

Registered number: 01040587

## **Euromonitor International Limited**

**Annual report and financial statements**

**For the year ended 31 March 2020**



## **Euromonitor International Limited**

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## **Euromonitor International Limited**

### **Company information**

<b>Directors</b>	R N Senior T J Fenwick T R E Kitchin L A Wake
<b>Company secretary</b>	T J Fenwick
<b>Registered number</b>	01040587
<b>Registered office</b>	60-61 Britton Street London EC1M 5UX
<b>Independent auditors</b>	PricewaterhouseCoopers LLP Chartered Accountants and Statutory Auditors 1 Embankment Place London WC2N 6RH
<b>Bankers</b>	Bank of Scotland 33 Old Broad Street London EC2N 1HZ

## **Euromonitor International Limited**

### **Strategic report**

**For the year ended 31 March 2020**

The directors present their Strategic report on the group and parent company for the year ended 31 March 2020.

### **Business review**

The directors are pleased to report that the business continues to grow and is trading in line with expectations.

### **Future developments**

The directors are committed to the future development of the business and during the year have launched Via a tool to help customers navigate a fast-changing digital marketplace. This launch shows the continued development in both technology and research to meet the demands of our customers.

We continue to focus on how our customers consume our research to align our future developments.

### **Financial key performance indicators**

	<b>2020</b>	<b>2019</b>
Return on Capital Employed Percentage	<b>175%</b>	151%
Gross Margin Percentage	<b>75%</b>	73%
Debtor Days	<b>90</b>	96

Return on Capital Employed (ROCE) = Operating profit as a percentage of shareholders funds plus interest bearing long term liabilities.

Euromonitor International Limited aims to increase shareholder value and measures performance against this objective by measuring ROCE. Source data is taken from the audited financial statements.

Gross Margin = Gross Profit as a percentage of turnover

Euromonitor International Limited aims to maximise profit available for distribution to shareholders as measured by gross margin. Source data is taken from audited financial statements.

Debtor days = the average number of days it takes a company to receive payment from its debtors

Euromonitor International Limited aims to decrease its debtor days. Source data is taken from the audited financial statements.

Euromonitor International Limited aims to increase shareholder value through growth in revenue, linked to profitability (see gross margin above). Source data is taken from the audited financial statements.

### **Employee involvement**

Euromonitor International Limited is committed to employing people regardless of race, colour, nationality, national or ethnic origins, religion or belief; sex or marital/civil partner status; sexual orientation; gender reassignment; age (or perceived age); disability (past or present); or trade union membership. We pride ourselves on our diversity, our global footprint and the work we do every day.

To these ends, we use all appropriate means to consider applications fairly, to continue to train all staff while employed and to consider any relevant opportunities for career development and promotion.

We utilise appropriate employee review schemes to assess performance and to provide a forum for employee feedback.

Our employees are kept apprised of the performance of the entity via regular company presentations.

## **Euromonitor International Limited**

### **Strategic report (continued) For the year ended 31 March 2020**

#### **Principal risks and uncertainties**

##### **Financial risk management objectives and policies**

The group's operations expose it to changes in the rate of exchange, particularly with regards to the US dollar and currencies linked to the dollar. The group's principal financial instruments comprise sterling cash and bank deposits, US dollar cash and bank deposits, Singapore dollar cash and bank deposits, other loans and obligations under finance leases together with trade debtors and trade creditors that arise directly from its operations.

The main risks arising from the group's financial instruments can be analysed as follows:

##### **Price risk**

The group has no significant exposure to securities price risk, as it holds no listed equity investments.

##### **Foreign currency risk**

The group is exposed in its trading operations in the US, Asia and Europe with regards to the risk of foreign exchange rates. However, the group looks to naturally hedge some of this risk with costs in the region which are offset against the revenues. The main foreign currencies in which the group operates are US dollar and Euro.

##### **Credit risk**

The group's credit risk is primarily attributable to its trade debtors. Credit risk is managed by ensuring that no one customer's credit is disproportionate to the overall size of the trade debtors balance. The amounts present in the Statement of financial position are net of allowances for doubtful debts, which are estimated by the group based on prior experience.

##### **Liquidity risk**

The group's bank balance is high therefore the group has no significant exposure in this area.

##### **BREXIT risk**

The current situation with regards to Brexit creates some uncertainty for the group, although with relatively low risk. The directors are confident that the group is in a strong position to react quickly at the appropriate time when the future UK/EU relationship does become clear, in order to continue to provide the highest levels of services to our customers.

##### **Covid-19**

The directors continue to review and estimate the impact of the Global Covid-19 pandemic and confirm there are no adjustments to the key estimates and judgements that impact the Statement of financial position at 31 March 2020. Forecasts for trading and cash remain strong.

## Euromonitor International Limited

**Strategic report (continued)**  
**For the year ended 31 March 2020**

### Statement of Greenhouse Gas (GHG) Emissions for UK offices

GHG emissions in tonnes of CO<sub>2</sub> equivalent:

		2019-2020
Emissions From		Total
The combustion of fuel gas for heating and fuel for vehicles (Scope 1)	UK	32kWh
The purchase of electricity heat, steam or cooling by the company for its own use (Scope 2)	UK	110kWh
Total Emissions (CO <sub>2</sub> e Tonnes)	Total	142kWh
Intensity Ratio (CO <sub>2</sub> e Tonnes per £1 million)		1

We have reported on all of the emission sources required under the Companies Act 2006 (Strategic Report and Directors' Reports) Regulations 2018.

#### Methodology

The footprint is calculated in accordance with the Greenhouse Gas (GHG) Protocol and Environmental Reporting Guidelines: including streamlined energy and carbon reporting guidance. Activity data has been converted into carbon emissions using published emissions factors.

#### Notes

Scope 1 – Time periods for combustion of gas for heating and for vehicles are for the financial year.

Scope 2 – Time periods for consumption of electricity are for the financial year.

Intensity Ratio – We are using "Tonnes per £1 million revenue".

#### Board responsibilities

Our view is that strong governance within our company enables us to make better decisions for the long-term strategy of the business. We support governance guidelines and apply them in a way that is meaningful to our business and consistent with our values. We understand that our business will only grow and prosper if we understand and respect the views and needs of our customers, suppliers, colleagues, shareholders and communities in which we operate.

## **Euromonitor International Limited**

### **Strategic report (continued) For the year ended 31 March 2020**

#### **Board responsibilities (continued)**

Our board meets at least 4 times per year, and matters reserved for the board include

- The setting of strategy to secure continued growth and understand the resources required to deliver on this.
- To instill a culture of openness, integrity and transparency, ensure that there is an appropriate control environment and risk management that is effective for the business.
- To review performance of the business and progress towards the strategic objectives.
- Recruitment of the Executive Leadership Team.
- Ensure the business meets its Legal requirements in regard to the Companies Act.
- Oversight and review of all financial matters including the Financial statements and Audit report.

#### **Stakeholder Engagement**

The Board considers engagement of stakeholders as critical to the long-term success of the business. As a Board we must always be open to feedback from those affected by our activities.

#### **Customer Engagement**

Our Account Management is structured to ensure we have regular contact with our customers allowing us to capture regular feedback. We pride ourselves on building strategic long-term relationships to ensure we understand their challenges and therefore build our products and services to support them. An example of this has been how the business has adapted to the needs of our clients regarding the Covid-19 pandemic.

#### **Employee Engagement**

Our people are our greatest asset and instrumental in the success of the business. We value the power of collaboration and believe that diversity helps nurture growth.

