

## Notes to the accounts

### 1 Accounting policies

Accounting policies have been consistently applied and the amendment to FRS 5 – Application Note G ‘Revenue recognition’ has been applied in respect of multiple element arrangements as set out in note 1d below. The impact of this revision has not given rise to a material adjustment to these financial statements. The transitional arrangements of FRS 17 ‘Retirement benefits’ which require additional disclosures in respect of retirement benefits have been adopted, as set out in note 10.

**a. Basis of accounting** – The accounts are prepared under the historical cost convention and in accordance with the Companies Act and applicable accounting standards. A summary of the significant accounting policies is set out below.

**b. Basis of consolidation** – The consolidated accounts include the accounts of all subsidiaries made up to 31 December. Where companies have become or ceased to be subsidiaries or associates during the year, the Group results include results for the period during which they were subsidiaries or associates.

The results of the Group includes the Group’s share of the results of joint ventures and associates, and the consolidated balance sheet includes the Group’s interest in joint ventures and associates at the book value of attributable net assets and attributable goodwill.

**c. Goodwill** – From 1 January 1998 goodwill, being either the net excess of the cost of shares in subsidiaries, joint ventures and associates over the value attributable to their net assets on acquisition or the cost of other goodwill by purchase, is capitalised and amortised through the profit and loss account on a straight-line basis over its estimated useful life not exceeding 20 years. Estimated useful life is determined after taking into account such factors as the nature and age of the business and the stability of the industry in which the acquired business operates, as well as typical life spans of the acquired products to which the goodwill attaches. Goodwill is subject to an impairment review at the end of the first full year following an acquisition, and at any other time if events or changes in circumstances indicate that the carrying value may not be recoverable. Goodwill arising on acquisitions before 1 January 1998 has been deducted from reserves and is charged or credited to the profit and loss account on disposal or closure of the business to which it relates.

**d. Sales** – Sales represent the amount of goods and services, net of value added tax and other sales taxes, and excluding trade discounts and anticipated returns, provided to external customers and associates.

Revenue from the sale of books is recognised when the goods are shipped. Anticipated returns are based primarily on historical return rates.

Circulation and advertising revenue is recognised when the newspaper or other publication is published.

Subscription revenue is recognised on a straight-line basis over the life of the subscription.

Where a contractual arrangement consists of two or more separate elements that can be provided to customers either on a stand-alone basis or as an optional extra, such as the provision of supplementary materials with textbooks, revenue is recognised for each element as if it were an individual contractual arrangement.

Revenue from long-term contracts, such as contracts to process qualifying tests for individual professions and government departments, is recognised over the contract term based on the percentage of services provided during the period, compared to the total estimated services to be provided over the entire contract. Losses on contracts are recognised in the period in which the loss first becomes foreseeable. Contract losses are determined to be the amount by which estimated direct and indirect costs of the contract exceed the estimated total revenues that will be generated by the contract.

On certain contracts, where the Group acts as agent, only commissions and fees receivable for services rendered are recognised as revenue. Any third party costs incurred on behalf of the principal that are rechargeable under the contractual arrangement are not included in revenue.

**e. Pension costs** – The regular pension cost of the Group’s defined benefit pension schemes is charged to the profit and loss account in accordance with SSAP 24 ‘Accounting for pension costs’ in order to apportion the cost of pensions over the service lives of employees in the schemes. Variations arising from a significant reduction in the number of employees are adjusted in the profit and loss account to the extent that the year’s regular pension cost, reduced by other variations, exceeds contributions payable for that year. Other variations are apportioned over the expected service lives of current employees in the schemes. The pension cost of the Group’s defined contribution schemes is the amount of contributions payable for the year.

**f. Post-retirement benefits other than pensions** – Post-retirement benefits other than pensions are accounted for on an accruals basis to recognise the obligation over the expected service lives of the employees concerned.

**g. Tangible fixed assets** – The cost of tangible fixed assets other than freehold land is depreciated over estimated economic lives in equal annual amounts. Generally, freeholds are depreciated at 1% to 5% per annum, leaseholds at 2% per annum, or over the period of the lease if shorter, and plant and equipment at various rates between 5% and 33% per annum.

## Notes to the accounts continued

**1 Accounting policies continued**

**h. Leases** – Finance lease rentals are capitalised at the net present value of the total amount of rentals payable under the leasing agreement (excluding finance charges) and depreciated in accordance with policy g above. Finance charges are written off over the period of the lease in reducing amounts in relation to the written down carrying cost. Operating lease rentals are expensed as incurred.

**i. Fixed asset investments** – Fixed asset investments are stated at cost less provisions for diminution in value.

**j. Share schemes** – Shares held by employee share ownership trusts are shown at cost less any provision for permanent diminution in value. The costs of funding and administering the trusts are charged to the profit and loss account in the period to which they relate. The cost of shares acquired by the trusts or the fair market value of the shares at the date of the grant, less any consideration to be received from the employee, is charged to the profit and loss account over the period to which the employee's performance relates. Where awards are contingent upon future events (other than continued employment) an assessment of the likelihood of these conditions being achieved is made at the end of each reporting period and an appropriate provision made.

**k. Stocks** – Stocks and work in progress are stated at the lower of cost and net realisable value.

**l. Pre-publication costs** – Pre-publication costs represent direct costs incurred in the development of titles prior to their publication. These costs are carried forward in stock where the title to which they relate has a useful life in excess of one year. These costs are amortised upon publication of the title over estimated economic lives of five years or less, being an estimate of the expected life cycle of the title, with a higher proportion of the amortisation taken in the earlier years.

**m. Royalty advances** – Advances of royalties to authors are included within debtors when the advance is paid less any provision required to bring the amount down to its net realisable value. The royalty advance is expensed at the contracted royalty rate as the related revenues are earned.

**n. Newspaper development costs** – Revenue investment in the development of newspaper titles consists of measures to increase the volume and geographical spread of circulation. These measures include additional and enhanced editorial content, extended distribution and remote printing. These extra costs arising are expensed as incurred.

**o. Deferred taxation** – Provision is made in full for deferred tax that arises from timing differences that have originated but not reversed by the balance sheet date on transactions or events that result in an obligation to pay more tax in the future. Deferred tax assets are recognised to the extent that it is regarded as more likely than not that there will be taxable profits from which the underlying timing differences can be deducted. Deferred tax is measured at the average 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 assets and liabilities are not discounted. No deferred tax is provided in respect of any future remittance of earnings of foreign subsidiaries or associates where no commitment has been made to remit such earnings.

**p. Financial instruments** – Interest and the premium or discount on the issue of financial instruments is taken to the profit and loss account so as to produce a constant rate of return over the period to the date of expected redemption.

The Group uses derivative financial instruments to manage its exposure to interest rate and foreign exchange risks. These include interest rate swaps, currency swaps and forward currency contracts. Amounts payable or receivable in respect of interest rate derivatives are accrued with net interest payable over the period of the contract. Where the derivative instrument is terminated early, the gain or loss is spread over the remaining maturity of the original instrument. Where the underlying exposure ceases to exist, any termination gain or loss is taken to the profit and loss account. Foreign currency borrowings and their related derivatives are carried in the balance sheet at the relevant exchange rates at the balance sheet date. Gains or losses in respect of the hedging of overseas subsidiaries are taken to reserves. Gains or losses arising from foreign exchange contracts are taken to the profit and loss account in line with the transactions which they are hedging. Premiums paid on contracts designed to manage currency exposure on specific acquisitions or disposals are charged to the profit and loss account.

The company participates in offset arrangements with certain banks whereby cash and overdraft amounts are offset against each other.

**q. Foreign currencies** – Profit and loss accounts in overseas currencies are translated into sterling at average rates. Balance sheets are translated into sterling at the rates ruling at 31 December. Exchange differences arising on consolidation are taken directly to reserves. Other exchange differences are taken to the profit and loss account where they relate to trading transactions and directly to reserves where they relate to investments.

The principal overseas currency for the Group is the US dollar. The average rate for the year against sterling was \$1.63 (2002: \$ 1.51) and the year end rate was \$1.79 (2002: \$1.61).

**r. Liquid resources** – Liquid resources comprise short-term deposits of less than one year and investments which are readily realisable and held on a short-term basis.

**s. Retained profits of overseas subsidiaries and associates** – No provision is made for any additional taxation, less double taxation relief, which would arise on the remittance of profits retained where there is no intention to remit such profits.

**2a Analysis of sales**

All figures in £ millions	2003	2002
<b>Business sectors</b>		
Pearson Education	2,451	2,756
FT Group	757	726
The Penguin Group	840	838
Continuing operations	4,048	4,320
<b>Geographical markets supplied</b>		
United Kingdom	474	411
Continental Europe	463	419
North America	2,742	3,139
Asia Pacific	255	249
Rest of world	114	102
Continuing operations	4,048	4,320

All figures in £ millions	2003			2002		
	Total by source	Inter-regional	Total sales	Total by source	Inter-regional	Total sales
<b>Geographical source of sales</b>						
United Kingdom	720	(29)	691	644	(25)	619
Continental Europe	339	(4)	335	304	(4)	300
North America	2,758	(39)	2,719	3,144	(36)	3,108
Asia Pacific	230	(1)	229	226	(2)	224
Rest of world	77	(3)	74	69	–	69
Continuing operations	4,124	(76)	4,048	4,387	(67)	4,320

**Note** The table above analyses sales by the geographical region from which the products and services originate. Inter-regional sales are those made between Group companies in different regions.

