



**HALF-YEARLY FINANCIAL RESULTS 2012**  
Robert Walters plc

ROBERT WALTERS

## ROBERT WALTERS PLC

We are one of the world's leading specialist professional recruitment businesses.

We stand for innovation, vision and leadership in the global recruitment market and manage the careers of the highest calibre professionals across the specialist disciplines of accounting & finance, banking, engineering, human resources, information technology, legal, sales & marketing, secretarial & support and supply chain & procurement.

Our client base ranges from multinational blue-chip corporates and the world's leading financial services organisations through to SMEs and start ups.

51 Offices

23 Countries

2,100<sup>+</sup> Staff

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## FINANCIAL HIGHLIGHTS

**£275.0m** Revenue (2011: £241.6m)

**£92.4m** Net fee income (2011: £89.1m)

**£3.4m** Operating profit (2011: £7.2m)

**£3.1m** Profit before taxation (2011: £7.1m)

**2.9p** Basic earnings per share (2011: 6.5p)

**1.47p** Interim dividend per share (2011: 1.47p)

**£4.6m** Net cash (30 June 2011: £10.7m)

# INTERIM MANAGEMENT REPORT

The Group produced a resilient performance during the first half of the year, delivering net fee income growth across all regions against a backdrop of deteriorating market conditions and challenging year-on-year comparatives. Revenue was up 14% to £275.0m (2011: £241.6m) and gross profit ('net fee income') by 4% (3% in constant currency) to £92.4m (2011: £89.1m), resulting in an operating profit of £3.4m (£3.4m in constant currency) (2011: £7.2m) and a profit before taxation of £3.1m (£3.1m in constant currency) (2011: £7.1m). The Group has a strong balance sheet and maintained a healthy cash position with net cash of £4.6m as at 30 June 2012 (30 June 2011: £10.7m).

Market conditions and client and candidate confidence levels remained fragile during the first half, with permanent recruitment within the banking sector most severely affected. Our long-term strategy of geographic and discipline diversification is providing the Group with resilience, competitive strength and opportunities for growth. The Group has in place the right blend of permanent, contract and interim income streams, supported further by the growth of our market-leading recruitment outsourcing business, Resource Solutions.

In line with our strategy for growth, we opened four new offices during the first half; San Francisco, Rio de Janeiro, Milton Keynes and Parramatta bringing the Group's global footprint to 51 offices in 23 countries. Headcount increased to 2,159 (2011: 1,932) however, the rate of headcount growth slowed during the second quarter in response to market conditions in some of our more challenging locations.

Contract recruitment now represents 31% (2011: 29%) of the Group's recruitment net fee income. The balance of contract and permanent recruitment provides greater resilience when market conditions are challenging and also positions us well to grow quickly and benefit from operational gearing when confidence returns.

Resource Solutions performed strongly and we have invested significantly in strengthening the offering across Asia Pacific and Europe. With clients increasingly looking to work with global recruitment partners that are able to provide an end-to-end recruitment solution, we believe that Resource Solutions provides the Group with a significant competitive advantage.

## **Asia Pacific (50% of net fee income)**

Revenue was £134.7m (2011: £109.9m) and net fee income increased by 3% (0% in constant currency) to £45.9m (2011: £44.5m) delivering an operating profit of £3.3m (£3.1m in constant currency) (2011: £5.8m).

Australia, our largest business in the region, continued to perform well benefiting not only from high activity levels in the resources industry but our general strength in the commerce sector. The Asia region was impacted by the slowdown in the banking sector but opportunities for strong growth exist as evidenced by excellent performances from our newer businesses in Malaysia and Thailand. In China, we have continued to invest and restructured the management team to optimise long-term performance.

We continue to successfully diversify our businesses across the region into other recruitment disciplines and expect to achieve improved growth rates during the second half.

## **United Kingdom (26% of net fee income)**

Revenue was £93.4m (2011: £86.2m) and net fee income increased by 5% to £23.9m (2011: £22.9m) delivering an operating profit of £0.0m (2011: £0.3m).

The UK business delivered a respectable increase in net fee income despite challenging market conditions. Permanent recruitment levels in the banking sector remained weak, however our London commerce business and our regional offices have performed relatively well. We opened a new office in Milton Keynes to further strengthen our regional presence.

Resource Solutions performed strongly during the first half of the year. We have been successful across a number of competitive tenders, securing new client engagements across both the commercial and banking sectors and extending a number of contracts at existing client sites.