Communicating and listening to our employees is considered high priority. The CEO addresses the entire organisation at least quarterly to update all employees on company performance, structural changes and our strategic objectives. Business update meetings are held at least quarterly in each office and provide all employees with the opportunity for questions and answers. Leadership members publish regular blogs on the intranet as we progress on our objectives to ensure all employees have the latest information.

We have bonus schemes for all employees which align to our objectives of growth.

We have transparent and structured career paths in Research, Consulting and Sales to enable employees to manage their own progression ensuring all employees have the same opportunity for personal growth.

We provide all employees with Development opportunities which align to our competencies, ensure a comprehensive induction for new starters and also invite our highest performers onto our Global Mentoring Scheme.

If the time does come that an employee does decide to leave us, we are committed to listening to their experience as an employee with us and reviewing and changing if required.

## **Euromonitor International Limited**

**Strategic report (continued)**  
**For the year ended 31 March 2020**

### **Supplier Engagement**

Our suppliers are vital to enable us to continue to deliver high quality research to our customers. The group has a standard supplier code of conduct that is provided to all our suppliers to ensure business is conducted in a sustainable, ethical and responsible manner. We pride ourselves on supporting our supplier base which is reflected in our prompt payment reporting.

### **Community Engagement**

We have a Corporate Social Responsibility (CSR) programme that makes a difference. Each year we commit to spending 1% of our turnover on charitable projects. We do work with global charities but also look regionally to ensure we make an impact in the communities in which we operate. Our employees are also given 2 days per year for volunteering to support charities: one way we help focus on this is to run a formal "Community Week" in each office. This year teams from our London office supported the week by running charity shops for the day raising nearly £6,000, with the group matching. The group is also proud of its Employability Mentoring programme whereby employees volunteer to mentor students from two schools in Islington, our local London borough: a girls' comprehensive school and a school for children with special needs. We also run a reading and conversation group in the office for refugees and asylum seekers.

### **Shareholder Engagement**

Our shareholders are both on the Board and therefore thoroughly involved in the business decisions as indicated in the role of the Board.

This report was approved by the board on **22 JULY 2020**

and signed on its behalf.



**T J Fenwick**  
Director



## **Euromonitor International Limited**

### **Directors' report For the year ended 31 March 2020**

The directors present their report and the audited consolidated financial statements for the year ended 31 March 2020.

#### **Principal activities**

The principal activity of the group during the year was that of publishing and provision of information services.

The results for the period and financial position of the group and company are shown in the annexed financial statements.

The consolidated Statement of financial position on page 14 of the financial statements shows that the group's financial position is consistent with the growth experienced in the business over the last 12 months.

#### **Results and dividends**

The profit for the financial year, after taxation, amounted to £32,678k (2019: £24,645k).

Dividends of £24,560k (2019: £20,933k) were paid during the year.

#### **Future developments**

The section on future developments which is detailed in the Strategic report, is included in this report by cross reference.

#### **Directors**

The directors of the company who served during the year and up to the date of signing the financial statements were:

R N Senior  
T J Fenwick  
T R E Kitchen  
L A Wake

#### **Directors' indemnities**

As permitted by the Articles of Association, the Directors have the benefit of an indemnity which is a qualifying third party indemnity provisional as defined by Section 234 of the Companies Act 2006. The indemnity was in force throughout the past financial year and is currently in force. The company also purchased and maintained throughout the financial year Director's and Officer's liability insurance in respect of itself and its Directors.

#### **Going concern**

The directors have a reasonable expectation having reviewed the company's forecasts, its current level of cash and the low level of debt that the company and the group has sufficient resources to continue for the foreseeable future. The directors' have prepared the financial statements on a going concern basis. Refer to note 3.3 for further details.

**Directors' report (continued)**  
**For the year ended 31 March 2020**

**Statement of directors' responsibilities in respect of the financial statements**

The directors are responsible for preparing the Annual report and financial statements in accordance with applicable law and regulation.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have prepared the group and company financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland", and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the group and company and of the profit or loss of the group and company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- state whether applicable United Kingdom Accounting Standards, comprising FRS 102, have been followed, subject to any material departures disclosed and explained in the financial statements;
- make judgements and accounting estimates that are reasonable and prudent; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group and company will continue in business.

The directors are also responsible for safeguarding the assets of the group and company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the group and company's transactions and disclose with reasonable accuracy at any time the financial position of the group and company and enable them to ensure that the financial statements comply with the Companies Act 2006.

**Directors' confirmations**

In the case of each director in office at the date the Directors' report is approved:

- so far as that director is aware, there is no relevant audit information of which the group and company's auditor is unaware, and
- they have taken all the steps that ought to have been taken as a director in order to make themselves aware of any relevant audit information and to establish that the group and company's auditors are aware of that information.

**Post balance sheet events**

The Directors continue to review and estimate the impact of the Covid-19 pandemic on the business. The impact of the Covid-19 pandemic on the Group's operations is discussed within the principal risks and uncertainties within the Strategic Report on page 3. No adjustments to the key estimates and judgements that impact the balance sheet as at 31 March 2020 have been identified. There are no other post Balance Sheet events to disclose.

**Independent auditors**

The auditors, PricewaterhouseCoopers LLP, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

**Euromonitor International Limited**

**Directors' report (continued)  
For the year ended 31 March 2020**

This report was approved by the board on

22 July 2020

and signed on its behalf.

A handwritten signature in black ink, appearing to read 'T J Fenwick', is written over a circular stamp or seal.

**T J Fenwick**  
Director

## **Report on the audit of the financial statements**

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### **Opinion**

In our opinion, Euromonitor International Limited's group financial statements and company financial statements (the "financial statements"):

- give a true and fair view of the state of the group's and of the company's affairs as at 31 March 2020 and of the group's profit and cash flows for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland", and applicable law); and
- have been prepared in accordance with the requirements of the Companies Act 2006.

We have audited the financial statements, included within the Annual report and financial statements (the "Annual Report"), which comprise: the Consolidated and Company statements of financial position as at 31 March 2020; the Consolidated statement of comprehensive income, the Consolidated statement of cash flows, and the Consolidated and Company statements of changes in equity for the year then ended; and the notes to the financial statements, which include a description of the significant accounting policies.

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### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs (UK)") and applicable law. Our responsibilities under ISAs (UK) are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### *Independence*

We remained independent of the group in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, which includes the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

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### **Conclusions relating to going concern**

We have nothing to report in respect of the following matters in relation to which ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the group's and company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

However, because not all future events or conditions can be predicted, this statement is not a guarantee as to the group's and company's ability to continue as a going concern.

**Independent auditors' report to the members of Euromonitor International Limited (continued)**

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**Reporting on other information**

The other information comprises all of the information in the Annual Report other than the financial statements and our auditors' report thereon. The directors are responsible for the other information. Our opinion on the financial statements does not cover the other information and, accordingly, we do not express an audit opinion or, except to the extent otherwise explicitly stated in this report, any form of assurance thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If we identify an apparent material inconsistency or material misstatement, we are required to perform procedures to conclude whether there is a material misstatement of the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report based on these responsibilities.

With respect to the Strategic Report and Directors' Report, we also considered whether the disclosures required by the UK Companies Act 2006 have been included.

Based on the responsibilities described above and our work undertaken in the course of the audit, ISAs (UK) require us also to report certain opinions and matters as described below.

*Strategic Report and Directors' Report*

In our opinion, based on the work undertaken in the course of the audit, the information given in the Strategic Report and Directors' Report for the year ended 31 March 2020 is consistent with the financial statements and has been prepared in accordance with applicable legal requirements.

In light of the knowledge and understanding of the group and company and their environment obtained in the course of the audit, we did not identify any material misstatements in the Strategic Report and Directors' Report.