Included within sales for 2003 is an amount of £127m attributable to acquisitions made during the year.

## Notes to the accounts continued

**2b Analysis of total operating profit**

All figures in £ millions	2003				
	Results from operations	Integration costs	Goodwill amortisation	Goodwill impairment	Operating profit
<b>Business sectors</b>					
Pearson Education	313	–	(207)	–	106
FT Group	86	–	(36)	–	50
The Penguin Group	91	–	(21)	–	70
Continuing operations	490	–	(264)	–	226
<b>Geographical markets supplied</b>					
United Kingdom	(46)	–	(31)	–	(77)
Continental Europe	29	–	(10)	–	19
North America	466	–	(218)	–	248
Asia Pacific	33	–	(5)	–	28
Rest of world	8	–	–	–	8
Continuing operations	490	–	(264)	–	226
					2002
All figures in £ millions	Results from operations	Integration costs	Goodwill amortisation	Goodwill impairment	Operating profit
<b>Business sectors</b>					
Pearson Education	326	(7)	(244)	–	75
FT Group	80	–	(65)	(10)	5
The Penguin Group	87	(3)	(18)	–	66
Continuing operations	493	(10)	(327)	(10)	146
Discontinued operations	–	–	(3)	–	(3)
	493	(10)	(330)	(10)	143
<b>Geographical markets supplied</b>					
United Kingdom	(72)	(5)	(25)	–	(102)
Continental Europe	40	–	(8)	–	32
North America	495	(5)	(288)	–	202
Asia Pacific	31	–	(6)	–	25
Rest of world	(1)	–	–	(10)	(11)
Continuing operations	493	(10)	(327)	(10)	146
Discontinued operations	–	–	(3)	–	(3)
	493	(10)	(330)	(10)	143

**Note** Integration costs in 2002 include amounts in respect of the Dorling Kindersley and NCS acquisitions. Integration costs, goodwill amortisation and goodwill impairment are included as 'other items' in the profit and loss account. Discontinued operations related to the withdrawal of the Group from the television business.

Included within operating profit for 2003 is an amount of £12m attributable to acquisitions made during the year.

**2c Share of operating loss of joint ventures**

All figures in £ millions	2003				
	Results from operations	Integration costs	Goodwill amortisation	Goodwill impairment	Operating loss
<b>Business sectors</b>					
Pearson Education	–	–	–	–	–
FT Group	(11)	–	–	–	(11)
The Penguin Group	1	–	–	–	1
Continuing operations	(10)	–	–	–	(10)

  

All figures in £ millions	2002				
	Results from operations	Integration costs	Goodwill amortisation	Goodwill impairment	Operating loss
<b>Business sectors</b>					
Pearson Education	(1)	–	–	–	(1)
FT Group	(13)	–	–	–	(13)
The Penguin Group	1	–	–	–	1
Continuing operations	(13)	–	–	–	(13)

**2d Share of operating profit/(loss) of associates**

All figures in £ millions	2003				
	Results from operations	Integration costs	Goodwill amortisation	Goodwill impairment	Operating profit
<b>Business sectors</b>					
Pearson Education	1	–	–	–	1
FT Group	16	–	(7)	–	9
The Penguin Group	–	–	–	–	–
Continuing operations	17	–	(7)	–	10

  

All figures in £ millions	2002				
	Results from operations	Integration costs	Goodwill amortisation	Goodwill impairment	Operating loss
<b>Business sectors</b>					
Pearson Education	3	–	(1)	–	2
FT Group	7	–	(44)	–	(37)
The Penguin Group	–	–	–	–	–
Continuing operations	10	–	(45)	–	(35)
Discontinued operations	–	–	(3)	–	(3)
	10	–	(48)	–	(38)

## Notes to the accounts continued

**2e Analysis of capital employed**

All figures in £ millions	Note	2003	2002
<b>Business sectors</b>			
Pearson Education		3,487	3,914
FT Group		432	410
The Penguin Group		596	605
Continuing operations		4,515	4,929
<b>Geographical location</b>			
United Kingdom		464	557
Continental Europe		219	258
North America		3,691	3,971
Asia Pacific		120	125
Rest of world		21	18
Continuing operations		4,515	4,929
<b>Reconciliation of capital employed to net assets</b>			
Capital employed		4,515	4,929
Add: deferred taxation	21	145	174
Less: provisions for liabilities and charges	22	(152)	(165)
Less: net debt excluding finance leases	27	(1,361)	(1,408)
Net assets		3,147	3,530

**3 Analysis of consolidated profit and loss account**

All figures in £ millions	2003	2002
Cost of sales	(1,910)	(2,064)
Gross profit	2,138	2,256
Distribution costs	(239)	(233)
Administration and other expenses	(1,724)	(1,888)
Other operating income (see below)	51	59
<b>Net operating expenses</b>	<b>(1,912)</b>	<b>(2,062)</b>
Analysed as		
Net operating expenses – before other items	(1,655)	(1,760)
Net operating expenses – other items		
– Integration costs	–	(10)
– Goodwill amortisation	(257)	(282)
– Goodwill impairment	–	(10)
<b>Net operating expenses</b>	<b>(1,912)</b>	<b>(2,062)</b>

Note Other items are all included in administration and other expenses.

All figures in £ millions	2003	2002
<b>Other operating income</b>		
Income from other investments		
Unlisted	4	2
Other operating income (mainly royalties, rights and commission income)	47	57
	51	59
<b>Profit/(loss) before taxation is stated after charging</b>		
Amortisation of pre-publication costs	158	170
Depreciation	111	122
Operating lease rentals		
– Plant and machinery	14	11
– Properties	113	101
– Other	9	13
Auditors' remuneration		
Statutory audit and audit-related regulatory reporting services	3	3
Non-audit services	2	3
<b>Non-audit services were as follows</b>		
Tax compliance services	1	2
Tax advisory services	1	1

Note Included in statutory audit fees are amounts relating to the parent company of £20,000 (2002: £20,000). Audit-related regulatory reporting fees are £200,000 (2002: £200,000). Non-audit fees in the UK in 2003 are £341,000 (2002: £231,000) and are in respect of tax advisory and tax compliance services. The remainder of the non-audit fees relate to overseas subsidiaries.

## Notes to the accounts continued

**4a Loss on sale of fixed assets and investments**

All figures in £ millions	2003	2002
Net loss on sale of property	(1)	(3)
Net loss on sale of investments	(1)	(10)
Continuing operations	(2)	(13)
Taxation	–	6

**4b Profit/(loss) on sale of subsidiaries and associates**

All figures in £ millions	2003	2002
Profit on sale of Unidesa	12	–
Loss on sale of Forum	(1)	(40)
Loss on sale of PH Direct	–	(8)
Net (loss)/profit on sale of other subsidiaries and associates	(3)	3
Continuing operations	8	(45)
Profit on sale of the RTL Group – discontinued operations	–	18
	8	(27)
Taxation	(3)	(6)

**4c Profit on sale of a subsidiary by an associate**

All figures in £ millions	2003	2002
Profit on sale of Journal of Commerce by the Economist – continuing operations	–	3

**5 Net finance costs**

All figures in £ millions	Note	2003			2002		
		Results from operations	Other items	Total	Results from operations	Other items	Total
Net interest payable							
– Group	6	(81)	–	(81)	(94)	–	(94)
– Associates		1	–	1	–	–	–
Early repayment of debt and termination of swap contracts		–	–	–	–	(37)	(37)
<b>Total net finance costs</b>		<b>(80)</b>	<b>–</b>	<b>(80)</b>	<b>(94)</b>	<b>(37)</b>	<b>(131)</b>

**6 Net interest payable – Group**

All figures in £ millions	2003	2002
Interest payable and similar charges		
Bank loans, overdrafts and commercial paper		
On borrowing repayable wholly within five years not by instalments	(60)	(54)
On borrowing repayable wholly or partly after five years	(31)	(51)
Other borrowings		
On borrowing repayable wholly within five years not by instalments	(2)	–
	(93)	(105)
Interest receivable and similar income		
On deposits and liquid funds	12	11
Net interest payable	(81)	(94)

**7 Taxation**

All figures in £ millions	2003	2002
Analysis of (charge)/benefit in the year		
Current taxation		
UK corporation tax for the year	(9)	11
Adjustments in respect of prior years	10	58
	1	69
Overseas tax for the year	(59)	(63)
Adjustments in respect of prior years	3	–
Associates	(5)	(4)
	(60)	2
Deferred taxation		
Origination and reversal of timing differences		
UK	(4)	(11)
Overseas	(54)	(56)
Adjustments in respect of prior years	43	1
	(15)	(66)
Taxation	(75)	(64)

Note Included in the adjustment in respect of prior years in 2003 is a tax benefit of £44m (2002: £45m) relating to a prior year acquisition of a subsidiary and the disposal of a subsidiary and a fixed asset investment.

