

Company Registration No. 01745463 (England and Wales)

ROBERT W. BAIRD LIMITED
ANNUAL REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2017

THURSDAY



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13/09/2018
COMPANIES HOUSE

ROBERT W. BAIRD LIMITED

COMPANY INFORMATION

Directors	D Silver J Langenfeld S Booth S Holt
Secretary	TMF Corporate Administration Services Limited
Company number	01745463
Registered office	Finsbury Circus House 15 Finsbury Circus London England EC2M 7EB
Auditor	KPMG LLP 15 Canada Square London E14 5GL

ROBERT W. BAIRD LIMITED

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ROBERT W. BAIRD LIMITED

STRATEGIC REPORT

FOR THE YEAR ENDED 31 DECEMBER 2017

The directors present the strategic report for the year ended 31 December 2017.

Review of the business

The twin business lines of institutional equity sales and corporate finance generated revenues of £33,096,835 (2016: £42,108,507), a year on year decrease of 21%, producing an operating profit of £1,667,606 (2016: £9,379,925). The decrease in revenues is reflective of the decreased Institutional Equity Research activity. Robert W. Baird Limited ("the Company") made a loss before tax of £619,461 compared to the prior year profit of £13,082,922. This also reflects a foreign exchange loss of £2,489,906 (2016: gain of £3,691,730) as part of the group currency hedging strategy. Details of the results for the year are set out in the statement of comprehensive income. The directors consider that the Company is in a satisfactory position for the forthcoming year, but do recognise that the Company is in a cyclical business that closely follows financial market conditions.

Key performance indicators (KPIs)

The directors monitor a number of KPIs including the number of local deals completed by the investment banking division which decreased to 15 in 2017 from 20 in 2016. The number of institutional sales clients of the Institutional Equity Research division decreased to 179 in 2017 from 239 in 2016.

Principal risks and uncertainties

The Company's operations expose it to a variety of financial risks that include credit risk, liquidity risk and currency risk. These risks are monitored at a global Group level. The Group seeks to limit any adverse effects on the financial performance of the Company. Given the size of the Company, the directors have not delegated the responsibility of monitoring financial risk management to a sub-committee of the board. Material risks are reviewed by the board, primarily through the company's board and policies which are implemented by the Company's finance and compliance departments.

Credit risk

The amount of exposure to any individual counterparty is monitored and continually assessed on a case by case basis.


Liquidity risk

The Company maintains cash reserves ensuring it has sufficient available long-term funds for its operations, these are monitored at a Company and Group level.

Currency risk

The Company is exposed to currency risk from its relationships with both its German business, and with its US parent. The main exposure arises from the Group holding a proportion of its cash in USD as part of the wider Group's hedging strategy. This is monitored by the Finance department, and also by the wider Group.

On behalf of the board



S Holt

Director

29 March 2018

ROBERT W. BAIRD LIMITED

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2017

The directors present their annual report and financial statements for the year ended 31 December 2017.

Principal activities

The principal activity of the Company continued to be that of institutional equity sales and corporate finance services.

Directors

The directors who held office during the year and up to the date of signature of the financial statements were as follows:

D Silver
J Langenfeld
S Booth
S Holt

Results and dividends

The results for the year are set out on page 7.

The directors did not propose a dividend in 2017 (2016: £6,500,000).

Events since the balance sheet date

An interim dividend of £14.9m was paid in March 2018.

Future developments

The Board intends to continue to develop the provision of institutional equity sales and corporate finance services provided by the Company.

Auditor

KPMG LLP were appointed as auditor to the company in accordance with section 485 of the Companies Act 2006, and having expressed their willingness to continue in office, will be deemed reappointed for the next financial year in accordance with section 487(2) of the Companies Act 2006 unless the company receives notice under section 488(1) of the Companies Act 2006.

ROBERT W. BAIRD LIMITED

DIRECTORS' REPORT (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2017

Going concern

The directors, having regard to the matters detailed above, have prepared the financial statements on a going concern basis. The Company has been loss-making during a period of difficult foreign currency market conditions, but is reporting net current assets of £21,605,425 (2016: £22,194,813) at 31 December 2017. The majority of company assets are retained in cash and cash equivalents, giving a healthy liquidity position.

To the best of our knowledge:

- the financial statements, prepared in accordance with United Kingdom Generally Accepted Accounting Practice give a true and fair view of the assets, liabilities, financial position and profit or loss of the company; and
- the annual report, including the strategic report includes a fair review of the development and performance of the business and the position of the company, together with a description of the principal risks and uncertainties that the Company faces.