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**Responsibilities for the financial statements and the audit**

*Responsibilities of the directors for the financial statements*

As explained more fully in the Statement of directors' responsibilities in respect of the financial statements set out on page 8, the directors are responsible for the preparation of the financial statements in accordance with the applicable framework and for being satisfied that they give a true and fair view. The directors are also responsible for such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the group's and the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the group or the company or to cease operations, or have no realistic alternative but to do so.

*Auditors' responsibilities for the audit of the financial statements*

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the FRC's website at: [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditors' report.

**Independent auditors' report to the members of Euromonitor International Limited (continued)**

**Responsibilities for the financial statements and the audit (continued)**

*Use of this report*

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

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**Other required reporting**

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**Companies Act 2006 exception reporting**

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- we have not received all the information and explanations we require for our audit; or
- adequate accounting records have not been kept by the company, or returns adequate for our audit have not been received from branches not visited by us; or
- certain disclosures of directors' remuneration specified by law are not made; or
- the company financial statements are not in agreement with the accounting records and returns.

We have no exceptions to report arising from this responsibility.

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Brian Henderson (Senior Statutory Auditor)  
for and on behalf of PricewaterhouseCoopers LLP  
Chartered Accountants and Statutory Auditors  
London

Date: 22 July 2020

**Euromonitor International Limited**

**Consolidated statement of comprehensive income**  
**For the year ended 31 March 2020**

	Note	2020 £000	2019 £000
Turnover	5	151,129	140,730
Cost of sales		(38,450)	(37,296)
<b>Gross profit</b>		<b>112,679</b>	<b>103,434</b>
Distribution costs		(37,863)	(37,473)
Administrative expenses		(33,829)	(35,165)
<b>Operating profit</b>	6	<b>40,987</b>	<b>30,796</b>
Interest receivable and similar income	10	412	340
<b>Profit before taxation</b>		<b>41,399</b>	<b>31,136</b>
Tax on profit	12	(8,721)	(6,491)
<b>Profit for the financial year</b>		<b>32,678</b>	<b>24,645</b>
<b>Other comprehensive income/(expense) for the year</b>			
Foreign exchange		75	(1,006)
<b>Total comprehensive income for the year</b>		<b>32,753</b>	<b>23,639</b>
<b>Profit for the year attributable to:</b>			
Owners of the parent company		<b>32,678</b>	<b>24,645</b>

The notes on pages 19 to 39 form part of these financial statements.

**Euromonitor International Limited**  
**Registered number: 01040587**

**Consolidated statement of financial position**  
**As at 31 March 2020**

	Note	2020 £000	2020 £000	2019 £000	2019 £000
<b>Fixed assets</b>					
Tangible assets	13		9,170		9,525
			<u>9,170</u>		<u>9,525</u>
<b>Current assets</b>					
Stock	15	776		1,136	
Debtors	16	40,753		41,557	
Cash at bank and in hand	17	66,665		57,251	
		<u>108,194</u>		<u>99,944</u>	
Creditors: amounts falling due within one year	18	(93,835)		(89,133)	
<b>Net current assets</b>			<u>14,359</u>		<u>10,811</u>
<b>Total assets less current liabilities</b>			<u>23,529</u>		<u>20,336</u>
Creditors: amounts falling due after more than one year	19		-		(5,000)
<b>Net assets</b>			<u>23,529</u>		<u>15,336</u>
<b>Capital and reserves</b>					
Called up share capital	22		38		38
Capital redemption reserve			21		21
Foreign exchange reserve			2,787		2,712
Retained earnings			20,683		12,565
<b>Total shareholders' funds</b>			<u>23,529</u>		<u>15,336</u>

The financial statements on pages 13 to 39 were approved and authorised for issue by the board and were signed on its behalf on *22 July 2020*



**T J Fenwick**  
Director

The notes on pages 19 to 39 form part of these financial statements.



**Company statement of financial position**  
**As at 31 March 2020**

	Note	2020 £000	2020 £000	2019 £000	2019 £000
<b>Fixed assets</b>					
Tangible assets	13		7,154		7,522
Investments	14		1,999		1,977
			<u>9,153</u>		<u>9,499</u>
<b>Current assets</b>					
Stock	15	776		1,136	
Debtors	16	36,345		37,804	
Cash at bank and in hand	17	52,827		43,092	
		<u>89,948</u>		<u>82,032</u>	
Creditors: amounts falling due within one year	18	(85,376)		(81,642)	
<b>Net current assets</b>			<u>4,572</u>		<u>390</u>
<b>Total assets less current liabilities</b>			<u>13,725</u>		<u>9,889</u>
Creditors: amounts falling due after more than one year	19		-		(5,000)
<b>Net assets</b>			<u><u>13,725</u></u>		<u><u>4,889</u></u>
<b>Capital and reserves</b>					
Called up share capital	22		38		38
Capital redemption reserve			21		21
Foreign exchange reserve			39		(195)
Retained earnings brought forward		5,025		6,047	
Profit for the financial year		33,162		19,911	
Dividends paid (note 11)		(24,560)		(20,933)	
		<u></u>	<u>13,627</u>	<u></u>	<u>5,025</u>
Retained earnings carried forward			<u>13,627</u>		<u>5,025</u>
<b>Total shareholders' funds</b>			<u><u>13,725</u></u>		<u><u>4,889</u></u>

The financial statements on pages 13 to 39 were approved and authorised for issue by the board and were signed on its behalf on 22 July 2020



**T J Fenwick**  
Director

The notes on pages 19 to 39 form part of these financial statements.

**Euromonitor International Limited**

**Consolidated statement of changes in equity**  
**For the year ended 31 March 2020**

	<b>Called up share capital £000</b>	<b>Capital redemption reserve £000</b>	<b>Foreign exchange reserve £000</b>	<b>Retained earnings £000</b>	<b>Total shareholders' funds £000</b>
<b>At 1 April 2018</b>	<b>38</b>	<b>21</b>	<b>3,718</b>	<b>8,853</b>	<b>12,630</b>
<b>Comprehensive (expense)/income for the year</b>					
Profit for the financial year	-	-	-	24,645	24,645
Foreign exchange movement	-	-	(1,006)	-	(1,006)
<b>Total comprehensive (expense)/income for the year</b>	<b>-</b>	<b>-</b>	<b>(1,006)</b>	<b>24,645</b>	<b>23,639</b>
Dividends paid (note 11)	-	-	-	(20,933)	(20,933)
<b>Total transactions with owners</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(20,933)</b>	<b>(20,933)</b>
<b>At 31 March 2019 and 1 April 2019</b>	<b>38</b>	<b>21</b>	<b>2,712</b>	<b>12,565</b>	<b>15,336</b>
<b>Comprehensive income for the year</b>					
Profit for the financial year	-	-	-	32,678	32,678
Foreign exchange movement	-	-	75	-	75
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>-</b>	<b>75</b>	<b>32,678</b>	<b>32,753</b>
Dividends paid (note 11)	-	-	-	(24,560)	(24,560)
<b>Total transactions with owners</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(24,560)</b>	<b>(24,560)</b>
<b>At 31 March 2020</b>	<b>38</b>	<b>21</b>	<b>2,787</b>	<b>20,683</b>	<b>23,529</b>

The notes on pages 19 to 39 form part of these financial statements.