The current tax charge for the year is different from the standard rate of corporation tax in the UK (30%). The differences are explained below:

All figures in £ millions	2003	2002
Profit/(loss) before tax	152	(25)
Expected (charge)/benefit at UK corporation tax rate of 30% (2002: 30%)	(46)	8
Effect of overseas tax rates	8	11
Effect of tax losses	(5)	(7)
Timing differences	64	55
Non-deductible goodwill amortisation	(90)	(111)
US state taxes	(4)	(10)
Adjustments in respect of prior years and other items	13	56
Current tax (charge)/benefit for the year	(60)	2

## Notes to the accounts continued

**7 Taxation continued**

All figures in percentages	2003	2002
<b>Tax rate reconciliation</b>		
UK tax rate	30.0	30.0
Effect of overseas tax rates	1.3	2.8
Other items	(0.1)	–
<b>Tax rate reflected in adjusted earnings</b>	<b>31.2</b>	<b>32.8</b>

**Note** Both the current and the total tax charge on profit (or loss) before tax will continue to be affected by the fact that there is only very limited tax relief available on the goodwill amortisation charged in the accounts.

The current tax charge will continue to be affected by the utilisation of tax losses and by the impact of other timing differences, in both cases mainly in the United States. Following the adoption of FRS 19 these factors will have only a very limited impact on the total tax rate; as shown in note 21, the Group has recognised a total deferred tax asset of £145m at 31 December 2003 (2002: £174m).

In both 2003 and 2002 the tax charge was materially affected by adjustments in respect to prior years; it is not practicable to forecast the possible effect of such items in future years as this will depend on progress in agreeing the Group's tax returns with the tax authorities.

The total charge in future years will also be affected by any changes to corporation tax rates and/or any other relevant legislative changes in the jurisdictions in which the Group operates and by the mix of profits between the different jurisdictions.

**8 Dividends on equity shares**

	2003		2002	
	Pence per share	£m	Pence per share	£m
Interim paid	9.4	73	9.1	72
Final proposed	14.8	119	14.3	115
<b>Dividends for the year</b>	<b>24.2</b>	<b>192</b>	<b>23.4</b>	<b>187</b>

**Note** Dividends in respect of the company's shares held by employee share trusts (see note 15) have been waived.

**9 Earnings/(loss) per share**

In order to show results from operations on a comparable basis, an adjusted earnings per share is presented which excludes certain items as set out below. The company's definition of adjusted earnings per share may not be comparable to other similarly titled measures reported by other companies.

	Note	2003		2002	
		£m	Earnings/(loss) per share (p)	£m	Earnings/(loss) per share (p)
Profit/(loss) for the financial year		55	6.9	(111)	(13.9)
<b>Adjustments</b>					
– Non operating items		(6)	(0.8)	37	4.6
– Integration costs	2b	–	–	10	1.3
– Goodwill amortisation	2b	264	33.3	330	41.4
– Goodwill impairment	2b	–	–	10	1.3
– Other net finance costs	5	–	–	37	4.6
Taxation on above items		(53)	(6.6)	(67)	(8.4)
Minority interest share of above items		(6)	(0.8)	(5)	(0.6)
<b>Adjusted earnings</b>		<b>254</b>	<b>32.0</b>	<b>241</b>	<b>30.3</b>
Weighted average number of shares (millions)					
– for basic earnings and adjusted earnings		794.4		796.3	
Effect of dilutive share options		0.9		–	
Weighted average number of shares (millions)					
– for diluted earnings		795.3		796.3	

**Note** In 2002 the Group made a loss for the financial year (after taking into account goodwill amortisation). Consequently, the effect of share options was anti-dilutive and there was no difference between the loss per share and the diluted loss per share.

There is no difference between the profit for the financial year and the diluted profit for the financial year. Therefore the diluted earnings per share is 6.9p (2002: a loss of 13.9p). The weighted average number of shares in 2003 is lower than in 2002 as a result of own shares purchased to hedge share schemes.

### 10a Employee information

The details of the emoluments of the directors of Pearson plc are shown on pages 55 to 69.

All figures in £ millions	2003	2002		
<b>Staff costs</b>				
Wages and salaries	1,027			1,106
Social security costs	99			106
Post-retirement costs	62			59
	1,188			1,271
		UK	US	Other
<b>Average number employed 2003</b>				Total
Pearson Education	1,443	14,438	4,097	19,978
FT Group	1,885	1,397	2,362	5,644
The Penguin Group	1,223	2,115	980	4,318
Other	414	513	1	928
	4,965	18,463	7,440	30,868
<b>Average number employed 2002</b>				
Pearson Education	1,326	14,459	4,250	20,035
FT Group	1,914	1,140	2,169	5,223
The Penguin Group	1,305	2,167	890	4,362
Other	204	534	1	739
	4,749	18,300	7,310	30,359

### 10b Pensions

**SSAP 24 accounting** The Group operates a number of pension schemes throughout the world, the principal ones being in the UK and US. The major schemes are self-administered with the schemes' assets being held independently of the Group. Pension costs are assessed in accordance with the advice of independent qualified actuaries. The UK scheme is a hybrid scheme with both defined benefit and defined contribution sections but, predominantly, consisting of defined benefit liabilities. There are a number of defined contribution schemes, principally overseas. The cost of the schemes is as follows:

All figures in £ millions	2003	2002	
<b>UK Group scheme</b>			
Regular pension cost			
– Defined benefit sections	10		11
– Defined contribution sections	7		7
Variation cost	6		–
	23		18
<b>Other schemes</b>			
Defined benefit schemes	7		6
Defined contribution schemes	27		30
	34		36
	57		54

**Note** From 1 January 2003 the UK Group scheme only offers defined contribution benefits to new joiners. The main US defined benefit scheme was closed to the majority of active members in 2001. The changes to these schemes will give rise to a reduction in defined benefit and an increase in defined contribution costs.

## Notes to the accounts continued

**10b Pensions continued**

Included in note 22, there is a pension provision of £29m (2002: £36m) as measured in accordance with SSAP 24.

A full actuarial valuation of the UK Group scheme was performed as at 1 January 2001 using the projected unit method of valuation. This valuation has been updated to 1 January 2003 for the purposes of determining the 2003 SSAP 24 cost for the UK Group scheme. The market value of the assets of the scheme at 1 January 2003 was £976m. The major assumptions used to determine the SSAP 24 charge are as follows:

All figures in percentages	UK Group scheme
Inflation	2.5
Rate of increase in salaries	4.5
Rate of inflation-linked increase for pensions in payment and deferred pensions	2.5
Return on investments	7.0
Level of funding	96.0

The funding policy differs from the accounting policy to the extent that more conservative assumptions are used for funding purposes. Furthermore, in 2003 the Group paid an additional one-off contribution of £5m into the scheme which was designed to ensure that the scheme was fully funded. The next full triennial valuation is due to be carried out as at 1 January 2004.

The date of the most recent valuation of the US plan was 31 December 2002.

**FRS 17 disclosures** The disclosures required under the transitional arrangements of FRS 17 for the Group's defined benefit schemes and the UK Group hybrid scheme are set out below. The disclosures for the UK Group hybrid scheme are in respect of both the defined benefit and defined contribution sections.

For the purpose of these disclosures, the latest full actuarial valuations of the UK Group scheme and other schemes have been updated by independent actuaries to 31 December 2003. The assumptions used are shown below. Weighted average assumptions have been shown for the other schemes.

All figures in percentages	2003		2002		2001	
	UK Group scheme	Other schemes	UK Group scheme	Other schemes	UK Group scheme	Other schemes
Inflation	2.75	3.00	2.25	3.00	2.50	3.00
Rate of increase in salaries	4.75	4.50	4.25	4.50	4.50	4.50
Rate of inflation-linked increase for pensions in payment and deferred pensions	2.75	–	2.25	–	2.50	–
Rate used to discount scheme liabilities	5.50	6.10	5.70	6.75	6.00	7.20

**10b Pensions continued**

The assets of the UK Group scheme and the expected rate of return on these assets, and the assets of the other defined benefit schemes and the expected rate of return on these assets shown as a weighted average, are as follows:

	Long-term rate of return expected at 31 Dec 2003 %	Value at 31 Dec 2003 £m	Long-term rate of return expected at 31 Dec 2002 %	Value at 31 Dec 2002 £m	Long-term rate of return expected at 31 Dec 2001 %	Value at 31 Dec 2001 £m
<b>UK Group scheme</b>						
Equities	7.75	589	8.00	472	7.50	657
Bonds	5.00	262	4.75	284	5.30	293
Properties	6.50	107	6.50	112	6.30	102
Other	6.50	133	6.50	108	6.30	42
Total market value of assets		1,091		976		1,094
Present value of scheme liabilities		(1,316)		(1,189)		(1,167)
Deficit in the scheme		(225)		(213)		(73)
Related deferred tax asset		68		64		22
<b>Net pension liability</b>		<b>(157)</b>		<b>(149)</b>		<b>(51)</b>
<b>Other schemes</b>						
Equities	9.00	41	9.75	33	9.50	37
Bonds	6.00	25	6.00	23	6.50	24
Other	2.80	1	2.75	1	–	–
Total market value of assets		67		57		61
Present value of scheme liabilities		(104)		(96)		(95)
Deficit in the schemes		(37)		(39)		(34)
Related deferred tax asset		13		14		12
<b>Net pension liability</b>		<b>(24)</b>		<b>(25)</b>		<b>(22)</b>

**Note** The measurement of the deficit in the scheme for FRS 17 follows a different approach to SSAP 24. The FRS 17 measurement date is 31 December 2003. Although the rise in stock markets in 2003 increased the market value of the UK Group scheme assets, this is more than offset by the increase in the present value of the UK Group scheme liabilities, which is largely caused by the fall in bond yields and increase in the inflation assumption in 2003. This has resulted in an increased deficit in the UK Group scheme under FRS 17.