On behalf of the board



S Holt

Director

29 March 2018

ROBERT W. BAIRD LIMITED

DIRECTORS' RESPONSIBILITIES STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2017

The directors are responsible for preparing the Strategic Report, the Directors' Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law they have elected to prepare the financial statements in accordance with UK accounting standards and applicable law (UK Generally Accepted Accounting Practice), including FRS 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland*.

Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- assess the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern; and
- use the going concern basis of accounting unless they either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are 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, and have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the company and to prevent and detect fraud and other irregularities.

ROBERT W. BAIRD LIMITED

INDEPENDENT AUDITOR'S REPORT

TO THE MEMBERS OF ROBERT W. BAIRD LIMITED

Opinion

We have audited the financial statements of Robert W. Baird Limited ("the company") for the year ended 31 December 2017 which comprise the Statement of Comprehensive Income, the Balance Sheet, the Statement of Changes in Equity and related notes, including the accounting policies in note 1.

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2017 and of its loss for the year then ended;
- have been properly prepared in accordance with UK accounting standards, including FRS 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland*; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs (UK)") and applicable law. Our responsibilities are described below. We have fulfilled our ethical responsibilities under, and are independent of the company in accordance with, UK ethical requirements including the FRC Ethical Standard. We believe that the audit evidence we have obtained is a sufficient and appropriate basis for our opinion.

Going concern

We are required to report to you if we have concluded that the use of the going concern basis of accounting is inappropriate or there is an undisclosed material uncertainty that may cast significant doubt over the use of that basis for a period of at least twelve months from the date of approval of the financial statements. We have nothing to report in these respects.

Strategic report and directors' report

The directors are responsible for the strategic report and the directors' report. Our opinion on the financial statements does not cover those reports and we do not express an audit opinion thereon.

Our responsibility is to read the strategic report and the directors' report and, in doing so, consider whether, based on our financial statements audit work, the information therein is materially misstated or inconsistent with the financial statements or our audit knowledge. Based solely on that work:

- we have not identified material misstatements in the strategic report and the directors' report;
- in our opinion the information given in those reports for the financial year is consistent with the financial statements; and
- in our opinion those reports have been prepared in accordance with the Companies Act 2006.

Matters on which we are required to report by exception

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

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

We have nothing to report in these respects

ROBERT W. BAIRD LIMITED

INDEPENDENT AUDITOR'S REPORT (CONTINUED) TO THE MEMBERS OF ROBERT W. BAIRD LIMITED

Directors' responsibilities

As explained more fully in their statement set out on page 4, the directors are responsible for: the preparation of the financial statements and for being satisfied that they give a true and fair view; 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; assessing 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 they either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities

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 our opinion in an auditor's report. Reasonable assurance is a high level of assurance, but does not 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 aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

A fuller description of our responsibilities is provided on the FRC's website at www.frc.org.uk/auditorsresponsibilities.

The purpose of our audit work and to whom we owe our responsibilities

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members, as a body, for our audit work, for this report, or for the opinions we have formed.



Jonathan Martin (Senior Statutory Auditor)
for and on behalf of KPMG LLP, Statutory Auditor
Chartered Accountants
15 Canada Square
Canary Wharf
London
E14 5GL
29 March 2018

ROBERT W. BAIRD LIMITED

STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2017

	Notes	2017 £	2016 £
Turnover	3	33,096,835	42,108,507
Administrative expenses		(31,429,229)	(32,728,582)
Operating profit		1,667,606	9,379,925
Interest receivable and similar income	8	202,839	36,706
Interest payable and similar expenses	9	-	(25,439)
Other finance (expense)/income	10	(2,489,906)	3,691,730
(Loss)/profit before taxation	4	(619,461)	13,082,922
Taxation	11	30,073	(2,590,280)
(Loss)/profit for the financial year		(589,388)	10,492,642
Total comprehensive income for the year		(589,388)	10,492,642

The Statement of comprehensive income has been prepared on the basis that all operations are continuing operations.

The notes on pages 10 to 17 form an integral part of these Financial Statements.