## **Europe (22% of net fee income)**

Revenue was £44.0m (2011: £42.9m) and net fee income increased by 3% (8% in constant currency) to £19.9m (2011: £19.4m) delivering an operating profit of £0.3m (£0.4m in constant currency) (2011: £1.0m).

France, our largest business in the region, continued to perform well whilst our newest business in Germany produced strong net fee income growth. In the Netherlands, market conditions remained tough and net fee income declined marginally year-on-year. Elsewhere across the region, recruitment activity levels were also muted as a result of the ripple effect of the Eurozone's ongoing economic and political uncertainty.

### **The Americas and South Africa (2% of net fee income)**

Revenue was £2.9m (2011: £2.5m) and net fee income increased by 11% (16% in constant currency) to £2.7m (2011: £2.4m) delivering an operating loss of £0.2m (£0.2m operating loss in constant currency) (2011: operating profit of £0.1m).

We invested heavily in the region during the first half, increasing our offices from three to five. South Africa produced strong net fee income growth; in the USA our New York business was impacted by the banking sector slowdown whilst our new office in San Francisco has started well. Activity levels in Brazil slowed during the second quarter however, we believe South America is a strategically important long-term growth market for the Group and we therefore opened a second office in Rio de Janeiro.

### **Cash flow**

The Group maintained a strong net cash position of £4.6m as at 30 June 2012 (30 June 2011: £10.7m) despite a significant increase in contractor numbers. Working capital in the period has increased by £10.7m and notable cash outflows included a dividend of £2.6m, £2.9m of tax payments and capital expenditure of £2.8m.

### **Dividend**

The interim dividend will be maintained at 1.47p per share (2011: 1.47p) and will be paid on 19 October 2012 to those shareholders on the Company's register as at 7 September 2012.

### **Treasury management, currency risk and other principal risks and uncertainties affecting the business**

The Group does not have material transactional exposures although is exposed to translation differences on the profits and cash flows generated in its overseas operations. Overseas currency balances that are surplus to local working capital requirements are converted on a regular basis to pounds sterling and there is a particular emphasis on minimising holdings in euros given the current uncertainty over the potential break-up of the Eurozone. The main functional currencies of the Group are pounds sterling, the euro, the Australian dollar and the Japanese yen.

The other principal risks and uncertainties affecting the business activities of the Group remain those detailed within the Operating and Financial Review section of the Annual Report and Accounts for the year ended 31 December 2011, namely the economic environment, people management, brand and reputation, laws and regulations and technology. The Board does not foresee a material change in respect of these factors for the remainder of the year.

### **Outlook**

Current trading conditions remain difficult necessitating close management of the Group's cost base, particularly in those locations where market conditions are most challenging. We will continue to selectively invest in the long-term geographic growth and diversification of the Group and are confident that this strategy, combined with our strong balance sheet, market-leading global brand and experienced management team, will ensure that the Group is well positioned for the future.



**Philip Aiken**  
Chairman  
1 August 2012



**Robert Walters**  
Chief Executive

## CONDENSED CONSOLIDATED INCOME STATEMENT

	Notes	2012 6 mths to 30 June Unaudited £'000	2011 6 mths to 30 June Unaudited £'000	2011 12 mths to 31 December Audited £'000
<b>Continuing operations</b>				
Revenue	4	275,006	241,618	528,114
Cost of sales		(182,628)	(152,489)	(344,671)
<b>Gross profit</b>	4	<b>92,378</b>	<b>89,129</b>	<b>183,443</b>
Administrative expenses		(88,940)	(81,910)	(167,810)
<b>Operating profit</b>	4	<b>3,438</b>	<b>7,219</b>	<b>15,633</b>
Finance income		76	24	368
Finance costs		(347)	(172)	(730)
(Loss) profit on foreign exchange		(100)	17	(189)
<b>Profit before taxation</b>		<b>3,067</b>	<b>7,088</b>	<b>15,082</b>
Taxation	5	(1,028)	(2,304)	(4,909)
<b>Profit for the period</b>		<b>2,039</b>	<b>4,784</b>	<b>10,173</b>
<b>Attributable to:</b>				
Owners of the Company		2,042	4,543	9,866
Non-controlling interest		(3)	241	307
		<b>2,039</b>	<b>4,784</b>	<b>10,173</b>
<b>Earnings per share (pence):</b>				
Basic	7	2.9	6.5	14.1
Diluted		2.6	5.8	12.7

## CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME AND EXPENSE

	Notes	2012 6 mths to 30 June Unaudited £'000	2011 6 mths to 30 June Unaudited £'000	2011 12 mths to 31 December Audited £'000
<b>Profit for the period</b>		<b>2,039</b>	<b>4,784</b>	<b>10,173</b>
Exchange differences on translation of overseas operations		(1,187)	452	397
<b>Total comprehensive income and expense for the period</b>		<b>852</b>	<b>5,236</b>	<b>10,570</b>
<b>Attributable to:</b>				
Owners of the Company		855	4,995	10,263
Non-controlling interest		(3)	241	307
		<b>852</b>	<b>5,236</b>	<b>10,570</b>

## CONDENSED CONSOLIDATED BALANCE SHEET

Note	2012 30 June Unaudited £'000	2011 30 June Unaudited £'000	2011 31 December Audited £'000
<b>Non-current assets</b>			
Intangible assets	9,363	8,968	9,292
Property, plant and equipment	12,217	7,147	11,564
Deferred tax assets	6,813	7,844	6,942
	<b>28,393</b>	23,959	27,798
<b>Current assets</b>			
Trade and other receivables	121,890	112,729	115,680
Corporation tax receivables	1,711	101	327
Cash and cash equivalents	22,898	22,355	28,965
	146,499	135,185	144,972
<b>Total assets</b>	<b>174,892</b>	159,144	172,770
<b>Current liabilities</b>			
Trade and other payables	(83,567)	(79,688)	(87,059)
Corporation tax liabilities	(784)	(1,621)	(1,295)
Bank overdrafts and loans	(18,339)	(11,701)	(11,904)
Provisions	(727)	(975)	(1,318)
	(103,417)	(93,985)	(101,576)
<b>Net current assets</b>	<b>43,082</b>	41,200	43,396
<b>Non-current liabilities</b>			
Deferred tax liabilities	(67)	(844)	(65)
Provisions	(423)	(347)	(382)
	<b>(490)</b>	(1,191)	(447)
<b>Total liabilities</b>	<b>(103,907)</b>	(95,176)	(102,023)
<b>Net assets</b>	<b>70,985</b>	63,968	70,747
<b>Equity</b>			
Share capital	17,113	17,113	17,113
Share premium	21,247	21,247	21,247
Other reserves	(73,410)	(73,410)	(73,410)
Own shares held	(9,121)	(13,982)	(12,028)
Treasury shares held	(19,860)	(19,860)	(19,860)
Foreign exchange reserves	10,459	11,701	11,646
Retained earnings	124,055	120,720	125,534
<b>Equity attributable to owners of the Company</b>	<b>70,483</b>	63,529	70,242
Non-controlling interest	502	439	505
<b>Total equity</b>	<b>70,985</b>	63,968	70,747

## CONDENSED CONSOLIDATED CASH FLOW STATEMENT

	Note	2012 6 mths to 30 June Unaudited £'000	2011 6 mths to 30 June Unaudited £'000	2011 12 mths to 31 December Audited £'000
Cash (used) generated by operating activities	8	<b>(3,342)</b>	(2,214)	16,983
Income taxes paid		(2,859)	(5,890)	(10,004)
<b>Net cash (used) generated by operating activities</b>		<b>(6,201)</b>	(8,104)	6,979
<b>Investing activities</b>				
Net interest paid		(271)	(149)	(362)
Purchases of computer software		(506)	(643)	(1,291)
Purchases of property, plant and equipment		(2,330)	(3,234)	(9,350)
<b>Net cash used by investing activities</b>		<b>(3,107)</b>	(4,026)	(11,003)
<b>Financing activities</b>				
Equity dividends paid		(2,631)	(2,457)	(3,484)
Proceeds from issue of equity		–	228	228
Proceeds from bank loans		7,150	4,818	5,070
Repayment of bank loans		(699)	(132)	(270)
Release (purchase) of own shares (net of proceeds of option exercises)		–	211	(528)
<b>Net cash generated by financing activities</b>		<b>3,820</b>	2,668	1,016
<b>Net decrease in cash and cash equivalents</b>		<b>(5,488)</b>	(9,462)	(3,008)
Cash and cash equivalents at beginning of the period		28,965	31,906	31,906
Effect of foreign exchange rate changes		(579)	(89)	67
<b>Cash and cash equivalents at end of the period</b>		<b>22,898</b>	22,355	28,965



## CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Share capital £'000	Share premium £'000	Other reserves £'000	Own shares held £'000	Treasury shares held £'000	Foreign exchange reserves £'000	Retained earnings £'000	Total £'000	Non-controlling interest £'000	Total equity £'000
Balance at 1 January 2011	<b>17,092</b>	<b>21,040</b>	<b>(73,410)</b>	<b>(14,115)</b>	<b>(19,860)</b>	<b>11,249</b>	<b>120,017</b>	<b>62,013</b>	<b>198</b>	<b>62,211</b>
Profit for the period	–	–	–	–	–	–	4,543	4,543	241	4,784
Foreign currency translation differences	–	–	–	–	–	452	–	452	–	452
Total comprehensive income and expense for the period	–	–	–	–	–	452	4,543	4,995	241	5,236
Dividends paid	–	–	–	–	–	–	(2,457)	(2,457)	–	(2,457)
Own shares purchased	–	–	–	(211)	–	–	–	(211)	–	(211)
Adjustment in respect of share schemes	–	–	–	344	–	–	(1,383)	(1,039)	–	(1,039)
New shares issued	21	207	–	–	–	–	–	228	–	228
Unaudited balance at 30 June 2011	<b>17,113</b>	<b>21,247</b>	<b>(73,410)</b>	<b>(13,982)</b>	<b>(19,860)</b>	<b>11,701</b>	<b>120,720</b>	<b>63,529</b>	<b>439</b>	<b>63,968</b>
Profit for the period	–	–	–	–	–	–	5,323	5,323	66	5,389
Foreign currency translation differences	–	–	–	–	–	(55)	–	(55)	–	(55)
Total comprehensive income and expense for the period	–	–	–	–	–	(55)	5,323	5,268	66	5,334
Dividends paid	–	–	–	–	–	–	(1,027)	(1,027)	–	(1,027)
Own shares purchased	–	–	–	(749)	–	–	–	(749)	–	(749)
Adjustment in respect of share schemes	–	–	–	2,703	–	–	518	3,221	–	3,221
Balance at 31 December 2011	<b>17,113</b>	<b>21,247</b>	<b>(73,410)</b>	<b>(12,028)</b>	<b>(19,860)</b>	<b>11,646</b>	<b>125,534</b>	<b>70,242</b>	<b>505</b>	<b>70,747</b>
Profit for the period	–	–	–	–	–	–	2,042	2,042	(3)	2,039
Foreign currency translation differences	–	–	–	–	–	(1,187)	–	(1,187)	–	(1,187)
Total comprehensive income and expense for the period	–	–	–	–	–	(1,187)	2,042	855	(3)	852
Dividends paid	–	–	–	–	–	–	(2,631)	(2,631)	–	(2,631)
Adjustment in respect of share schemes	–	–	–	2,907	–	–	(890)	2,017	–	2,017
Unaudited balance at 30 June 2012	<b>17,113</b>	<b>21,247</b>	<b>(73,410)</b>	<b>(9,121)</b>	<b>(19,860)</b>	<b>10,459</b>	<b>124,055</b>	<b>70,483</b>	<b>502</b>	<b>70,985</b>

# NOTES TO THE CONDENSED SET OF FINANCIAL STATEMENTS

## 1 Statement of accounting policies

### Basis of preparation

The annual financial statements of the Group are prepared in accordance with International Financial Reporting Standards ('IFRSs') as adopted by the European Union. The condensed set of financial statements has been prepared in accordance with the International Accounting Standard 34 'Interim Financial Reporting', as adopted by the European Union.

The accounting policies applied by the Group are as set out in detail in the Annual Report for the year ended 31 December 2011.

The Group was profitable for the period and has considerable financial resources including £4.6m of net cash at 30 June 2012 together with a diverse range of clients and suppliers across different geographic locations and sectors. As a consequence, the Directors believe that the Group is well placed to manage its business risks successfully.

After making enquiries, the Directors have formed a judgement, at the time of approving the half-yearly financial results, that there is a reasonable expectation that the Group has adequate resources to continue in operational existence for the foreseeable future, a period of not less than 12 months. For this reason the Directors continue to adopt the going concern basis in preparing the condensed set of financial statements.

## 2 Financial information

The financial information on pages 4 to 11 was formally approved by the Board of Directors on 1 August 2012. The financial information set out in this document does not constitute statutory accounts within the meaning of Section 434 of the Companies Act 2006. Statutory

## 4 Segmental information

	2012 6 mths to 30 June Unaudited £'000	2011 6 mths to 30 June Unaudited £'000	2011 12 mths to 31 December Audited £'000
i) Revenue:			
Asia Pacific	134,695	109,926	246,613
UK	93,438	86,241	188,958
Europe	43,982	42,912	87,449
The Americas and South Africa	2,891	2,539	5,094
	<b>275,006</b>	<b>241,618</b>	<b>528,114</b>

accounts prepared under IFRS for the year ended 31 December 2011 for Robert Walters plc have been delivered to the Registrar of Companies. The auditor's report on these accounts was not qualified, did not draw attention to any matters by way of emphasis and did not contain statements under Section 498(2) or (3) of the Companies Act 2006.