## Notes to the accounts continued

**10b Pensions continued**

All figures in £ millions	UK Group scheme	Defined benefit other	Total	Defined contribution	2003 Total
<b>Operating charge</b>					
Current service cost	(20)	(1)	(21)	(27)	(48)
Past service cost	–	(1)	(1)	–	(1)
<b>Total operating charge</b>	<b>(20)</b>	<b>(2)</b>	<b>(22)</b>	<b>(27)</b>	<b>(49)</b>
<b>Other finance income/(charge)</b>					
Expected return on pension scheme assets	65	5	70	–	70
Interest on pension scheme liabilities	(66)	(7)	(73)	–	(73)
<b>Net charge</b>	<b>(1)</b>	<b>(2)</b>	<b>(3)</b>	<b>–</b>	<b>(3)</b>
<b>Net profit and loss impact</b>	<b>(21)</b>	<b>(4)</b>	<b>(25)</b>	<b>(27)</b>	<b>(52)</b>
<b>Statement of total recognised gains and losses</b>					
Actual return less expected return on pension scheme assets	80	8	88		
Experience losses arising on the scheme liabilities	(1)	(8)	(9)		
Changes in assumptions underlying the present value of the scheme liabilities	(95)	(6)	(101)		
Exchange differences	–	3	3		
<b>Actuarial loss</b>	<b>(16)</b>	<b>(3)</b>	<b>(19)</b>		
<b>Movement in deficit during the year</b>					
Deficit in scheme at beginning of the year	(213)	(39)	(252)		
Current service cost	(20)	(1)	(21)		
Past service cost	–	(1)	(1)		
Contributions	25	9	34		
Other finance charge	(1)	(2)	(3)		
Actuarial loss	(16)	(3)	(19)		
<b>Deficit in scheme at end of the year</b>	<b>(225)</b>	<b>(37)</b>	<b>(262)</b>		
Related deferred tax asset	68	13	81		
<b>Net pension deficit</b>	<b>(157)</b>	<b>(24)</b>	<b>(181)</b>		

In 2003, the company contributions to the UK Group scheme were 17.1% of pensionable salaries, plus £1m in respect of the new Money Purchase section introduced with effect from 1 January 2003. In addition, a one-off contribution of £5m was paid into this scheme to improve the funding position. The 17.1% contribution rate will be reviewed following completion of the 1 January 2004 funding actuarial valuation.

**10b Pensions continued**

All figures in £ millions	UK Group scheme	Defined benefit other	Total	Defined contribution	2002 Total
<b>Operating charge</b>					
Current service cost	(19)	(3)	(22)	(30)	(52)
Past service cost	–	(1)	(1)	–	(1)
<b>Total operating charge</b>	<b>(19)</b>	<b>(4)</b>	<b>(23)</b>	<b>(30)</b>	<b>(53)</b>
<b>Other finance income/(charge)</b>					
Expected return on pension scheme assets	73	5	78	–	78
Interest on pension scheme liabilities	(68)	(6)	(74)	–	(74)
Net income/(charge)	5	(1)	4	–	4
<b>Net profit and loss impact</b>	<b>(14)</b>	<b>(5)</b>	<b>(19)</b>	<b>(30)</b>	<b>(49)</b>
<b>Statement of total recognised gains and losses</b>					
Actual return less expected return on pension scheme assets	(165)	(11)	(176)		
Experience gains and (losses) arising on the scheme liabilities	17	(1)	16		
Changes in assumptions underlying the present value of the scheme liabilities	3	(4)	(1)		
Exchange differences	–	2	2		
<b>Actuarial loss</b>	<b>(145)</b>	<b>(14)</b>	<b>(159)</b>		
<b>Movement in deficit during the year</b>					
Deficit in scheme at beginning of the year	(73)	(34)	(107)		
Current service cost	(19)	(3)	(22)		
Past service cost	–	(1)	(1)		
Contributions	19	14	33		
Other finance income/(charge)	5	(1)	4		
Actuarial loss	(145)	(14)	(159)		
<b>Deficit in scheme at end of the year</b>	<b>(213)</b>	<b>(39)</b>	<b>(252)</b>		
Related deferred tax asset	64	14	78		
<b>Net pension deficit</b>	<b>(149)</b>	<b>(25)</b>	<b>(174)</b>		

The contribution rate for 2002 for the UK Group scheme was 17.1% of pensionable salaries.

## Notes to the accounts continued

**10b Pensions continued**

The experience gains and losses of both the UK Group scheme and other schemes are shown below:

All figures in £ millions	2003	2002
<b>History of experience gains and losses</b>		
Difference between the actual and expected return on scheme assets	£88m	£(176)m
As a percentage of year end assets	8%	17%
Experience gains and (losses) on scheme liabilities	£(9)m	£16m
As a percentage of year end liabilities	1%	1%
Total amount recognised in statement of total recognised gains and losses	£(19)m	£(159)m
As a percentage of year end liabilities	1%	12%

If the above amounts had been recognised in the financial statements, the Group's net assets and profit and loss reserve at 31 December 2003 would be as follows:

All figures in £ millions	2003	2002
Net assets excluding pension liability (see note below)	3,176	3,566
FRS 17 pension liability	(181)	(174)
<b>Net assets including FRS 17 pension liability</b>	<b>2,995</b>	<b>3,392</b>
Profit and loss reserve excluding pension reserve (see note below)	311	709
FRS 17 pension reserve	(181)	(174)
<b>Profit and loss reserve including FRS 17 pension reserves</b>	<b>130</b>	<b>535</b>

Note The net assets and profit and loss reserve exclude the pension liability of £29m (2002: £36m) included within provisions (see note 22).

**10c Other post-retirement benefits**

**UITF 6 accounting** The Group provides certain healthcare and life assurance benefits principally for retired US employees and their dependents. These plans are unfunded. Retirees are eligible for participation in the plans if they meet certain age and service requirements. Plans that are available vary depending on the business division in which the retiree worked. Plan choices and retiree contributions are dependent on retirement date, business division, option chosen and length of service. The valuation and costs relating to other post-retirement benefits are assessed in accordance with the advice of independent qualified actuaries. The cost of the benefits and the major assumptions used, based on a measurement date of 31 December 2002, are as follows:

All figures in £ millions	2003	2002
Other post-retirement benefits	5	5

**All figures in percentages**

Inflation		3.0
Initial rate of increase in healthcare rates		12.0
Ultimate rate of increase in healthcare rates (2007)		5.0
Rate used to discount scheme liabilities		6.8

Included in note 22, there is a post-retirement medical benefits provision of £51m (2002: £56m). In accordance with UITF 6, the cost of post-retirement benefits, and related provisions, are based on the equivalent US GAAP standard, FAS 106.

**FRS 17 disclosures** The disclosures required under the transitional arrangements of FRS 17 are set out below. For the purpose of these disclosures the valuation of the schemes has been updated to 31 December 2003 using the assumptions listed below.

All figures in percentages	2003	2002	2001
Inflation	3.00	3.00	3.00
Initial rate of increase in healthcare rates	12.00	12.00	10.00
Ultimate rate of increase in healthcare rates (2008; 2007; 2007)	5.00	5.00	5.00
Rate used to discount scheme liabilities	6.10	6.75	7.20

**10c Other post-retirement benefits continued**

The value of the unfunded liability is as follows:

All figures in £ millions	2003	2002	2001
Present value of unfunded liabilities	(61)	(63)	(63)
Related deferred tax asset	21	22	22
Net post-retirement healthcare liability	(40)	(41)	(41)
<b>Operating charge</b>			
Current service cost	(1)	(1)	
Past service cost	–	–	
Total operating charge	(1)	(1)	
<b>Other finance charge</b>			
Interest on pension scheme liabilities	(4)	(4)	
Net charge	(4)	(4)	
Net profit and loss impact	(5)	(5)	
<b>Statement of total recognised gains and losses</b>			
Experience gains arising on the scheme liabilities	3	3	
Changes in assumptions underlying the present value of the scheme liabilities	(6)	(7)	
Exchange differences	6	5	
Actuarial gain	3	1	
<b>Movement in deficit during the year</b>			
Deficit in scheme at beginning of the year	(63)	(63)	
Current service cost	(1)	(1)	
Contributions	4	4	
Other finance charge	(4)	(4)	
Actuarial gain	3	1	
Deficit in scheme at end of the year	(61)	(63)	
Related deferred tax asset	21	22	
Net post-retirement deficit	(40)	(41)	
The experience gains and losses for the schemes are shown below:			
<b>History of experience gains and losses</b>			
Experience gains on scheme liabilities	£3m	£3m	
As a percentage of year end liabilities	5%	4%	
Total amount recognised in statement of total recognised gains and losses	£3m	£1m	
As a percentage of year end liabilities	5%	2%	

## Notes to the accounts continued

**10c Other post-retirement benefits continued**

If the above amounts had been recognised in the financial statements, the Group's net assets and profit and loss reserves at 31 December 2003 would be as follows:

All figures in £ millions	2003	2002
Net assets excluding post-retirement healthcare liability (see note below)	3,198	3,586
FRS 17 post-retirement healthcare liability	(40)	(41)
Net assets including FRS 17 post-retirement healthcare liability	3,158	3,545
Profit and loss reserve excluding post-retirement healthcare reserve (see note below)	333	729
FRS 17 post-retirement healthcare reserve	(40)	(41)
Profit and loss reserve including FRS 17 post-retirement healthcare reserve	293	688

Note The net assets and profit and loss reserve exclude the post-retirement healthcare liability of £51m (2002: £56m) included within provisions (see note 22).