**Euromonitor International Limited**

**Company statement of changes in equity  
For the year ended 31 March 2020**

	<b>Called up share capital £000</b>	<b>Capital redemption reserve £000</b>	<b>Foreign exchange reserve £000</b>	<b>Retained earnings £000</b>	<b>Total shareholders' funds £000</b>
<b>At 1 April 2018</b>	<b>38</b>	<b>21</b>	<b>380</b>	<b>6,047</b>	<b>6,486</b>
<b>Comprehensive (expense)/income for the year</b>					
Profit for the financial year	-	-	-	19,911	19,911
Foreign exchange movement	-	-	(575)	-	(575)
<b>Total comprehensive (expense)/income for the year</b>	<b>-</b>	<b>-</b>	<b>(575)</b>	<b>19,911</b>	<b>19,336</b>
Dividends paid (note 11)	-	-	-	(20,933)	(20,933)
<b>Total transactions with owners</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(20,933)</b>	<b>(20,933)</b>
<b>At 31 March 2019 and 1 April 2019</b>	<b>38</b>	<b>21</b>	<b>(195)</b>	<b>5,025</b>	<b>4,889</b>
<b>Comprehensive income for the year</b>					
Profit for the financial year	-	-	-	33,162	33,162
Foreign exchange movement	-	-	234	-	234
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>-</b>	<b>234</b>	<b>33,162</b>	<b>33,396</b>
Dividends paid (note 11)	-	-	-	(24,560)	(24,560)
<b>Total transactions with owners</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(24,560)</b>	<b>(24,560)</b>
<b>At 31 March 2020</b>	<b>38</b>	<b>21</b>	<b>39</b>	<b>13,627</b>	<b>13,725</b>

The notes on pages 19 to 39 form part of these financial statements.

**Euromonitor International Limited**

**Consolidated statement of cash flows**  
**For the year ended 31 March 2020**

	2020 £000	2019 £000
<b>Cash flows from operating activities</b>		
Profit for the financial year	32,678	24,645
<b>Adjustments for:</b>		
Depreciation of tangible assets	1,365	1,282
Profit on disposal of tangible assets	(10)	(130)
Interest receivable and similar income	(412)	(340)
Tax on profit	8,721	6,491
Movement in stocks	360	(141)
Movement in debtors	806	(1,452)
Movement in deferred income	1,748	4,939
Movement in creditors	(1,199)	9,059
Corporation tax paid	(9,348)	(7,457)
<b>Net cash generated from operating activities</b>	<u>34,709</u>	<u>36,896</u>
<b>Cash flows from investing activities</b>		
Purchase of tangible assets	(1,058)	(1,924)
Interest received	412	340
<b>Net cash used in investing activities</b>	<u>(646)</u>	<u>(1,584)</u>
<b>Cash flows from financing activities</b>		
Repayment of loans	-	(1)
Dividends paid	(24,560)	(20,933)
<b>Net cash used in financing activities</b>	<u>(24,560)</u>	<u>(20,934)</u>
<b>Net increase in cash and cash equivalents</b>	<u>9,503</u>	<u>14,378</u>
Cash and cash equivalents at beginning of year	57,251	43,567
Foreign exchange	(89)	(694)
<b>Cash and cash equivalents at the end of year</b>	<u><u>66,665</u></u>	<u><u>57,251</u></u>
<b>Cash and cash equivalents at the end of year comprise:</b>		
Cash at bank and in hand	<u><u>66,665</u></u>	<u><u>57,251</u></u>

The notes on pages 19 to 39 form part of these financial statements.

**Notes to the financial statements  
For the year ended 31 March 2020**

**1. General information**

The principal activity of the group during the year was that of publishing and provision of information services.

Euromonitor International Limited is a private company limited by shares and is incorporated and domiciled in England and Wales, within the United Kingdom. The registered office address is 60-61 Britton Street, London, EC1M 5UX.

**2. Statement of compliance**

The group financial statements of Euromonitor International Limited have been prepared in compliance with United Kingdom Accounting Standards, including Financial Reporting Standard 102, "The Financial Reporting Standard applicable in the United Kingdom and the Republic of Ireland" ("FRS 102") and the Companies Act 2006.

**3. Accounting policies**

**3.1 Basis of preparation of financial statements**

The financial statements have been prepared on a going concern basis under the historical cost convention unless otherwise specified within these accounting policies and in accordance with Financial Reporting Standard 102, the Financial Reporting Standard applicable in the UK and the Republic of Ireland and the Companies Act 2006.

The preparation of financial statements in compliance with FRS 102 requires the use of certain critical accounting estimates. It also requires group management to exercise judgement in applying the group's accounting policies (see note 4).

The following principal accounting policies have been applied consistently:

**3.2 Consolidation**

The Consolidated statement of comprehensive income and Balance sheet include the financial statements of the group and its subsidiary undertakings made up to 31 March 2020. Intra group transactions, any unrealised profits/losses arising and intercompany balances are eliminated fully on consolidation.

**3.3 Going concern**

The directors have a reasonable expectation having reviewed the company's forecasts, its current level of cash and the low level of debt. That the company and the group has sufficient resources to continue for the foreseeable future. The directors have prepared the financial statements on a going concern basis.

With the global Covid-19 pandemic the directors have performed a risk assessment to understand potential impact, we can confirm the pandemic is not expected to have a material impact on the performance of the business or the cash position. The global reach of the business mitigates risk and we are delighted to see Asia already return to trading as normal.

**3.4 New standards, amendments and interpretations issued but not yet effective**

The FRC completed its triennial review of FRS 102 in December 2017. The key amendments which are effective from 1 January 2019 have had no material impact on the group and on the company.

**Notes to the financial statements  
For the year ended 31 March 2020**

**3. Accounting policies (continued)**

**3.5 Disclosure exemptions for qualifying entities under FRS 102**

FRS 102 allows a qualifying entity certain disclosure exemptions, subject to certain conditions, which have been complied with, including notification of, and no objection to, the use of exemptions by the parent company's shareholders.

The company has taken advantage of the following exemptions:

- the company has taken advantage of the exemption allowed under section 408 of the Companies Act 2006 and has not presented its own Statement of comprehensive income in these financial statements;
- from preparing a Statement of cash flows or statement of income, required under Section 7 of FRS 102 and paragraph 3.17(d), on the basis that it is a qualifying entity, its cash flow and statement of income is included in the cash flow and statement of income in the consolidated financial statements; and
- from disclosing the company's key management personnel compensation, as required by FRS 102 paragraph 33.7.

**3.6 Revenue recognition**

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the company and the revenue can be reliably measured. Revenue is measured as the fair value of the consideration received or receivable, excluding discounts, value added tax and other sales taxes.

The company recognises revenue when (a) the significant risks and rewards of ownership have been transferred to the buyer; (b) the company retains no continuing involvement of control over the goods; (c) the amount of revenue can be measured reliably; (d) it is probable that future economic benefits will flow to the entity (e) when the specific criteria relating to each of the company's sales channels have been met as described below:

**i) Subscription revenue**

Revenue is recognised on a straight line basis over the period of the subscription, as the risks and rewards of ownership pass to the customer.

**ii) Consulting revenue**

Revenue is recognised in the accounting period in which the services are rendered when the outcome of the contract can be estimated reliably. The company uses the percentage completion method based on the actual service performed as a percentage of the total services to be provided.

**iii) Extract revenue**

Revenue is recognised when the risks and rewards are passed to the customers. For extract sales this is the point at which the customer receives access to the report.

Revenues invoiced but relating to future periods are deferred and treated as deferred income in the statement of financial position.

**3.7 Interest income**

Interest income is recognised in the Consolidated statement of comprehensive income using the effective interest method.

**Notes to the financial statements  
For the year ended 31 March 2020**

**3. Accounting policies (continued)**

**3.8 Tangible assets**

Tangible assets under the cost model are stated at historical cost less accumulated depreciation and any accumulated impairment losses. Historical cost includes expenditure that is directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management.

The company adds to the carrying amount of an item of tangible assets the cost of replacing part of such an item when that cost is incurred, if the replacement part is expected to provide incremental future benefits to the company. The carrying amount of the replaced part is derecognised. Repairs and maintenance are charged to profit or loss during the period in which they are incurred. Depreciation is charged so as to allocate the cost of assets less their residual value over their estimated useful lives on a straight line basis.