ROBERT W. BAIRD LIMITED

BALANCE SHEET

AS AT 31 DECEMBER 2017

	Notes	2017 £	£	2016 £	£
Current assets					
Debtors	13	1,605,834		387,147	
Cash at bank and in hand		26,684,644		30,224,578	
		<u>28,290,478</u>		<u>30,611,725</u>	
Creditors: amounts falling due within one year	14	(6,685,053)		(8,416,912)	
Net current assets		<u>21,605,425</u>		<u>22,194,813</u>	
Capital and reserves					
Called up share capital	16	2,900,000		2,900,000	
Capital redemption reserve		1,159,000		1,159,000	
Profit and loss reserve		<u>17,546,425</u>		<u>18,135,813</u>	
Shareholder's Funds		<u>21,605,425</u>		<u>22,194,813</u>	

The notes on pages 10 to 17 form an integral part of these Financial Statements.

The financial statements were approved by the board of directors and authorised for issue on 29 March 2018 and are signed on its behalf by:



S Holt
Director

Company Registration No. 01745463

ROBERT W. BAIRD LIMITED

STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2017

	Notes	Share capital £	Capital redemption reserve £	Profit and loss reserve £	Total £
Balance at 1 January 2016		2,900,000	1,159,000	14,143,171	18,202,171
Year ended 31 December 2016:					
Profit and total comprehensive income for the year		-	-	10,492,642	10,492,642
Dividends	12	-	-	(6,500,000)	(6,500,000)
Balance at 31 December 2016		2,900,000	1,159,000	18,135,813	22,194,813
Year ended 31 December 2017:					
Loss and total comprehensive income for the year		-	-	(589,388)	(589,388)
Balance at 31 December 2017		2,900,000	1,159,000	17,546,425	21,605,425

The notes on pages 10 and 17 form an integral part of these Financial Statements.

ROBERT W. BAIRD LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2017

1 Accounting policies

Company information

Robert W. Baird Limited is a private company limited by shares incorporated in England and Wales. The registered office is Finsbury Circus House, 15 Finsbury Circus, London, England, EC2M 7EB.

1.1 Accounting convention

These financial statements have been prepared in accordance with FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" ("FRS 102") and the requirements of the Companies Act 2006.

The financial statements are prepared in sterling, which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest pound.

The financial statements have been prepared on the historical cost convention, modified to include the revaluation of certain financial instruments at fair value. The principal accounting policies adopted are set out below.

1.2 Going concern

At the time of approving the financial statements, the directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. Thus the directors continue to adopt the going concern basis of accounting in preparing the financial statements.

1.3 Turnover

Turnover comprises revenue generated from Institutional Equity Sales services and corporate finance fees. Institutional Equity Sales services represents fees earned for client introduction and relationship management. These are recognised on a straight-line basis over the specified period. Corporate finance fees relate to fees earned through financial intermediary work on behalf of clients. Corporate finance fees are recognised on completion of a contract or where the substance of a contract is that a right to consideration will arise at the occurrence of a critical event, at the point that the event occurs.

1.4 Financial instruments

The company has applied the provisions of Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instruments Issues' of FRS 102 to all of its financial instruments.

Financial instruments are recognised in the company's balance sheet when the company becomes party to the contractual provisions of the instrument.

Financial assets and liabilities are offset, with the net amounts presented in the financial statements, when there is a legally 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.

Basic financial assets

Basic financial assets, which include debtors and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest. Financial assets classified as receivable within one year are not amortised.

ROBERT W. BAIRD LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2017

1 Accounting policies

(Continued)

Impairment of financial assets

Financial assets, other than those held at fair value through profit and loss, are assessed for indicators of impairment at each reporting end date.

Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows have been affected. If an asset is impaired, the impairment loss is the difference between the carrying amount and the present value of the estimated cash flows discounted at the asset's original effective interest rate. The impairment loss is recognised in profit or loss.

If there is a decrease in the impairment loss arising from an event occurring after the impairment was recognised, the impairment is reversed. The reversal is such that the current carrying amount does not exceed what the carrying amount would have been, had the impairment not previously been recognised. The impairment reversal is recognised in profit or loss.

Derecognition of financial assets

Financial assets are derecognised only when the contractual rights to the cash flows from the asset expire or are settled, or when the company transfers the financial asset and substantially all the risks and rewards of ownership to another entity, or if some significant risks and rewards of ownership are retained but control of the asset has transferred to another party that is able to sell the asset in its entirety to an unrelated third party.

Classification of financial liabilities

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

Basic financial liabilities

Basic financial liabilities, including trade and other payables, bank loans, loans from fellow group companies and preference shares that are classified as debt, are initially recognised at transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future receipts discounted at a market rate of interest.