**11 Intangible fixed assets**

All figures in £ millions	Goodwill
<b>Cost</b>	
At 31 December 2002	4,487
Exchange differences	(321)
Additions	157
Disposals	(99)
At 31 December 2003	4,224
<b>Amortisation</b>	
At 31 December 2002	(877)
Exchange differences	75
Provided in the year	(257)
Disposals	95
At 31 December 2003	(964)
<b>Net carrying amount</b>	
At 31 December 2002	3,610
At 31 December 2003	3,260

## 12 Tangible fixed assets

All figures in £ millions	Freehold and leasehold property	Plant and equipment	Assets in course of construction	Total
<b>Cost</b>				
At 31 December 2002	311	714	20	1,045
Exchange differences	(19)	(33)	(3)	(55)
Reclassifications	1	9	(10)	–
Owned by subsidiaries acquired	5	19	–	24
Owned by subsidiaries disposed	(2)	(6)	–	(8)
Capital expenditure	12	77	15	104
Disposals	(15)	(63)	–	(78)
<b>At 31 December 2003</b>	<b>293</b>	<b>717</b>	<b>22</b>	<b>1,032</b>
<b>Depreciation</b>				
At 31 December 2002	(96)	(446)	–	(542)
Exchange differences	10	27	–	37
Provided in the year	(16)	(95)	–	(111)
Owned by subsidiaries acquired	–	(14)	–	(14)
Owned by subsidiaries disposed	1	4	–	5
Disposals	7	54	–	61
<b>At 31 December 2003</b>	<b>(94)</b>	<b>(470)</b>	<b>–</b>	<b>(564)</b>
<b>Net book value</b>				
At 31 December 2002	215	268	20	503
<b>At 31 December 2003</b>	<b>199</b>	<b>247</b>	<b>22</b>	<b>468</b>

**Freehold and leasehold property** – Net book value includes freehold of £120m (2002: £130m) and short leases of £79m (2002: £85m).

**Capital commitments** – The Group had capital commitments for fixed assets, including finance leases, already under contract amounting to £1m at 31 December 2003 (2002: £12m).

**Other notes** – The net book value of Group tangible fixed assets includes £5m (2002: £7m) in respect of assets held under finance leases. Depreciation on these assets charged in 2003 was £2m (2002: £2m).

## 13 Joint ventures

All figures in £ millions	2003		2002	
	Valuation	Book value	Valuation	Book value
Unlisted joint ventures	6	6	7	7

**Note** The valuations of unlisted joint ventures are directors' valuations as at 31 December 2003. If realised at these values there would be an estimated liability for taxation of £nil (2002: £nil). The Group had no capital commitments to subscribe for further capital and loan stock.

All figures in £ millions	Share of equity	Reserves	Total net assets
<b>Summary of movements</b>			
At 31 December 2002	61	(54)	7
Exchange differences	7	(5)	2
Additions	7	–	7
Retained loss for the year	–	(10)	(10)
<b>At 31 December 2003</b>	<b>75</b>	<b>(69)</b>	<b>6</b>

## Notes to the accounts continued

**13 Joint ventures continued**

All figures in £ millions	2003		2002	
	Operating loss	Total net assets	Operating loss	Total net assets
<b>Business sectors</b>				
Pearson Education	–	–	(1)	–
FT Group	(11)	2	(13)	3
The Penguin Group	1	4	1	4
	(10)	6	(13)	7
<b>Geographical markets supplied and location of net assets</b>				
United Kingdom	1	4	1	4
Continental Europe	(11)	2	(13)	3
North America	–	–	(1)	–
	(10)	6	(13)	7

All figures in £ millions	2003	2002
<b>Reconciliation to retained loss</b>		
Operating loss of joint ventures	(10)	(13)
Taxation	–	–
Retained loss for the year	(10)	(13)

**14 Associates**

All figures in £ millions	2003		2002	
	Valuation	Book value	Valuation	Book value
Listed associates	27	9	17	17
Unlisted associates	192	49	214	88
Loans	–	–	1	1
	219	58	232	106

**Note** Principal associates are listed in note 34. The valuations of unlisted associates are directors' valuations as at 31 December 2003. If realised at these values there would be an estimated liability for taxation of £nil (2002: £nil). The Group had no capital commitments to subscribe for further capital and loan stock.

All figures in £ millions	Share of equity	Loans	Reserves	Total	Goodwill	Total net assets
<b>Summary of movements</b>						
At 31 December 2002	64	1	9	74	32	106
Exchange differences	1	1	–	2	(1)	1
Disposals	(16)	–	(5)	(21)	(24)	(45)
Loan repayment	–	(2)	–	(2)	–	(2)
Retained profit for the year	–	–	5	5	–	5
Goodwill amortisation	–	–	–	–	(7)	(7)
At 31 December 2003	49	–	9	58	–	58

**14 Associates continued**

All figures in £ millions	2003		2002	
	Operating profit	Total net assets	Operating loss	Total net assets
<b>Business sectors</b>				
Pearson Education	1	4	2	8
FT Group	9	54	(37)	98
Continuing operations	10	58	(35)	106
Discontinued operations	–	–	(3)	–
	10	58	(38)	106
<b>Geographical markets supplied and location of net assets/(liabilities)</b>				
United Kingdom	10	20	11	9
Continental Europe	2	39	(1)	92
North America	(3)	(7)	(45)	(5)
Rest of world	1	6	–	10
Continuing operations	10	58	(35)	106
Discontinued operations	–	–	(3)	–
	10	58	(38)	106

All figures in £ millions	2003	2002
<b>Reconciliation to retained profit</b>		
Operating profit of associates (before goodwill amortisation)	17	10
Interest	1	–
Profit on sale of subsidiaries	–	3
Taxation	(5)	(4)
Dividends (including tax credits) from unlisted associates	(8)	(7)
Retained profit for the year	5	2

The aggregate of the Group's share in its associates is shown below:

All figures in £ millions	2003	2002
Sales	234	141
Fixed assets	24	28
Current assets	116	130
Liabilities due within one year	(70)	(76)
Liabilities due after one year or more	(12)	(8)
Net assets	58	74

## Notes to the accounts continued

**15 Other fixed asset investments**

All figures in £ millions	2003		2002	
	Valuation	Book value	Valuation	Book value
Listed	73	59	67	64
Unlisted	21	21	20	20
	94	80	87	84

**Note** The valuations of unlisted investments are directors' valuations as at 31 December 2003. If realised at valuation there would be an estimated liability for taxation of £nil (2002: £nil).

All figures in £ millions	Own shares held	Other	Total
<b>Cost</b>			
At 31 December 2002	108	97	205
Exchange differences	–	(5)	(5)
Additions	–	4	4
Disposals	(2)	–	(2)
At 31 December 2003	106	96	202
<b>Provision</b>			
At 31 December 2002	(66)	(55)	(121)
Provided during the year	(3)	–	(3)
Disposals	2	–	2
At 31 December 2003	(67)	(55)	(122)
<b>Net book value</b>			
At 31 December 2002	42	42	84
At 31 December 2003	39	41	80

**Note** The Pearson Employee Share Trust and Pearson plc Employee Share Ownership Trusts hold 7.5m (2002: 7.9m) Pearson plc ordinary shares which had a market value of £46m at 31 December 2003 (2002: £45m) and a nominal value of £2m at 31 December 2003 (2002: £2m). These shares have been acquired by the trusts, using funds provided by Pearson plc, to meet obligations under various executive and employee option and restricted share plans. Under these plans the participants become entitled to shares after a specified number of years and subject to certain performance criteria being met. Pearson aims to hedge its liability under the plans by buying shares through the trusts to meet the anticipated future liability. Dividends on the shares held by the trusts have been waived. The amount of dividend waived on the ESOP shares was £2m (2002: £1m)

The Group operates a worldwide Save As You Earn scheme together with a similar scheme for US employees that allows the grant of share options at a discount to the market price of the option granted. The Group has made use of the exemption under UITS 17 not to recognise any compensation charge in respect of these options.

Employer's National Insurance and similar taxes arise on the exercise of certain share options. In accordance with UITS 25 a provision is made, calculated using the market price of the company's shares at the balance sheet date, pro-rated over the vesting period of the options.

**16 Stocks**

All figures in £ millions	2003	2002
Raw materials	24	22
Work in progress	30	36
Finished goods	270	297
Pre-publication costs	359	379
	683	734

Note The replacement cost of stocks is not materially different from book value.

**17 Debtors**

All figures in £ millions	2003	2002
<b>Amounts falling due within one year</b>		
Trade debtors	822	778
Associates	1	1
Royalty advances	110	109
Other debtors	61	51
Prepayments and accrued income	38	44
	1,032	983
<b>Amounts falling due after more than one year</b>		
Royalty advances	83	63
Other debtors	16	10
Prepayments and accrued income	1	1
	100	74
	1,132	1,057

**18 Cash at bank and in hand**

All figures in £ millions	2003		2002	
	Group	Company	Group	Company
Cash, bank current accounts and overnight deposits	309	–	417	–
Certificates of deposit and commercial paper	8	–	15	–
Term bank deposits	244	75	143	8
	561	75	575	8

## Notes to the accounts continued

**19 Financial instruments**

A full discussion on treasury policy is given in the Financial Review on pages 43 to 45. Short-term debtors and creditors have been excluded from all the following disclosures, other than currency risk disclosures as set out in table e.