Depreciation is provided on the following basis:

Freehold property	- Straight line over 50 years
Freehold improvements	- Straight line over 15 years
Long-term leasehold property	- Straight line over the life of the lease
Motor vehicles	- 25% Reducing balance
Fixtures and fittings	- 15% Reducing balance
Computer equipment and software	- Straight line over 3 to 5 years

The assets' residual values, useful lives and depreciation methods are reviewed, and adjusted prospectively if appropriate, or if there is an indication of a significant change since the last reporting date.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised in the Statement of comprehensive income.

**3.9 Investments**

The consolidated financial statements incorporate the financial statements of the company and entities (including special purpose entities) controlled by the group (its subsidiaries). Control is achieved where the group has the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities.

The results of subsidiaries acquired or disposed of during the year are included in total comprehensive income from the effective date of acquisition and up to the effective date of disposal, as appropriate using accounting policies consistent with those of the parent. All intra-group transactions, balances, income and expenses are eliminated in full on consolidation.

**3.10 Research and development**

The company maintains a substantial database of marketing and research information. In accordance with FRS 102, the expenditure on the development and enlargement of this database is written off in the year it is incurred.

**Notes to the financial statements  
For the year ended 31 March 2020**

**3. Accounting policies (continued)**

**3.11 Operating leases**

Rentals under operating leases are charged to the statement of comprehensive income on a straight line basis over the lease term.

Benefits received and receivable as an incentive to sign an operating lease are recognised on a straight line basis over the period until the date the rent is expected to be adjusted to the prevailing market rate.

**3.12 Foreign currency translation**

**Functional currency and presentation currency**

The individual financial statements of each group entity are presented in the currency of the primary economic environment in which the entity operates (its functional currency). For the purpose of the consolidated financial statements, the results and financial position are presented in Sterling (£).

**Transactions and balances**

In preparing the financial statements of the individual entities, transactions in currencies other than the functional currency of the individual entities (foreign currencies) are recognised at the spot rate at the dates of the transactions, or at an average rate where this rate approximates the actual rate at the date of the transaction. At the end of each reporting period, monetary items denominated in foreign currencies are retranslated at the rates prevailing at that date. Non-monetary items that are measured in terms of historical cost in a foreign currency are not retranslated. Exchange differences are recognised in profit or loss in the period in which they arise. However, in the consolidated financial statements exchange differences arising on monetary items that form part of the net investment in a foreign operation are recognised in other comprehensive income and are not reclassified to profit or loss.

**Translation of group companies**

For the purpose of presenting consolidated financial statements, the assets and liabilities of the group's foreign operations are translated from their functional currency to Sterling (£) using the closing exchange rate. Income and expenses are translated using the average rate for the period, unless exchange rates fluctuated significantly during that period, in which case the exchange rates at the dates of the transactions are used. Exchange differences arising on the translation of group companies are recognised in other comprehensive income and are not reclassified to profit or loss.

**3.13 Dividends**

Dividends are recognised when they become legally payable. Interim dividends are recognised when paid. Final dividends are recognised when approved by the shareholders at an annual general meeting. Dividends on shares recognised as liabilities are recognised as expenses and classified within interest payable.

**3.14 Debtors**

Short term debtors are measured at transaction price, less any impairment. Loans receivable are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method, less any impairment.



**Notes to the financial statements  
For the year ended 31 March 2020**

**3. Accounting policies (continued)**

**3.15 Cash and cash equivalents**

Cash is represented by cash in hand and deposits with financial institutions repayable without penalty on notice of not more than 24 hours. Cash equivalents are highly liquid investments that mature in no more than three months from the date of acquisition and that are readily convertible to known amounts of cash with insignificant risk of change in value.

In the Consolidated statement of cash flows, cash and cash equivalents are shown net of bank overdrafts that are repayable on demand and form an integral part of the company's cash management.

**3.16 Creditors**

Short term creditors are measured at the transaction price. Other financial liabilities, including bank loans, are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method.

**3.17 Financial instruments**

The group has chosen to adopt Sections 11 and 12 of FRS 102 in respect of financial instruments.

The group only enters into basic financial instruments transactions that result in the recognition of financial assets and liabilities like trade and other accounts debtors and creditors, loans from banks and other third parties and loans to related parties.

Debt instruments (other than those wholly repayable or receivable within one year), including loans and other accounts receivable and payable, are initially measured at present value of the future cash flows and subsequently at amortised cost using the effective interest method. Debt instruments that are payable or receivable within one year, typically trade creditors or debtors, are measured, initially and subsequently, at the undiscounted amount of the cash or other consideration, expected to be paid or received. However, if the arrangements of a short-term instrument constitute a financing transaction, like the payment of a trade debt deferred beyond normal business terms or financed at a rate of interest that is not a market rate or in case of an out-right short-term loan not at market rate, the financial asset or liability is measured, initially, at the present value of the future cash flow discounted at a market rate of interest for a similar debt instrument and subsequently at amortised cost.

Financial assets that are measured at cost and amortised cost are assessed at the end of each reporting period for objective evidence of impairment. If objective evidence of impairment is found, an impairment loss is recognised in the Consolidated statement of comprehensive income.

For financial assets measured at amortised cost, the impairment loss is measured as the difference between an asset's carrying amount and the present value of estimated cash flows discounted at the asset's original effective interest rate. If a financial asset has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract.

Financial assets and liabilities are offset and the net amount reported in the Statement of financial position when there is an enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

Where the contractual obligations of financial instruments (including share capital) are equivalent to a similar debt instrument, those financial instruments are classed as financial liabilities. Financial liabilities are presented as such in the statement of financial position. Finance costs and gains or losses relating to financial liabilities are included in the statement of comprehensive income. Finance costs are calculated so as to produce a constant rate of return on the outstanding liability.

**Notes to the financial statements  
For the year ended 31 March 2020**

**3. Accounting policies (continued)**

**3.18 Holiday pay accrual**

A liability is recognised to the extent of any unused holiday pay entitlement which is accrued at the Statement of financial position date and carried forward to future periods. This is measured at the undiscounted salary cost of the future holiday entitlement so accrued at the Statement of financial position date.

**3.19 Long term incentive plan**

Certain members of the management team are remunerated through a long term incentive plan. This plan is a cash based scheme with amounts payable linked to performance of Euromonitor International Limited. This is the final year of the current scheme and the accrual is based on the amounts payable following the signing of the accounts.

**3.20 Pensions**

The company operates a defined contribution pension scheme and the pension charge represents the amounts payable by the company to the fund in respect of the year.

**3.21 Provisions for liabilities**

Provisions are made where an event has taken place that gives the group a legal or constructive obligation that probably requires settlement by a transfer of economic benefit, and a reliable estimate can be made of the amount of the obligation.

Provisions are charged as an expense to the Consolidated statement of comprehensive income in the year that the group becomes aware of the obligation, and are measured at the best estimate at the Statement of financial position date of the expenditure required to settle the obligation, taking into account relevant risks and uncertainties.

When payments are eventually made, they are charged to the provision carried in the Statement of financial position.

**3.22 Contingent liabilities**

Contingent liabilities, arising as a result of past events, are not recognised when (i) it is not probable that there will be an outflow of resources or that the amount cannot be reliably measured at the reporting date or (ii) when the existence will be confirmed by the occurrence or non-occurrence of uncertain future events not wholly within the company's control. Contingent liabilities are disclosed in the financial statements unless the probability of an outflow of resources is remote.