The financial information in respect of the period ended 30 June 2012 is unaudited but has been reviewed by the Company's auditor. Their report is attached on page 12. The financial information in respect of the period ended 30 June 2011 is also unaudited.

## 3 Currency conversion

The reporting currency of the Group is pounds sterling and the condensed set of financial statements has been prepared on this basis.

The condensed consolidated income statement for the period 30 June 2012 has been prepared using, among other currencies, average exchange rates of €1.2157 to the pound (period ended 30 June 2011: €1.1492; year ended 31 December 2011: €1.1512); ¥125.750 to the pound (period ended 30 June 2011: ¥132.460; year ended 31 December 2011: ¥127.990) and AUD\$1.5285 to the pound (period ended 30 June 2011: AUD\$1.5648; year ended 31 December 2011: AUD\$1.5544).

The condensed consolidated balance sheet as at 30 June 2012 has been prepared using the exchange rates on that day of €1.2418 to the pound (30 June 2011: €1.1133; 31 December 2011: €1.1936); ¥124.219 to the pound (30 June 2011: ¥129.748; 31 December 2011: ¥119.645) and AUD\$1.5373 to the pound (30 June 2011: AUD\$1.5121; 31 December 2011: AUD\$1.5191).

#### 4 Segmental information continued

	2012 6 mths to 30 June Unaudited £'000	2011 6 mths to 30 June Unaudited £'000	2011 12 mths to 31 December Audited £'000
<b>ii) Gross profit:</b>			
Asia Pacific	45,930	44,505	92,721
UK	23,883	22,851	46,952
Europe	19,911	19,380	39,130
The Americas and South Africa	2,654	2,393	4,640
	<b>92,378</b>	<b>89,129</b>	<b>183,443</b>
<b>iii) Profit before taxation:</b>			
Asia Pacific	3,266	5,819	12,327
UK	29	306	488
Europe	309	1,032	2,786
The Americas and South Africa	(166)	62	32
<b>Operating profit</b>	<b>3,438</b>	<b>7,219</b>	<b>15,633</b>
Net finance costs	(371)	(131)	(551)
<b>Profit before taxation</b>	<b>3,067</b>	<b>7,088</b>	<b>15,082</b>
<b>iv) Total assets:</b>			
Asia Pacific	54,894	47,475	51,966
UK	64,398	55,962	59,905
Europe	21,543	23,185	22,556
The Americas and South Africa	2,635	2,222	2,109
Unallocated corporate assets*	31,422	30,300	36,234
	<b>174,892</b>	<b>159,144</b>	<b>172,770</b>
<b>v) Total liabilities:</b>			
Asia Pacific	(20,464)	(16,709)	(24,387)
UK	(47,998)	(48,754)	(48,119)
Europe	(13,775)	(14,122)	(14,381)
The Americas and South Africa	(2,480)	(1,425)	(1,872)
Unallocated corporate liabilities*	(19,190)	(14,166)	(13,264)
	<b>(103,907)</b>	<b>(95,176)</b>	<b>(102,023)</b>
<b>vi) Revenue by business grouping:</b>			
Robert Walters	229,046	206,126	446,169
Resource Solutions	45,960	35,492	81,945
	<b>275,006</b>	<b>241,618</b>	<b>528,114</b>

\* For the purposes of segmental information, unallocated corporate assets and liabilities include cash, bank loans and corporate and deferred tax balances.

# NOTES TO THE CONDENSED SET OF FINANCIAL STATEMENTS

Continued

## 5 Taxation

	2012 6 mths to 30 June Unaudited £'000	2011 6 mths to 30 June Unaudited £'000	2011 12 mths to 31 December Audited £'000
Current tax	1,016	2,059	5,603
Deferred tax	12	245	(694)
<b>Total tax charge for the period</b>	<b>1,028</b>	<b>2,304</b>	<b>4,909</b>

The tax charge is based on the expected annual tax rate of 33.5% (2011: 32.5%) on profit before taxation.

## 6 Dividends

	2012 6 mths to 30 June Unaudited £'000	2011 6 mths to 30 June Unaudited £'000	2011 12 mths to 31 December Audited £'000
Amounts recognised as distributions to equity holders in the period:			
Final dividend for 2011 of 3.68p (2010: 3.5p)	2,632	2,457	2,457
Interim dividend for 2011 of 1.47p (2010: 1.47p)	–	–	1,027
	<b>2,632</b>	<b>2,457</b>	<b>3,484</b>
Proposed interim dividend for 2012 of 1.47p (2011: 1.47p)	1,039	1,031	n/a

The proposed interim dividend was approved by the Board on 1 August 2012 and has not been included as a liability at 30 June 2012.