Debt instruments are subsequently carried at amortised cost, using the effective interest rate method.

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Amounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Trade payables are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest method.

Derecognition of financial liabilities

Financial liabilities are derecognised when the company's contractual obligations expire or are discharged or cancelled.

1.5 Equity instruments

Equity instruments issued by the company are recorded at the proceeds received, net of direct issue costs. Dividends payable on equity instruments are recognised as liabilities once they are no longer at the discretion of the Company.

1.6 Taxation

Tax expense represents the sum of the tax currently payable and deferred tax.

ROBERT W. BAIRD LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2017

1 Accounting policies

(Continued)

Current tax

The tax currently payable is based on taxable profit for the year. Taxable profit differs from net profit as reported in the profit and loss account because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the reporting end date.

Deferred tax

Deferred tax is provided for at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantially enacted by the balance sheet date. Deferred tax is recognised on all timing differences where the transactions or events that give the group an obligation to pay more tax in the future, or a right to pay less tax in the future, have occurred by the balance sheet date. Deferred tax assets are recognised when it is more likely than not that they will be recovered. Deferred tax is measured using rates of tax that have been enacted or substantively enacted by the balance sheet date.

1.7 Employee benefits

The costs of short-term employee benefits are recognised as a liability and an expense.

The cost of any unused holiday entitlement is recognised in the period in which the employee's services are received.

Termination benefits are recognised immediately as an expense when the company is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

1.8 Retirement benefits

The Group operates a money purchase scheme into which defined contributions are made. The pension costs charged against profits are the contributions payable to the scheme in respect of the accounting period.

1.9 Related party transactions

The Company has taken advantage of the exemptions available under paragraph 33.1A of FRS 102 "Related Party Disclosures", not to disclose transactions that have taken place between members of the group where the party to the transaction is a wholly owned member.

1.10 Cash flow statement

The Company has elected to take advantage of the reduced disclosures for subsidiaries offered in FRS 102 to opt out of preparing a cash flow statement. The Company is a wholly owned subsidiary undertaking of Robert W. Baird Group Limited, whose consolidated financial statements include those of the Company and are publicly available.

1.11 Cash at bank and in hand

"Cash at bank and in hand", which totals £26.7m at 31 December 2017 (2016; £30.2m), includes cash held in "liquidity funds" of £23.1m at 31 December 2017 (2016; £26.7m). A liquidity fund is a collective investment scheme whose aim is to replicate the characteristics of cash at bank and whose features include access on demand and low capital risk, as the liquidity fund invests exclusively in short-dated US government backed treasury bills and other short-dated investment grade bonds. The Company has deposited cash in liquidity funds to reduce its counterparty exposure to individual commercial banks.

ROBERT W. BAIRD LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2017

2 Judgements and key sources of estimation uncertainty

In the application of the company's accounting policies, the directors are required to make judgements, estimates and assumptions about the carrying amount of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised where the revision affects only that period, or in the period of the revision and future periods where the revision affects both current and future periods.

The key judgement, estimate and assumption identified relates to revenue recognition. This is explained in more detail on accounting policy 1.3.

3 Turnover

An analysis of the company's turnover is as follows:

	2017 £	2016 £
Turnover		
Institutional Equity Research	7,018,138	15,438,815
Investment Banking UK	26,078,697	26,669,692
	<u>33,096,835</u>	<u>42,108,507</u>

Turnover analysed by geographical market

	2017 £	2016 £
Europe	24,492,386	36,093,933
Rest of the World	8,604,449	6,014,574
	<u>33,096,835</u>	<u>42,108,507</u>

4 Profit before taxation

	2017 £	2016 £
Profit before taxation is stated after charging/(crediting):		
Charge from parent company for depreciation of tangible assets	335,017	361,569
Foreign currency translation	2,489,906	(3,691,730)
	<u>2,824,923</u>	<u>(3,330,161)</u>

ROBERT W. BAIRD LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2017

5 Auditor's remuneration

	2017 £	2016 £
Fees payable to the company's auditor and its associates:		
For audit services		
Audit of the company's financial statements	25,000	22,000
Other assurance services	5,000	5,000
	<u>30,000</u>	<u>27,000</u>

6 Employees

Staff are employed by Robert W. Baird Group Limited with a service charge paid by Robert W. Baird Limited. Staff numbers and staff costs, together with details of the Group money purchase scheme are disclosed in the financial statements of Robert W. Baird Group Limited.