**a. Maturity of borrowings and other financial liabilities**

The maturity profile of the Group's borrowings and other financial liabilities is shown below:

All figures in £ millions	2003		2002	
	Group	Company	Group	Company
<b>Maturity of borrowings</b>				
<b>Short-term</b>				
Bank loans and overdrafts	119	262	101	175
5% Euro Bonds 2003	–	–	148	148
9.5% Sterling Bonds 2004	108	–	–	–
4.625% Euro Bonds 2004	348	348	–	–
<b>Total due within one year, or on demand</b>	<b>575</b>	<b>610</b>	<b>249</b>	<b>323</b>
<b>Medium and long-term</b>				
Loans or instalments thereof repayable:				
From one to two years	85	–	458	338
From two to five years	582	443	616	371
After five years not by instalments	680	680	660	660
<b>Total due after more than one year</b>	<b>1,347</b>	<b>1,123</b>	<b>1,734</b>	<b>1,369</b>
<b>Total borrowings</b>	<b>1,922</b>	<b>1,733</b>	<b>1,983</b>	<b>1,692</b>

**Note** At 31 December 2003 £85m (2002: £91m) of debt, including commercial paper, currently classified from one to two years would be repayable within one year if refinancing contracts were not in place. The short-term bank loans and overdrafts of the Group are lower than those of the company because of bank offset arrangements.

All figures in £ millions	2003			2002		
	Group finance leases	Group other financial liabilities	Group total	Group finance leases	Group other financial liabilities	Group total
<b>Maturity of other financial liabilities</b>						
Amounts falling due:						
In one year or less or on demand	3	5	8	4	11	15
In more than one year but not more than two years	1	14	15	2	8	10
In more than two years but not more than five years	1	7	8	1	16	17
In more than five years	–	21	21	–	22	22
	5	47	52	7	57	64

## 19 Financial instruments continued

### b. Borrowings by instrument

All figures in £ millions	2003		2002	
	Group	Company	Group	Company
<b>Unsecured</b>				
5% Euro Bonds 2003	–	–	148	148
9.5% Sterling Bonds 2004	108	–	120	–
4.625% Euro Bonds 2004	348	348	338	338
7.375% US Dollar notes 2006	139	–	154	–
6.125% Euro Bonds 2007	343	343	370	370
10.5% Sterling Bonds 2008	100	100	100	100
7% Global Dollar Bonds 2011	278	278	310	310
7% Sterling Bonds 2014	235	235	250	250
4.625% US Dollar notes 2018	167	167	–	–
Variable rate loan notes	–	–	1	1
Bank loans and overdrafts and commercial paper	204	262	192	175
<b>Total borrowings</b>	<b>1,922</b>	<b>1,733</b>	<b>1,983</b>	<b>1,692</b>

### c. Undrawn committed borrowing facilities

All figures in £ millions	2003	2002
Expiring within one year	–	–
Expiring between one and two years	950	–
Expiring in more than two years	–	1,059
	<b>950</b>	<b>1,059</b>

**Note** All of the above committed borrowing facilities incur commitment fees at market rates. In addition to the above facilities, there are a number of short-term overdrafts that are utilised in the normal course of the business.

### d. Currency and interest rate risk profile

Currency and interest rate risk profile of borrowings	2003				
	Borrowings £m	Total variable rate £m	Total fixed rate £m	Fixed rate borrowings	
				Weighted average interest rate %	Weighted average period for which rate is fixed – years
US dollar	1,427	864	563	5.9	3.2
Sterling	201	61	140	8.0	9.0
Euro	292	166	126	5.3	1.7
Other currencies	2	2	–	–	–
	<b>1,922</b>	<b>1,093</b>	<b>829</b>		

## Notes to the accounts continued

**19 Financial instruments continued**

## d. Currency and interest rate risk profile continued

	2002				
	Borrowings £m	Total variable rate £m	Total fixed rate £m	Fixed rate borrowings	
				Weighted average interest rate %	Weighted average period for which rate is fixed – years
<b>Currency and interest rate risk profile of borrowings</b>					
US dollar	1,350	752	598	5.9	4.0
Sterling	241	161	80	10.5	5.5
Euro	380	305	75	5.2	1.5
Other currencies	12	12	–	–	–
	1,983	1,230	753		

Note The figures shown in the tables above take into account interest rate, currency swaps and forward rate contracts entered into by the Group. Variable rate borrowings bear interest at rates based on relevant national LIBOR equivalents.

	2003		
	Other financial liabilities	Total fixed rate	Total no interest paid
All figures in £ millions			
<b>Currency and interest rate risk profile of other financial liabilities</b>			
US dollar	35	4	31
Sterling	5	1	4
Euro	12	–	12
	52	5	47

	2002		
	Other financial liabilities	Total fixed rate	Total no interest paid
All figures in £ millions			
<b>Currency and interest rate risk profile of other financial liabilities</b>			
US dollar	45	5	40
Sterling	8	2	6
Euro	11	–	11
	64	7	57

	2003				
	US dollar	Sterling	Euro	Other currencies	Total
All figures in £ millions					
<b>Currency and interest rate risk profile of financial assets</b>					
Cash at bank and in hand	150	54	40	65	309
Short-term deposits	112	20	104	16	252
Other financial assets	44	7	7	1	59
	306	81	151	82	620
Fixed rate	6	2	–	–	8
Floating rate	259	72	144	78	553
No interest received	41	7	7	4	59
	306	81	151	82	620

Note The US dollar fixed rate asset is fixed for 12 years at a rate of 8.2%. The Sterling fixed rate asset is fixed for 6 years at a rate of 7.0%.

**19 Financial instruments continued****d. Currency and interest rate risk profile continued**

	2002				
All figures in £ millions	US dollar	Sterling	Euro	Other currencies	Total
<b>Currency and interest rate risk profile of financial assets</b>					
Cash at bank and in hand	279	9	67	62	417
Short-term deposits	2	18	127	11	158
Other financial assets	28	6	–	–	34
	309	33	194	73	609
Floating rate	281	27	193	73	574
No interest received	28	6	1	–	35
	309	33	194	73	609

**e. Currency exposures** The table below shows the extent to which Group companies have monetary assets and liabilities in currencies other than their local currency.

	2003				
	Net foreign monetary assets/(liabilities)				
All figures in £ millions	US dollar	Sterling	Euro	Other currencies	Total
<b>Functional currency of entity</b>					
US dollar	–	3	–	6	9
Sterling	20	–	7	6	33
Euro	–	–	–	5	5
Other currencies	5	(8)	5	–	2
	25	(5)	12	17	49

	2002				
	Net foreign monetary assets/(liabilities)				
All figures in £ millions	US dollar	Sterling	Euro	Other currencies	Total
<b>Functional currency of entity</b>					
US dollar	–	2	–	2	4
Sterling	48	–	41	8	97
Euro	–	1	–	6	7
Other currencies	4	4	5	–	13
	52	7	46	16	121

## Notes to the accounts continued

**19 Financial instruments continued****f. Fair values of financial assets and financial liabilities**

The table below shows the book value and the fair value of the Group's financial assets and financial liabilities.

All figures in £ millions	2003		2002	
	Book value	Fair value	Book value	Fair value
<b>Primary financial instruments held or issued to finance the Group's operations</b>				
Other financial assets	59	59	34	34
Other financial liabilities	(52)	(52)	(64)	(64)
Cash at bank and in hand	309	309	417	417
Short-term deposits	252	252	158	158
Short-term borrowings	(575)	(619)	(249)	(253)
Medium and long-term borrowings	(1,347)	(1,553)	(1,734)	(1,877)
<b>Derivative financial instruments held to manage the interest rate and currency profile</b>				
Interest rate swaps	–	(4)	–	26
Currency swaps	–	26	–	32
Foreign exchange contracts	–	–	–	4

**Note** Other financial assets, other financial liabilities, cash at bank and in hand and short-term deposits: the fair value approximates to the carrying value due to the short maturity periods of these financial instruments. Medium and long-term borrowings: the fair value is based on market values or, where these are not available, on the quoted market prices of comparable debt issued by other companies. Interest rate swaps: the fair value of interest rate swaps is based on market values. At 31 December 2003 the notional principal value of these swaps was £2,394m (2002: £1,605m). Currency swaps: the fair value of these contracts is based on market values. At 31 December 2003 the Group had £1,096m (2002: £758m) of such contracts outstanding.

**g. Hedges** The Group's policy on hedges is explained on page 43. The table below shows the extent to which the Group has off-balance sheet (unrecognised) gains and losses in respect of financial instruments used as hedges at the beginning and end of the year. It also shows the amount of such gains and losses which have been included in the profit and loss account for the year and those gains and losses which are expected to be included in next year's or later profit and loss accounts.