## 7 Earnings per share

The calculation of earnings per ordinary share is based on the profit for the period attributable to owners of the Company and the weighted average number of shares of the Company.

	2012 6 mths to 30 June Unaudited £'000	2011 6 mths to 30 June Unaudited £'000	2011 12 mths to 31 December Audited £'000
Profit for the period attributable to owners of the Company	<b>2,042</b>	4,543	9,866
	Number of shares	Number of shares	Number of shares
Weighted average number of shares:			
Shares in issue throughout the period	85,568,121	85,463,121	85,463,121
Shares issued in the period	–	52,680	79,054
Treasury and own shares held	(14,915,606)	(16,107,233)	(15,810,840)
<b>For basic earnings per share</b>	<b>70,652,515</b>	69,408,568	69,731,335
Outstanding share options	7,630,651	7,835,802	7,841,200
<b>For diluted earnings per share</b>	<b>78,283,166</b>	77,244,370	77,572,535

## 8 Notes to the cash flow statement

	2012 6 mths to 30 June Unaudited £'000	2011 6 mths to 30 June Unaudited £'000	2011 12 mths to 31 December Audited £'000
Operating profit for the period	<b>3,438</b>	7,219	15,633
Adjustments for:			
Depreciation and amortisation charges	1,870	1,323	3,216
Loss on disposal of property, plant and equipment and computer software	21	83	173
Movement in share scheme balance	2,062	1,541	3,377
Operating cash flows before movements in working capital	<b>7,391</b>	10,166	22,399
Increase in receivables	(7,553)	(11,359)	(15,202)
(Decrease) increase in payables	(3,180)	(1,021)	9,786
Cash (used) generated by operating activities	<b>(3,342)</b>	(2,214)	16,983

## 9 Bank loans

In June 2010 the Group entered into a committed, three-year, £20.0m receivables financing agreement. In February 2012 this facility was increased to a committed £25.0m receivables financing agreement and the term extended until February 2014. At 30 June 2012, £17.3m was drawn down under this facility.

## 10 Related party transactions

There have been no related party transactions or changes in the related party transactions described in the latest Annual Report that have had a material effect on the financial position or performance of the Group in the first six months of the financial year.

## 11 Registered office

The Company's registered office is located at 11 Slingsby Place, St Martin's Courtyard, London, WC2E 9AB.

# RESPONSIBILITY STATEMENT

We confirm to the best of our knowledge:

- the condensed set of financial statements has been prepared in accordance with IAS 34 'Interim Financial Reporting';
- the interim management report includes a fair review of the information required by DTR 4.2.7R (indication of important events during the first six months and description of principal risks and uncertainties for the remaining six months of the year); and
- the interim management report and note 10 includes a fair review of the information required by DTR 4.2.8R (disclosure of related parties' transactions and changes therein).

By order of the Board,



**Alan Bannatyne**  
**Chief Financial Officer**  
1 August 2012

# INDEPENDENT REVIEW REPORT TO ROBERT WALTERS PLC

We have been engaged by the Company to review the condensed set of financial statements in the half-yearly financial report for the six months ended 30 June 2012 which comprises the Condensed Consolidated Income Statement, the Condensed Consolidated Statement of Comprehensive Income and Expense, the Condensed Consolidated Balance Sheet, the Condensed Consolidated Cash Flow Statement, the Condensed Consolidated Statement of Changes in Equity, and related notes 1 to 11. We have read the other information contained in the half-yearly financial report and considered whether it contains any apparent misstatements or material inconsistencies with the information in the condensed set of financial statements.

This report is made solely to the Company in accordance with International Standard on Review Engagements (UK and Ireland) 2410, 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity' issued by the Auditing Practices Board. Our work has been undertaken so that we might state to the Company those matters we are required to state to them in an independent review 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, for our review work, for this report, or for the conclusions we have formed.

## Directors' responsibilities

The half-yearly financial report is the responsibility of, and has been approved by, the Directors. The Directors are responsible for preparing the half-yearly financial report in accordance with the Disclosure and Transparency Rules of the United Kingdom's Financial Services Authority.

As disclosed in note 1, the annual financial statements of the Group are prepared in accordance with IFRSs as adopted by the European Union. The condensed set of financial statements included in the half-yearly financial report has been prepared in accordance with International Accounting Standard 34, 'Interim Financial Reporting,' as adopted by the European Union.