7 Directors' remuneration

	2017 £	2016 £
Remuneration for qualifying services	4,205,225	4,457,737
Company pension contributions to defined contribution schemes	25,500	25,500
	<u>4,230,725</u>	<u>4,483,237</u>

The number of directors for whom retirement benefits are accruing under defined contribution schemes amounted to 2 (2016 - 2).

Remuneration disclosed above include the following amounts paid to the highest paid director:

	2017 £	2016 £
Remuneration for qualifying services	2,644,839	2,871,574
Company pension contributions to defined contribution schemes	13,500	13,500
	<u></u>	<u></u>

8 Interest receivable and similar income

	2017 £	2016 £
Interest income		
Interest on bank deposits	202,839	36,706
	<u></u>	<u></u>

9 Interest payable and similar expenses

	2017 £	2016 £
Other interest	-	25,439
	<u></u>	<u></u>

ROBERT W. BAIRD LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2017

10 Other finance income

Other finance income relates to the foreign exchange gains and losses incurred as part of group commercial currency hedging strategy. This relates to funds held in US Dollars and Euros.

11 Taxation

	2017 £	2016 £
Current tax		
UK corporation tax on (losses)/profits for the current period	(30,073)	2,590,280

The actual (credit)/charge for the year can be reconciled to the expected (credit)/charge for the year based on the profit or loss and the standard rate of tax as follows:

	2017 £	2016 £
(Loss)/profit before taxation	(619,461)	13,082,922
Expected tax (credit)/charge based on the standard rate of corporation tax in the UK of 19.25% (2016: 20.00%)	(119,246)	2,616,584
Tax effect of expenses that are not deductible in determining taxable profit	92,612	92,431
Adjustments in respect of prior years	(3,439)	(118,735)
Taxation (credit)/charge for the year	(30,073)	2,590,280

12 Dividends

	2017 £	2016 £
Interim paid	-	6,500,000

13 Debtors

	2017 £	2016 £
Amounts falling due within one year:		
Trade debtors	317,896	348,582
Corporation tax recoverable	96,660	-
Amounts owed by group undertakings	1,191,278	38,565
	1,605,834	387,147

Trade debtors disclosed above are measured at amortised cost.

Prepayments and accrued income includes revenue accrued for corporate finance assignments for which the Company had fulfilled its contractual obligations. All amounts accrued were invoiced following the year end.

ROBERT W. BAIRD LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2017

14 Creditors: amounts falling due within one year

	2017 £	2016 £
Amounts due to group undertakings	6,660,053	6,924,271
Corporation tax	-	1,492,641
Accruals and deferred income	25,000	-
	<u>6,685,053</u>	<u>8,416,912</u>

15 Retirement benefit schemes

	2017 £	2016 £
Defined contribution schemes		
Charge to profit or loss in respect of defined contribution schemes	<u>406,186</u>	<u>390,100</u>

The Company operates a defined contribution pension scheme for all qualifying employees. The assets of the scheme are held separately from those of the Company in an independently administered fund.

16 Share capital

	2017 £	2016 £
Ordinary share capital		
Issued and fully paid		
2,900,000 Ordinary shares of £1 each	<u>2,900,000</u>	<u>2,900,000</u>
	<u>2,900,000</u>	<u>2,900,000</u>

The shares have attached to them full voting, dividend and capital distribution rights. They do not confer any rights of redemption.

The Company's other reserves are as follows:

The called-up share capital represents the nominal value of shares that have been issued.

The profit and loss reserve represents all current and prior period retained profits and losses.

17 Control

The Company's ultimate parent company is Baird Financial Group, incorporated in the United States of America. The smallest group in which the results of the Company are consolidated is that headed by Robert W. Baird Group Limited, the consolidated financial statements of which may be obtained from Finsbury Circus House, 15 Finsbury Circus, London, EC2M 7EB.

The largest group in which the results of the Company are consolidated is that headed by Baird Financial Group, the consolidated financial statements of which may be obtained from 777 East Wisconsin Avenue, Milwaukee, Wisconsin 53202-4797, USA.

ROBERT W. BAIRD LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) ***FOR THE YEAR ENDED 31 DECEMBER 2017***

18 The Financial Conduct Authority

Robert W. Baird Limited is authorised and regulated by the Financial Conduct Authority.

19 Events after the reporting period

An interim dividend of £14.9m was paid in March 2018.