**3.23 Work in progress**

Work in progress is valued on the basis of direct cost plus attributable overheads based on normal level of activity. Provision is made for any foreseeable losses where appropriate. No element of profit is included in the valuation of work in progress.

**Notes to the financial statements  
For the year ended 31 March 2020**

**3. Accounting policies (continued)**

**3.24 Current and deferred taxation**

The tax expense for the year comprises current and deferred tax. Tax is recognised in the Consolidated statement of comprehensive income, except that a charge attributable to an item of income and expense recognised as other comprehensive income or to an item recognised directly in equity is also recognised in other comprehensive income or directly in equity respectively.

The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the reporting date in the countries where the company and the group operate and generate income.

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the Statement of financial position date, except that:

- The recognition of deferred tax assets is limited to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits;
- Any deferred tax balances are reversed if and when all conditions for retaining associated tax allowances have been met; and
- Where they relate to timing differences in respect of interests in subsidiaries, associates, branches and joint ventures and the group can control the reversal of the timing differences and such reversal is not considered probable in the foreseeable future.

Deferred tax balances are not recognised in respect of permanent differences except in respect of business combinations, when deferred tax is recognised on the differences between the fair values of assets acquired and the future tax deductions available for them and the differences between the fair values of liabilities acquired and the amount that will be assessed for tax. Deferred tax is determined using tax rates and laws that have been enacted or substantively enacted by the reporting date.

**3.25 Share capital**

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new ordinary shares or options are shown in equity as a deduction, net of tax, from proceeds.

**3.26 Related party transactions**

The group discloses transactions with related parties which are not wholly owned with the same group. It does not disclose transactions with members of the same group that are wholly owned.

**Notes to the financial statements  
For the year ended 31 March 2020**

**4. Judgements in applying accounting policies and key sources of estimation uncertainty**

The preparation of financial statements in conformity with FRS 102 requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. These are listed below:

**4.1 Taxation**

The group's tax expense on profit is the sum of the total current and deferred tax expense.

The group is a multinational with tax affairs in many geographical locations. This inherently leads to complexity in the group's tax structure and makes the degree of estimation and judgement challenging. The group make an assessment based on the best estimation and judgement.

The uncertain tax provisions are calculated by determining the single most likely cash flow for each issue rather than by applying a probability threshold and this methodology has been applied consistently year-on-year.

**4.2 Revenue recognition**

The group is required to make an estimate of the project completion levels in respect of contracts which straddle the year end for income recognition purposes. Estimates are based on expected total costs and revenues from each contract. Total expected costs are reviewed at each period and determined based on actual's to date versus management's historic experience in relation to similar contracts. This involves a level of judgement and therefore differences may arise between the actual and estimated result. Where immaterial differences arise they are recognised in the income statement for the following reporting period. Any material changes to these estimates would affect revenue recognised in the financial statements and the level of deferred or accrued income on the Statement of financial position.

**5. Turnover**

The whole of the turnover is attributable to that of publishing and provision of information services.

As permitted by Paragraph 68(5) of Schedule 1 (The Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008) disclosing the amount of turnover to each class has not been disclosed.

**6. Operating profit**

Operating profit is stated after charging/(crediting):

	<b>2020</b>	<b>2019</b>
	<b>£000</b>	<b>£000</b>
Depreciation of tangible assets	<b>1,395</b>	1,282
Research and development expenditure written off	<b>38,450</b>	37,296
Profit on disposal of tangible assets	<b>(10)</b>	(130)
Stock recognised as an expense	<b>1,136</b>	995
Foreign exchange gains	<b>(3,376)</b>	(3,172)
Operating lease rentals	<b>4,758</b>	4,277

**Notes to the financial statements  
For the year ended 31 March 2020**

**7. Auditors' remuneration**

	<b>2020</b> <b>£000</b>	2019 £000
Fees payable to the group's auditors and their associates for the audit of the group's annual financial statements	<u>60</u>	<u>58</u>
<b>Fees payable to the group's auditors and their associates in respect of:</b>		
All other services	87	-
All other non audit services not included above	<u>3</u>	<u>3</u>

**8. Employees**

Staff costs, including directors' remuneration, were as follows:

	<b>Group</b> <b>2020</b> <b>£000</b>	Group 2019 £000	<b>Company</b> <b>2020</b> <b>£000</b>	Company 2019 £000
Wages and salaries	73,400	71,008	30,245	32,446
Social security costs	5,026	6,499	2,981	3,268
Other pension costs	2,645	2,243	1,019	756
	<u>81,071</u>	<u>79,750</u>	<u>34,245</u>	<u>36,470</u>

The average monthly number of employees, including the directors, during the year was as follows:

	<b>Group</b> <b>2020</b> <b>Number</b>	Group 2019 Number	<b>Company</b> <b>2020</b> <b>Number</b>	Company 2019 Number
Sales and marketing	482	489	184	180
Content and delivery	753	723	174	202
Operations	99	90	58	53
	<u>1,334</u>	<u>1,302</u>	<u>416</u>	<u>435</u>

## Euromonitor International Limited

### Notes to the financial statements For the year ended 31 March 2020

#### 9. Directors' remuneration

	2020 £000	2019 £000
Directors' emoluments	3,661	2,463
Company contributions to defined contribution pension schemes	15	15
	<u>3,676</u>	<u>2,478</u>

During the year retirement benefits were accruing to 2 directors (2019: 2) in respect of defined contribution pension schemes.

The highest paid director received remuneration of £1.939m (2019: £1.142m).

#### 10. Interest receivable and similar income

	2020 £000	2019 £000
Other interest receivable	<u>412</u>	<u>340</u>

#### 11. Dividends

	2020 £000	2019 £000
Dividends declared and paid on equity capital	<u>24,560</u>	<u>20,933</u>

**Euromonitor International Limited**

**Notes to the financial statements**  
**For the year ended 31 March 2020**

**12. Tax on profit**

	<b>2020</b>	<b>2019</b>
	<b>£000</b>	<b>£000</b>
<b>Corporation tax</b>		
Current tax on profits for the year	<b>6,607</b>	5,276
Adjustments in respect of previous periods	<b>(10)</b>	(121)
	<u><b>6,597</b></u>	<u>5,155</u>
<b>Foreign tax</b>		
Foreign tax on income for the year	<b>2,271</b>	1,833
Foreign tax in respect of previous periods	<b>177</b>	(120)
	<u><b>2,448</b></u>	<u>1,713</u>
<b>Total current tax</b>	<u><b>9,045</b></u>	<u>6,868</u>
<b>Deferred tax</b>		
Origination and reversal of timing differences	<b>(148)</b>	(382)
Adjustments in respect of previous periods	<b>(105)</b>	5
Effect of change in tax rate	<b>(71)</b>	-
<b>Total deferred tax</b>	<u><b>(324)</b></u>	<u>(377)</u>
<b>Total tax charge for the year</b>	<u><b>8,721</b></u>	<u>6,491</u>

**Notes to the financial statements  
For the year ended 31 March 2020**

**12. Tax on profit (continued)**

**Factors affecting tax charge for the year**

The tax assessed for the year is higher than (2019 - higher than) the standard rate of corporation tax in the UK of 19% (2019: 19%). The differences are explained below:

	<b>2020 £000</b>	<b>2019 £000</b>
Profit before taxation	<b>41,399</b>	31,136
Profit before taxation multiplied by standard rate of corporation tax in the UK of 19% (2019: 19%)	<b>7,866</b>	5,916
<b>Effects of:</b>		
Expenses not deductible for tax purposes	<b>98</b>	315
Capital allowances for year in excess of depreciation	<b>66</b>	18
Higher rate taxes on overseas earnings	<b>421</b>	302
Adjustments in respect of previous periods	<b>(115)</b>	(116)
Other short term timing differences	<b>(98)</b>	(7)
Non-taxable income	<b>(90)</b>	(28)
Unrelieved foreign tax	<b>150</b>	177
Under provision in respect of previous periods (overseas)	<b>177</b>	(120)
Effect of changes in tax rates	<b>(71)</b>	33
Deferred tax not recognised	<b>-</b>	1
Tax losses	<b>47</b>	-
Transfer pricing adjustments	<b>270</b>	-
<b>Total tax charge for the year</b>	<b>8,721</b>	6,491

**Factors that may affect future tax charges**

In the March 2020 Budget the Government announced that from 1 April 2020 the corporation tax rate would remain at 19% (rather than reducing to 17%, as previously enacted). The proposal to keep the rate of 19% has been substantively enacted at the date of the Consolidated statement of financial position, the effects have been reflected in the financial statements.