All figures in £ millions	Unrecognised gains	Unrecognised losses	Unrecognised total net
			gains/losses
Gains and losses on hedges at 31 December 2002	113	(51)	62
Gains and losses arising in previous years that were recognised in 2003	(9)	–	(9)
Gains and losses arising before 31 December 2002 that were not recognised in 2003	104	(51)	53
Gains and losses arising in 2003 that were not recognised in 2003	(22)	(9)	(31)
<b>Unrecognised gains and losses on hedges at 31 December 2003</b>	<b>82</b>	<b>(60)</b>	<b>22</b>
Of which:			
Gains and losses expected to be recognised in 2004	4	–	4
Gains and losses expected to be recognised in 2005 or later	78	(60)	18

**20 Other creditors**

All figures in £ millions	2003	2002
<b>Amounts falling due within one year</b>		
Trade creditors	407	376
Taxation	55	24
Social security and other taxes	4	13
Other creditors	85	83
Accruals and deferred income	456	499
Obligations under finance leases	3	4
Dividends	119	115
	<b>1,129</b>	<b>1,114</b>
<b>Amounts falling due after more than one year</b>		
Other creditors	34	31
Accruals and deferred income	9	26
Obligations under finance leases	2	3
	<b>45</b>	<b>60</b>

**21 Deferred taxation**

All figures in £ millions	2003	2002
<b>Summary of movements</b>		
At 31 December 2002		174
Exchange differences		(39)
Held by subsidiary acquired		(15)
Transfers		40
Net release in the year		(15)
At 31 December 2003		145
<b>All figures in £ millions</b>	<b>2003</b>	<b>2002</b>
<b>Deferred taxation derives from</b>		
Capital allowances	(21)	(47)
Tax losses carried forward	168	170
Taxation on unremitted overseas earnings	(4)	(16)
Other timing differences	2	67
	<b>145</b>	<b>174</b>
<b>Deferred taxation not provided</b>		
Relating to gains subject to roll-over relief	1	1

**Note** The Group has calculated deferred tax not provided on rolled over gains in 2003, taking into account the indexation allowance which would be deductible on a disposal of the asset into which the gain was rolled. The recovery of the deferred tax asset relating to tax losses carried forward is dependent on future taxable profits arising mainly in the US. The Group regularly reviews its projections of these future taxable profits to ensure that recoverability of the asset is still foreseeable.

## Notes to the accounts continued

**22 Provisions for liabilities and charges**

All figures in £ millions	Post-retirement	Deferred consideration	Integration	Reorganisations	Leases	Other	Total
At 31 December 2002	92	11	17	19	18	8	165
Exchange differences	(13)	–	–	(1)	(1)	1	(14)
Subsidiaries acquired	4	–	–	–	–	–	4
Transfers	–	1	3	(4)	–	–	–
Deferred consideration arising on acquisitions	–	24	–	–	–	–	24
Released	–	–	–	–	(1)	(1)	(2)
Provided	62	–	–	8	3	1	74
Utilised	(65)	(7)	(11)	(10)	(5)	(1)	(99)
At 31 December 2003	80	29	9	12	14	8	152

**Note**

a Post-retirement provisions are in respect of pensions, £29m (2002: £36m) and post-retirement medical benefits, £51m (2002: £56m).

b Deferred consideration. During the year, additional deferred consideration of £24m was incurred mainly relating to the acquisition of Lesson Lab.

c Integration. During the year, £11m of this balance has been utilised, primarily in relation to properties, severance and IT systems. The remaining provision should be utilised in the next two years.

d Reorganisations. £8m has been provided during the year mostly relating to redundancies at the Financial Times and the relaunch of Les Echos in Berinois format. £10m has been utilised, mainly in respect of redundancies.

e Lease commitments. These relate primarily to onerous lease contracts, acquired as part of the purchase of subsidiaries, which have various expiry dates up to 2010. The provision is based on current occupancy estimates.

**23 Share capital**

	Number of shares (000's)	£m
<b>Authorised</b>		
Ordinary shares of 25p each		
At 31 December 2003	1,178,000	295
<b>Called up, allotted and fully paid</b>		
At 31 December 2002	801,662	200
Issued under share option and employee share schemes	726	1
At 31 December 2003	802,388	201

Note The consideration received in respect of shares issued during the year was £5m (2002: £6m).

## 23 Share capital continued

	When granted	Number of shares ('000's)	Price (p)	Original subscription exercise period
<b>Options outstanding at 31 December 2003</b>				
Worldwide Save for Shares plans	1996	9	517	2003 – 04
	1997	39	530	2004 – 05
	1998	319	687	2003 – 06
	1999	137	913 – 926	2004 – 07
	2000	169	688 – 1,644	2003 – 08
	2001	350	957 – 1,096	2004 – 09
	2002	573	696	2005 – 10
	2003	2,273	425 – 426	2006 – 11
		3,869		
Discretionary share option plans	1994	148	567 – 635	1997 – 04
	1995	154	487 – 606	1998 – 05
	1996	248	584 – 654	1999 – 06
	1997	1,023	677 – 758	2000 – 07
	1998	1,637	847 – 1,090	2001 – 08
	1999	3,260	1,081 – 1,922	2002 – 09
	2000	8,510	64 – 3,224	2000 – 10
	2001	13,437	822 – 1,421	2002 – 11
		28,417		

**Note** The subscription prices have been rounded up to the nearest whole penny. The figures include replacement options granted to employees of Dorling Kindersley and the Family Education Network following their acquisition. The discretionary share option plans include all options granted under the Pearson Executive Share Option Plans, the Pearson Reward Plan, the Pearson Special Share Option Plan and the Pearson Long Term Incentive Plan.

## 24 Reserves

All figures in £ millions	Share premium account	Profit and loss account
<b>Summary of movements</b>		
At 31 December 2002	2,465	673
Exchange differences net of taxation	–	(254)
Premium on issue of equity shares	4	–
Loss retained for the year	–	(137)
At 31 December 2003	2,469	282
<b>Analysed as</b>		
Joint ventures and associates		(60)
Group excluding joint ventures and associates		342

**Note** Cumulative goodwill relating to acquisitions made prior to 1998, which was deducted from reserves, amounts to £961m (2002: £1,031m). During 2003 Pearson plc received £5m on the issue of shares in respect of the exercise of options awarded under various share option plans. Employees paid £5m to the Group for the issue of these shares. The Group has taken advantage of the exemption available by UITF 17 and has not incurred a charge on options granted at a discount to market value for its Inland Revenue approved SAYE schemes and similar overseas schemes. Included in exchange differences are exchange gains of £74m (2002: £70m) arising on borrowings denominated in, or swapped into, foreign currencies designated as hedges of net investments overseas.

## Notes to the accounts continued

**25 Acquisitions**

All acquisitions have been consolidated applying acquisition accounting principles.

**a. Acquisition of subsidiaries**

All figures in £ millions	2003	2002
Tangible fixed assets	10	–
Associates	–	(3)
Stocks	–	(2)
Debtors	32	2
Creditors	(95)	(4)
Provisions	(4)	(3)
Deferred taxation	(15)	–
Net cash and short-term deposits acquired	34	25
	(38)	15
Equity minority interests	(8)	(4)
Net (liabilities)/assets acquired at fair value	(46)	11
<b>Fair value of consideration</b>		
Cash	(87)	(74)
Deferred cash consideration	(24)	(3)
Net prior year adjustments	–	3
Total consideration	(111)	(74)
Goodwill arising	157	63
All figures in £ millions	2003	2002
<b>Acquisition fair values</b>		
Book value of net (liabilities)/assets acquired	(32)	25
Fair value adjustments	(14)	(14)
Fair value to the Group	(46)	11

Note All the fair value adjustments above relate to acquisitions made in 2003. They include a write-off of certain fixed assets and recognition of a pension scheme liability. These fair value adjustments are provisional and will be finalised in the 2004 financial statements.

**b. Cash flow from acquisitions**

All figures in £ millions	2003	2002
Cash – current year acquisitions	87	74
Deferred payments for prior year acquisitions and other items	7	13
Net cash outflow	94	87

## 26 Disposals

### a. Disposal of subsidiaries

All figures in £ millions	2003	2002
Intangible fixed assets	(4)	(41)
Tangible fixed assets	(3)	–
Stocks	(2)	(3)
Debtors	(9)	(2)
Creditors	10	(3)
Provisions	–	1
Net overdraft/(cash)	1	(1)
Equity minority interest	–	3
Net assets disposed of	(7)	(46)
Proceeds received	1	11
Deferred consideration	2	–
Costs	(1)	(7)
Net prior year adjustments	1	(3)
Loss on sale	(4)	(45)

### b. Cash flow from disposals

All figures in £ millions	2003	2002
Cash – current year disposals	1	11
Costs paid	(2)	(3)
Deferred receipts and payments from prior year disposals and other amounts	(3)	(5)
Net cash (outflow)/inflow	(4)	3