## Our responsibility

Our responsibility is to express to the Company a conclusion on the condensed set of financial statements in the half-yearly financial report based on our review.

## Scope of review

We conducted our review in accordance with International Standard on Review Engagements (UK and Ireland) 2410, 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity' issued by the Auditing Practices Board for use in the United Kingdom. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing (UK and Ireland) and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

## Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the condensed set of financial statements in the half-yearly financial report for the six months ended 30 June 2012 is not prepared, in all material respects, in accordance with International Accounting Standard 34 as adopted by the European Union and the Disclosure and Transparency Rules of the United Kingdom's Financial Services Authority.



**Deloitte LLP**  
**Chartered Accountants and Statutory Auditor**  
London, United Kingdom  
1 August 2012

# OUR OFFICES

## Australia

**Adelaide**  
Level 20  
25 Grenfell Street  
Adelaide SA 5000  
T +61 (0) 8 8216 3500

## Brisbane

Level 27  
Waterfront Place  
1 Eagle Street  
Brisbane QLD 4000  
T +61 (0) 7 3032 2222

## Chatswood

Level 15  
67 Albert Avenue  
Chatswood NSW 2067  
T +61 (0) 2 8423 1000

## Melbourne

Level 41  
385 Bourke Street  
Melbourne VIC 3000  
T +61 (0) 3 8628 2100

## Parramatta

Level 6  
10 Smith Street  
Parramatta  
NSW 2150  
T +61 (0) 2 8836 3600

## Perth

Level 10  
109 St Georges Terrace  
Perth WA 6001  
T +61 (0) 8 9266 0900

## Sydney

Level 53  
Governor Phillip Tower  
1 Farrer Place  
Sydney NSW 2000  
T +61 (0) 2 8289 3100

## Belgium

**Brussels**  
Avenue Louise 149/Box 33  
B-1050 Brussels  
T +32 (0) 2 511 66 88

## Brussels (Walters People)

Avenue Louise 149/Box 32  
1050 Brussels  
T +32 (0) 2 542 40 40

## Groot-Bijgaarden

(Walters People)  
54 Gossetlaan  
1702 Groot-Bijgaarden  
T +32 (0) 2 609 79 00

## Zaventem (Walters People)

Leuvensesteenweg 555  
Entrance 3  
1930 Zaventem  
T +32 (0) 2 613 08 00

## Brazil

**Rio de Janeiro**  
Praia de Botafogo  
501 - Bloco 1 - 1º andar  
Torre Pão de Açúcar  
Rio de Janeiro, RJ 22250-040  
T +55 (21) 2586 6165

## São Paulo

Rua do Rócio  
350, 4º andar – Vila Olímpia  
São Paulo  
SP 04552-000  
T +55 (11) 2655 0888

## China

**Beijing**  
Unit 1001, North Tower  
Kerry Centre  
No 1, Guang Hua Road  
Chaoyang District  
Beijing  
China 100020  
T +86 10 5282 1888

## Nanjing

36th Floor, Suite D/E  
1 Hanzhong Road  
Baixia District  
Nanjing  
China 210029  
T +86 25 8801 5888

## Shanghai

Suite 12B  
Crystal Century Plaza  
567 Wei Hai Road  
Shanghai  
China 200041  
T +86 21 5153 5888

## Suzhou

Suite 2106  
Zhongyin Huilong Building  
No. 8 Suhua Road  
Suzhou Industrial Park  
Jiangsu  
China 215021  
T +86 512 6873 5888

## France

**Lyon**  
94 Quai Charles de Gaulle  
69006 Lyon  
T +33 (0) 4 72 44 04 18

## Paris

25 rue Balzac  
75008 Paris  
T +33 (0) 1 40 67 88 00

## Paris (Walters People)

16 rue Washington  
75008 Paris  
T +33 (0) 1 40 76 05 05

## Strasbourg

3rd Floor  
Centre d'Affaire Delta Bleu  
5 Place du Corbeau  
67000 Strasbourg  
T +33 (0) 3 88 65 58 25