**Notes to the financial statements  
For the year ended 31 March 2020**

**13. Tangible assets**

**Group**

	<b>Freehold property £000</b>	<b>Long-term leasehold property £000</b>	<b>Motor vehicles £000</b>	<b>Fixtures and fittings £000</b>	<b>Computer equipment £000</b>	<b>Total £000</b>
<b>Cost</b>						
At 1 April 2019	6,453	3,380	95	1,316	4,782	16,026
Additions	-	307	60	72	593	1,032
Disposals	-	-	(45)	(10)	(41)	(96)
Reclassification	(336)	336	(16)	-	-	(16)
Exchange adjustments	-	14	-	-	9	23
At 31 March 2020	<u>6,117</u>	<u>4,037</u>	<u>94</u>	<u>1,378</u>	<u>5,343</u>	<u>16,969</u>
<b>Accumulated depreciation</b>						
At 1 April 2019	882	1,836	76	788	2,919	6,501
Charge for the year	222	277	12	86	768	1,365
Disposals	-	-	(37)	(4)	(29)	(70)
Reclassification	373	(373)	(16)	-	-	(16)
Exchange adjustments	-	(4)	-	8	15	19
At 31 March 2020	<u>1,477</u>	<u>1,736</u>	<u>35</u>	<u>878</u>	<u>3,673</u>	<u>7,799</u>
<b>Net book value</b>						
At 31 March 2020	<u>4,640</u>	<u>2,301</u>	<u>59</u>	<u>500</u>	<u>1,670</u>	<u>9,170</u>
At 31 March 2019	<u>5,571</u>	<u>1,544</u>	<u>19</u>	<u>528</u>	<u>1,863</u>	<u>9,525</u>

During the year tangible assets have been reclassified between Freehold Property and Long-term leasehold property, to better reflect the nature of the asset.

**Notes to the financial statements  
For the year ended 31 March 2020**

**13. Tangible assets (continued)**

**Company**

	Freehold property £000	Long-term leasehold property £000	Motor vehicles £000	Fixtures and fittings £000	Computer equipment £000	Total £000
<b>Cost</b>						
At 1 April 2019	6,117	1,971	95	567	2,526	11,276
Additions	-	-	60	7	373	440
Disposals	-	-	(45)	-	-	(45)
Reclassification	-	-	(16)	-	-	(16)
Exchange adjustments	-	-	-	-	(1)	(1)
At 31 March 2020	6,117	1,971	94	574	2,898	11,654
<b>Accumulated depreciation</b>						
At 1 April 2019	801	1,282	76	292	1,303	3,754
Charge for the year	222	62	12	48	458	802
Disposals	-	-	(37)	-	-	(37)
Reclassification	373	(373)	(16)	-	-	(16)
Exchange adjustments	-	(1)	-	(2)	-	(3)
At 31 March 2020	1,396	970	35	338	1,761	4,500
<b>Net book value</b>						
At 31 March 2020	4,721	1,001	59	236	1,137	7,154
At 31 March 2019	5,316	689	19	275	1,223	7,522

During the year tangible assets have been reclassified between Freehold Property and Long-term leasehold property, to better reflect the nature of the asset.

# Euromonitor International Limited

## Notes to the financial statements For the year ended 31 March 2020

### 14. Investments

#### Company

	Investments in subsidiary companies £000
<b>Cost or valuation</b>	
At 1 April 2019	1,977
Additions	22
At 31 March 2020	1,999
<b>Net book value</b>	
At 31 March 2020	1,999
At 31 March 2019	1,977

#### Direct subsidiary undertakings

The following are direct subsidiary undertakings of the company:

Name	Country of incorporation	Class of shares	Holding	Principal activity	Registered address
Euromonitor Publications Limited	England	Ordinary	100%	Holding company	60-61 Britton Street, London, EC1M 5UX
Euromonitor International (Asia) PTE Limited	Singapore	Ordinary	100%	Publishers and market researchers	11 Keppel Road #06-00, ABI Plaza, Singapore, 089057
Euromonitor International (Shanghai) Co., Limited	China	Ordinary	95%	Publishers and market researchers	Unite 01-08, 11/F Cross Tower, No.318 Fuzhou Road, Shanghai, 200001
UAB Euromonitor International - Eastern Europe	Lithuania	Ordinary	100%	Publishers and market researchers	Joggilos Street, 4 Vilnius, LT-01116
Euromonitor Monitor (Pty) Limited	South Africa	Ordinary	100%	Publishers and market researchers	1 Waterford Place, Century Boulevard Century City, Cape Town, 7441

**Euromonitor International Limited****Notes to the financial statements  
For the year ended 31 March 2020****14. Investments (continued)****Direct subsidiary undertakings (continued)**

The following are direct subsidiary undertakings of the company:

<b>Name</b>	<b>Country of incorporation</b>	<b>Class of shares</b>	<b>Holding</b>	<b>Principal activity</b>	<b>Registered address</b>
Euromonitor International South America SPA	Chile	Ordinary	100%	Publishers and market researchers	Avenida Apoquindo 4501, 11th Floor, Office 1102, Las Condes, Santiago, 7580125
Euromonitor International (Australia) Pty Limited	Australia	Ordinary	100%	Publishers and market researchers	Suite 401, Level 4134, William Street, Sydney, NSW 2011
Euromonitor International Research & Consulting Ltda.	Brazil	Ordinary	100%	Publishers and market researchers	Alameda Xingu, 350, Edificio I-Tower16 andar, 1603 Alphaville, Barueri, SP06455-030
Euromonitor International (Nova Scotia) Limited	Canada	Ordinary	100%	Publishers and market researchers	1100-1959 Upper Water Street, Halifax, Nova Scotia, B3J 3N2
Euromonitor International Research and Consulting (India) Pvt Limited	India	Ordinary	100%	Publishers and market researchers	Unit No.N1503, 15 <sup>th</sup> Floor, World Trade Centre, Brigade Gateway Camous, #26/1, Dr.Rajkumar Road, Malleswaram Rajajinagar, Bangalore 560055
Euromonitor International (Hong Kong) Ltd	Hong Kong	Ordinary	100%	Publishers and market researchers	9/F V-Point, 18 Tang Lung Street, Causeway Bay, Hong King, China
Euromonitor International (Korea) Ltd	South Korea	Ordinary	100%	Publishers and market researchers	Three IFC Level 38, 10 Gukjegeumyung-ro, Youngdeungpo-gu, Seoul 07326, Korea
Euromonitor International GmbH	Germany	Ordinary	100%	Publishers and market researchers	Zollhof 8, Dusseldorf, 40221, Germany

## Euromonitor International Limited

### Notes to the financial statements For the year ended 31 March 2020

#### 14. Investments (continued)

##### Indirect subsidiary undertakings

The following is an indirect subsidiary undertaking of the company:

Name	Country of incorporation	Class of shares	Holding	Principal activity	Registered address
Euromonitor International Inc	USA	Ordinary	100%	Publishers and market researchers	1 North Deaburn, Suite 1700, Chicago, Illinois, 60602

#### 15. Stock

	Group 2020 £000	Group 2019 £000	Company 2020 £000	Company 2019 £000
Work in progress	776	1,136	776	1,136

Work in progress recognised in cost of sales during the year as an expense was £1,136k (2019: £995k).

