's immediate parent undertaking is Deutsche Post Exel Holding GmbH. The company's ultimate parent undertaking and controlling party is Deutsche Post AG, a company incorporated in Germany. This is the only group of which the company is a member for which group financial statements are prepared. Copies of the financial statements of Deutsche Post AG, and be obtained from Deutsche Post AG, Headquarters, Investor Relations, 53250 Bonn, Germany.