## St Quentin (Walters People)

43 avenue du centre  
78180 Montigny-le-  
Bretonneux  
T +33 (0) 1 30 48 21 80

## Germany

**Düsseldorf**  
Benrather Straße 12  
40213 Düsseldorf  
T +49 (0) 211 30 180 000

## Frankfurt

Taunusanlage 1  
60329 Frankfurt am Main  
T +49 (0) 69 95798 985

## Hong Kong

**Hong Kong**  
20/F Nexxus Building  
41 Connaught Road Central  
Central  
Hong Kong  
T +852 2103 5300

## Indonesia

**Jakarta**  
50th Floor  
Menara BCA Grand  
Indonesia  
Jl. MH. Thamrin No. 1  
Jakarta  
10310  
T +62 (21) 2358 4489

## Ireland

**Dublin**  
2nd Floor  
Riverview House  
21-23 City Quay  
Dublin 2  
T +353 (0) 1 633 4111

## Japan

**Osaka**  
Pias Tower 15th Floor  
3-19-3 Toyosaki  
Kita-ku, Osaka-shi  
Osaka  
531-0072  
T +81 (0) 6 4560 3100

## Tokyo

Shibuya Minami  
Tokyu Building  
14th Floor  
3-12-18 Shibuya  
Shibuya-ku  
Tokyo  
150-0002  
T +81 (0) 3 4570 1500

## Luxembourg

**Luxembourg**  
20 rue Eugène Ruppert  
L-2453 Luxembourg  
T +352 2647 8585

## Malaysia

**Kuala Lumpur**  
Level 24, Menara 3  
Petronas  
Persiaran KLCC  
50088  
T +603 2380 8700

## Netherlands

**Amsterdam**  
WTC, Toren H  
Zuidplein 28  
1077 XV Amsterdam  
T +31 (0) 20 644 4655

## Eindhoven

Begijnenhof 4-6  
5611 EL Eindhoven  
T +31 (0) 40 7999 910

## Rotterdam

Groothandelsgebouw  
Entrance A, 3rd Floor  
Stationsplein 45  
P.O. Box 746  
3000 AS Rotterdam  
T +31 (0) 10 7998 090

## New Zealand

**Auckland**  
Level 9  
22 Fanshawe Street  
Auckland  
T +64 (0) 9 302 2280

## Wellington

Level 8  
Featherston House  
119-123 Featherston Street  
Wellington  
T +64 (0) 4 499 7711

## Singapore

**Singapore**  
6 Battery Road  
22-01  
Singapore  
049909  
T +65 6228 0200

## South Africa

**Johannesburg**  
World Trade Center  
Johannesburg  
Cnr West Road South  
and Lower Road  
Morningside, Sandton  
Johannesburg, 2196  
T +27 (0) 11 881 2400

## South Korea

**Seoul**  
27F, West Center  
Center 1 Building  
67 Suha-dong  
Jung-gu  
Seoul  
100-210  
T +82 (0) 2 6030 8811

## Spain

**Madrid**  
Plaza de la Independencia 2  
3ª planta  
28001 Madrid  
T +34 91 309 7988

## Switzerland

**Zürich**  
Brandschenkestrasse 6  
8001 Zürich  
T +41 (0) 44 809 35 00

## Taiwan

**Taipei**  
16F, Far Eastern Plaza  
No 207  
Sec 2 Dunhua South Road  
Da'an Dist. Taipei  
T +886 2 8722 0080

## Thailand

**Bangkok**  
1 Zuellig House  
3rd Floor Unit 302  
Silom Road  
Bangrak  
Bangkok 10500  
T +66 (0) 2 344 4800

## United Kingdom

**Birmingham**  
9th Floor  
11 Brindley Place  
Birmingham  
B1 2LP  
T +44 (0) 121 281 5000

## Guildford

Bishops Wharf  
1 Walnut Tree Close  
Guildford  
GU1 4JP  
T +44 (0) 1483 510 400

## London

11 Slingsby Place  
St Martin's Courtyard  
London  
WC2E 9AB  
T +44 (0) 20 7379 3333

## Manchester

9th Floor  
3 Hardman Street  
Manchester  
M3 3HF  
T +44 (0) 161 214 7400

## Milton Keynes

Ground Floor  
Luminous House  
300 South Row  
Milton Keynes  
MK9 2FR  
T +44 (0) 1908 933 975

## United States

**New York**  
7 Times Square  
Suite 1606  
New York  
NY 10036  
T +1 212 704 9900

## San Francisco

4 Embarcadero Center  
Suite 1400  
San Francisco  
CA 94111  
T +1 415 926 7770

## Vietnam

**Ho Chi Minh City**  
Level 14  
Unit 1403  
39 Le Duan Street  
District 1  
Ho Chi Minh City  
T +84 8 3520 7900

AUSTRALIA  
BELGIUM  
BRAZIL  
CHINA  
FRANCE  
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HONG KONG  
INDONESIA  
IRELAND  
JAPAN  
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