#### 16. Debtors

	Group 2020 £000	Group 2019 £000	Company 2020 £000	Company 2019 £000
Trade debtors	35,508	36,552	32,218	34,575
Amounts owed by group undertakings	-	-	1,044	-
Other debtors	137	161	46	137
Prepayments and accrued income	3,501	3,557	2,238	2,466
Deferred tax asset (note 21)	1,607	1,287	799	626
	<b>40,753</b>	<b>41,557</b>	<b>36,345</b>	<b>37,804</b>

Trade debtors are stated after provisions for impairment of £1,605k (2019: £580k).

Amounts owed by group undertakings are unsecured, interest free, have no fixed date of repayment and are repayable on demand.

#### 17. Cash at bank and in hand

	Group 2020 £000	Group 2019 £000	Company 2020 £000	Company 2019 £000
Cash at bank and in hand	66,665	57,251	52,827	43,092

**Notes to the financial statements**  
**For the year ended 31 March 2020**

**18. Creditors: amounts falling due within one year**

	<b>Group</b>	<b>Group</b>	<b>Company</b>	<b>Company</b>
	<b>2020</b>	<b>2019</b>	<b>2020</b>	<b>2019</b>
	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>
Trade creditors	1,860	1,229	1,441	805
Amounts owed to group undertakings	-	-	-	1,140
Corporation tax	1,474	2,324	1,278	2,328
Other taxation and social security	2,091	1,912	1,317	1,519
Other creditors	1,708	1,561	1,197	1,124
Accruals	14,092	11,246	10,285	6,551
Deferred income	72,610	70,861	69,858	68,175
	<b>93,835</b>	<b>89,133</b>	<b>85,376</b>	<b>81,642</b>

Amounts owed to group undertakings are unsecured, interest free, have no fixed date of repayment and are repayable on demand.

**19. Creditors: amounts falling due after more than one year**

	<b>Group</b>	<b>Group</b>	<b>Company</b>	<b>Company</b>
	<b>2020</b>	<b>2019</b>	<b>2020</b>	<b>2019</b>
	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>
Accruals	-	5,000	-	5,000

**20. Financial instruments**

	<b>Group</b>	<b>Group</b>	<b>Company</b>	<b>Company</b>
	<b>2020</b>	<b>2019</b>	<b>2020</b>	<b>2019</b>
	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>
<b>Financial assets</b>				
Financial assets measured at amortised cost	103,087	95,100	86,912	81,406
<b>Financial liabilities</b>				
Financial liabilities measured at amortised cost	(17,658)	(12,747)	(12,926)	(8,997)

Financial assets measured at amortised cost comprise cash and cash equivalents, trade debtors, other debtors and amounts due by group undertakings.

Financial liabilities measured at amortised cost comprise bank loans, trade creditors, accruals, other creditors and amounts due to group undertakings.

# Euromonitor International Limited

## Notes to the financial statements For the year ended 31 March 2020

### 21. Deferred taxation

#### Group

	2020 £000	2019 £000
At beginning of year	1,287	910
Credited to Consolidated statement of comprehensive income	324	377
Foreign exchange	(4)	-
<b>At end of year</b>	<b>1,607</b>	<b>1,287</b>

#### Company

	2020 £000	2019 £000
At beginning of year	626	225
Credited to Consolidated statement of comprehensive income	173	401
<b>At end of year</b>	<b>799</b>	<b>626</b>

The deferred tax asset is made up as follows:

	Group 2020 £000	Group 2019 £000	Company 2020 £000	Company 2019 £000
Accelerated capital allowances	(199)	(222)	(361)	(257)
Other timing differences	1,806	1,509	1,160	883
	<b>1,607</b>	<b>1,287</b>	<b>799</b>	<b>626</b>

### 22. Called up share capital

	2020 £000	2019 £000
<b>Allotted and fully paid</b>		
50,009 (2019: 50,009) Z Ordinary shares of £0.51 each	26	26
20,004 (2019: 20,004) Y1 Ordinary shares of £0.24 each	5	5
30,005 (2019: 30,005) Y2 Ordinary shares of £0.24 each	7	7
	<b>38</b>	<b>38</b>

Y1 and Y2 shares carry 100 votes per share held. Z shares carry 1 vote per share.

**Notes to the financial statements**  
**For the year ended 31 March 2020**

**23. Contingent liabilities**

In 2011 the company incentivised senior management to grow the business and increase profitability via a Growth Share Ownership Plan. The plan was a success, the company's goals were achieved and the plan paid out in 2014.

HMRC are currently querying the tax treatment of the Growth Share Ownership Plan. It is the directors' opinion that any challenge for additional tax is unlikely to be successful and therefore no provision has been made.

If there was found to be a payment subject to employment tax the obligation is estimated to be approximately £14,567k plus interest and fines. This liability has been indemnified by participants and the company would look to reclaim £6,708k, leaving the potential exposure to the company estimated to be £7,858k plus interest and fines.

**24. Pension commitments**

The company operates a defined contribution pension scheme for its directors and employees. The assets of the scheme are held separately from those of the company in an independently administrated fund.

The pension cost for the year was £2,644k (2019: £2,243k). There was no significant prepaid or outstanding contribution at 31 March 2020.

**25. Commitments under operating leases**

At 31 March, the group and the company had future minimum lease payments under non-cancellable operating leases as follows:

	<b>Group 2020 £000</b>	<b>Group 2019 £000</b>	<b>Company 2020 £000</b>	<b>Company 2019 £000</b>
<b>Land and buildings</b>				
Within 1 year	<b>4,651</b>	4,180	<b>1,463</b>	1,347
Between 2 and 5 years	<b>8,922</b>	9,718	<b>1,224</b>	1,914
After more than 5 years	<b>6,151</b>	5,854	-	-
	<hr/>	<hr/>	<hr/>	<hr/>
	<b>Group 2020 £000</b>	<b>Group 2019 £000</b>	<b>Company 2020 £000</b>	<b>Company 2019 £000</b>
<b>Other operating leases</b>				
Within 1 year	<b>1,622</b>	711	<b>1,622</b>	711
Between 2 and 5 years	<b>3,178</b>	321	<b>3,178</b>	321
	<hr/>	<hr/>	<hr/>	<hr/>



**Notes to the financial statements  
For the year ended 31 March 2020**

**26. Related party transactions**

The company has taken advantage of the exemption under paragraph 33.1A from the provisions of FRS 102 not to disclose related party transactions with wholly owned subsidiaries.

The Directors of the company are considered the key management of the business. For Directors' remuneration details please refer to Note 9.

**27. Post balance sheet events**

The directors continue to review and estimate the impact of the Covid-19 pandemic on the business. The impact of the Covid-19 pandemic on the Group's operations is discussed within the principal risks and uncertainties within the Strategic Report on page 3. No adjustments to the key estimates and judgements that impact the Statement of financial position as at 31 March 2020 have been identified. There are no other post balance sheet events to disclose.

**28. Ultimate beneficial owners**

The ultimate beneficial owners are Robert Senior and Trevor Fenwick.

Euromonitor International Limited is the only company to consolidate the company's financial statement results.

Paper copies of the financial statements can be obtained from:  
60-61 Britton Street  
London  
EC1M 5UX