## Notes to the accounts continued

**27 Notes to consolidated cash flow statement**

All figures in £ millions	2003	2002
<b>a. Reconciliation of operating profit to net cash inflow from operating activities</b>		
Total operating profit	226	143
Share of operating loss of joint ventures and associates	–	51
Depreciation	111	122
Goodwill amortisation and impairment	257	292
(Increase)/decrease in stocks	(8)	43
Increase in debtors	(96)	(111)
(Decrease)/increase in creditors	(68)	64
Decrease in operating provisions	(20)	(50)
Other and non-cash items	(43)	(25)
<b>Net cash inflow from operating activities</b>	<b>359</b>	<b>529</b>
Dividends from joint ventures and associates	9	6
Purchase of tangible fixed assets	(105)	(126)
Capital element of finance leases	(3)	(5)
Sale of tangible fixed assets	8	7
Add back: cash received relating to acquired deferred income	42	–
Add back: non operating capital expenditure	2	–
Add back: integration costs	8	44
<b>Operating cash flow</b>	<b>320</b>	<b>455</b>
Operating tax paid	(34)	(46)
Operating finance charges	(76)	(104)
<b>Operating free cash flow</b>	<b>210</b>	<b>305</b>
Non operating tax paid	(10)	(9)
Non operating finance charges	–	(37)
Integration costs	(8)	(44)
<b>Total free cash flow</b>	<b>192</b>	<b>215</b>
Dividends paid (including minorities)	(207)	(182)
<b>Net movement of funds from operations</b>	<b>(15)</b>	<b>33</b>
Acquisitions of businesses and investments	(112)	(124)
Disposals of businesses, investments and property	52	930
New equity	5	6
Other non operating items	–	(5)
<b>Net movement of funds</b>	<b>(70)</b>	<b>840</b>
Exchange movements on net debt	117	131
<b>Total movement in net debt</b>	<b>47</b>	<b>971</b>

**Note** Operating cash flow, operating free cash flow and total free cash flow have been disclosed as they are part of Pearson's corporate and operating measures. Tax payments that can be clearly identified with disposals, integration and exchange differences taken to reserves are allocated as non operating tax payments. Cash received relating to acquired deferred income is an adjustment in Pearson's operating cash flow to match pre acquisition cash received with post acquisition revenue recognised following the acquisition of London Qualifications and more accurately reflect the substance of the transaction. A contra entry to this adjustment is included in 'Acquisitions of businesses and investments'.

**27 Notes to consolidated cash flow statement continued**

All figures in £ millions	Cash	Overdrafts	Sub-total	Short-term deposits	Debt due within one year	Debt due after one year	Finance leases	Total
<b>b. Analysis of net debt</b>								
At 31 December 2002	417	(77)	340	158	(172)	(1,734)	(7)	(1,415)
Exchange differences	6	31	37	9	(40)	111	–	117
Other non-cash items	–	–	–	–	(459)	458	(1)	(2)
Net cash flow	(114)	23	(91)	85	119	(182)	3	(66)
At 31 December 2003	309	(23)	286	252	(552)	(1,347)	(5)	(1,366)
At 31 December 2001	300	(60)	240	93	(105)	(2,607)	(14)	(2,393)
Exchange differences	(15)	4	(11)	(2)	(6)	150	1	132
Acquired with subsidiary	–	–	–	24	–	–	–	24
Other non-cash items	–	–	–	–	(148)	146	1	(1)
Net cash flow	132	(21)	111	43	87	577	5	823
At 31 December 2002	417	(77)	340	158	(172)	(1,734)	(7)	(1,415)

Note Finance leases are included within other creditors in the balance sheet (see note 20).

All figures in £ millions	2003	2002
<b>c. Reconciliation of net cash flow to movement in net debt</b>		
(Decrease)/increase in cash in the year	(91)	111
Decrease in net debt from management of liquid resources	85	43
Decrease in net debt from other borrowings	(63)	664
Decrease in finance leases	3	5
Acquired with subsidiary	–	24
Other non-cash items	(2)	(1)
Exchange differences	117	132
Movement in net debt in the year	49	978
Net debt at beginning of the year	(1,415)	(2,393)
Net debt at end of the year	(1,366)	(1,415)

**28 Contingent liabilities**

There are contingent Group and company liabilities that arise in the normal course of business in respect of indemnities, warranties and guarantees in relation to former subsidiaries and in respect of guarantees in relation to subsidiaries and associates. In addition, there are contingent liabilities of the Group in respect of legal claims. None of these claims are expected to result in a material gain or loss to the Group.

**29 Commitments under leases**

At 31 December 2003 the Group had commitments under leases, other than finance leases, to make payments in 2004 as follows:

All figures in £ millions	Land and buildings	Other
<b>For leases expiring</b>		
In 2004	7	2
Between 2005 and 2008	28	14
Thereafter	64	1
	99	17

## Notes to the accounts continued

**30 Related parties**

Joint ventures and associates – Loans and equity advanced to joint ventures and associates during the year and at the balance sheet date are shown in notes 13 and 14. Amounts falling due from joint ventures and associates are set out in note 17. Dividends receivable from joint ventures and associates are set out in notes 13 and 14.

There were no other related party transactions in 2003.

**31 Post balance sheet events**

There were no significant post balance sheet events.

**32 Company balance sheet as at 31 December 2003**

All figures in £ millions	Note	2003	2002
<b>Fixed assets</b>			
Tangible fixed assets	33	–	–
Investments: subsidiaries	33	6,343	6,422
Investments: own shares held	33	33	39
		6,376	6,461
<b>Current assets</b>			
<b>Debtors:</b>			
Amounts due from subsidiaries – due within one year		1,394	971
Amounts due from subsidiaries – due after more than one year		944	1,453
Taxation		3	10
Other debtors		–	1
Cash at bank and in hand	18	75	8
		2,416	2,443
<b>Creditors – amounts falling due within one year</b>			
Short-term borrowing	19	(610)	(323)
Amounts due to subsidiaries		(2,860)	(2,641)
Other creditors		(1)	(1)
Accruals and deferred income		(16)	(13)
Dividends	8	(119)	(115)
		(3,606)	(3,093)
<b>Net current liabilities</b>		<b>(1,190)</b>	<b>(650)</b>
<b>Total assets less current liabilities</b>		<b>5,186</b>	<b>5,811</b>
<b>Creditors – amounts falling due after more than one year</b>			
Medium and long-term borrowing	19	(1,123)	(1,369)
Amounts due to subsidiaries		(234)	(393)
Provisions for liabilities and charges		(2)	(2)
		(1,359)	(1,764)
<b>Net assets</b>		<b>3,827</b>	<b>4,047</b>
<b>Capital and reserves</b>			
Called up share capital	23	201	200
Share premium account	33	2,469	2,465
Special reserve	33	397	397
Other reserves	33	50	50
Profit and loss account	33	710	935
<b>Equity shareholders' funds</b>		<b>3,827</b>	<b>4,047</b>

The financial statements were approved by the board of directors on 27 February 2004 and signed on its behalf by  
Dennis Stevenson, Chairman  
Rona Fairhead, Chief Financial Officer

**33 Notes to the company balance sheet**

All figures in £ millions	2003	2002
<b>Tangible fixed assets (leasehold property)</b>		
Cost	1	1
Depreciation	(1)	(1)
<b>Net book value</b>	<b>–</b>	<b>–</b>

Note The company had no capital commitments for fixed assets at the end of 2003.

All figures in £ millions	
<b>Investment in subsidiaries</b>	
At 31 December 2002	6,422
External acquisition	15
Disposal to subsidiary	(22)
Provision for diminution in value	(33)
Revaluations	(39)
<b>At 31 December 2003</b>	<b>6,343</b>

Note Shares are stated at cost less provisions for diminution in value or directors' valuations.

**Own shares held** – Amounts included within own shares held relate to Pearson plc ordinary shares held in respect of the Pearson plc Employee Share Ownership Trusts (see note 15).

All figures in £ millions	Share premium account	Special reserve	Other reserves	Profit and loss account	Total
<b>Reserves</b>					
<b>Summary of movements</b>					
At 31 December 2002	2,465	397	50	935	3,847
Exchange differences	–	–	–	(23)	(23)
Premium on issue of equity shares	4	–	–	–	4
Loss for the financial year	–	–	–	(10)	(10)
Dividends on equity shares	–	–	–	(192)	(192)
<b>At 31 December 2003</b>	<b>2,469</b>	<b>397</b>	<b>50</b>	<b>710</b>	<b>3,626</b>

Note The special reserve represents the cumulative effect of cancellation of the company's share premium account. As permitted by section 230(4) of the Companies Act 1985, only the Group's profit and loss account has been presented.

## Notes to the accounts continued

**34 Principal subsidiaries and associates**

	Country of incorporation or registration
<b>Subsidiaries</b>	
The principal operating subsidiaries are listed below. They operate mainly in the countries of incorporation or registration, the investments are in equity share capital and they are all 100% owned unless stated otherwise.	
<b>Pearson Education</b>	
Pearson Education Inc.	US
Pearson Education Ltd	England
NCS Pearson Inc.	US
<b>FT Group</b>	
The Financial Times Ltd	England
Financial Times Business Ltd	England
Interactive Data Corporation (61%)	US
Les Echos SA	France
Recoletos Grupo de Comunicación SA (79%)	Spain
<b>The Penguin Group</b>	
Penguin Group (USA) Inc.	US
The Penguin Publishing Co Ltd	England
Dorling Kindersley Holdings Ltd*	England

\* Direct investment of Pearson plc.

	Country of incorporation or registration	Class of share	Beneficial interest %	Accounting year end
<b>Associates</b>				
<b>FT Group</b>				
The Economist Newspaper Ltd	England	Ord 5p	50	March
		'B' 5p	100	
		'A' 5p	Nil	
		Trust 5p	Nil	
FT-SE International Ltd	England	Ord £1	50	December