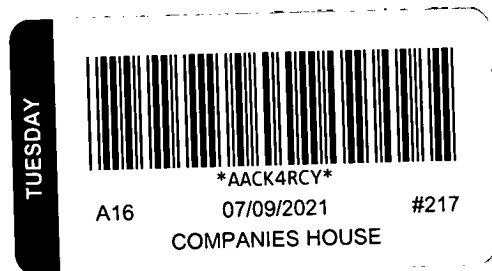


**COMPANY REGISTRATION NUMBER: 02009040**

**JUPITER UNIT TRUST MANAGERS LIMITED  
ANNUAL REPORT AND FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2020**



## **JUPITER UNIT TRUST MANAGERS LIMITED**

<b>CONTENTS</b>	<b>PAGE</b>
STRATEGIC REPORT	3
DIRECTORS' REPORT	7
INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF JUPITER UNIT TRUST MANAGERS LIMITED	9
STATEMENT OF COMPREHENSIVE INCOME	12
BALANCE SHEET	13
STATEMENT OF CHANGES IN EQUITY	14
NOTES TO THE FINANCIAL STATEMENTS	15

**JUPITER UNIT TRUST MANAGERS LIMITED**  
**STRATEGIC REPORT**  
**FOR THE YEAR ENDED 31 DECEMBER 2020**

---

The Directors present their Strategic Report for Jupiter Unit Trust Managers Limited (the “Company”) for the year ended 31 December 2020.

**PRINCIPAL ACTIVITIES**

The principal activity of the Company is the management and administration of mutual funds and investment trusts. The Company is authorised and regulated by the Financial Conduct Authority (the “FCA”). The Company is a subsidiary of Jupiter Fund Management plc and is part of a group of companies known collectively as the Jupiter group (the “Group”).

**REVIEW OF THE BUSINESS**

**Results and key performance indicators**

The operating profit for the year was £11.8m (2019: £20.2m). During the year, dividends of £3.4m were paid (2019: £24.1m). No final dividend is proposed (2019: £nil). The profit for the year was £11.1m (2019: £17.8m). This decrease is primarily due to the establishment of Jupiter Asset Management International S.A. (“JAMI”) and subsequent cessation of the Manco contract for SICAV assets in March 2019. The Company has been exposed to the wider market impacts of the Covid-19 pandemic, the effects have been evidenced primarily in falling asset values in the first half of the year, but also in redemptions across all funds resulting in lower assets under management.

Revenue, which is predominantly management fees, reduced by £64.8m, a decrease of 20.0% (2019: 30.1% decrease). Cost of sales which consists of distribution costs fell by £4.1m, a decrease of 15.2% (2019: 12.6% decrease) due to the continued shift toward investment into clean (non-commission paying) share classes. Gross sales of mutual funds were £5.8bn, gross outflows were £8.7bn resulting in negative net sales of £2.9bn for 2020 (2019: £5.9bn and £3.3bn outflows).

At 31 December 2020 assets under management were £24.9 billion, consisting of Unit Trusts (£24.6bn) and Investment Trusts (£0.3bn), which compares to £27.4bn at 31 December 2019, consisting of Unit Trusts (£27.1bn) and Investment Trusts (£0.3bn). One new unit trust launched in the year (European Smaller Companies Fund) and two unit trusts closed (UK Alpha and Jupiter Enhanced Distribution Funds) leaving the total number of authorised unit trusts at the end of 2020 at 38 (2019: 39). No investment trusts were launched or closed in the year leaving the total number of authorised investment trusts at the end of 2020 at 4 (2019: 4).

At 31 December 2020, the Company’s net assets were £29.7m (2019: £22.0m).

The Company moved to an Aggregated Operating Fee (“AOF”) model in May 2020. The result of which being non-annual management charge expenses, otherwise billed to each unit trust, being covered by the Group. Each fund therefore would carry an Annual Management Charge (“AMC”) and an AOF, ending the current Registration Fee model.

The Directors of Jupiter Fund Management plc manage the Group’s operations on a single operating segment basis. The Company’s Directors believe that analysis using key performance indicators for the Company is not necessary or appropriate for an understanding of the development, performance or position of the business of the Company. The development, performance and position of the Group, which includes the Company, is discussed in the ‘Strategic Report’ section of the Group’s Annual Report which does not form part of this report.

**Principal risks and uncertainties**

The management of the business and the execution of the Company’s strategy are subject to several risks. The Company has developed a risk assessment/management process that ensures all functions within the organisation identify and prioritise risks and that all significant risks are recorded and managed. Each part of the business is responsible for developing and maintaining procedures and controls. Operational activities that are outsourced to third party providers are monitored on a regular basis.

The Company operates in a competitive environment and the business is reliant on continuing demand for its investment products, which is influenced by several factors including investment performance and retention of key personnel.

**JUPITER UNIT TRUST MANAGERS LIMITED**  
**STRATEGIC REPORT (CONTINUED)**  
**FOR THE YEAR ENDED 31 DECEMBER 2020**

---

**REVIEW OF THE BUSINESS (CONTINUED)**

The industry is sensitive to economic, political and market factors, such as the Brexit vote which took place in June 2016. A large proportion of assets under management are invested in equities and therefore the Company's profits are sensitive to fluctuations in equity markets. Taxation, legal and regulatory factors also influence the markets in which the Company operates. The industry is highly regulated and change in laws and regulations governing the industry could have an adverse effect on the Company.

From the perspective of the Company, the principal risks and uncertainties are integrated with the principal risks of the Group and are not managed separately. The principal risks and uncertainties of the Group, which include those of the Company, are discussed in the 'Principal Risks and Mitigations' section of the Group's Annual Report.

**SECTION 172**

**Section 172 (1) Statement and Statement of engagement with employees and other stakeholders in accordance with the Companies Act 2006 (as amended by the Companies Miscellaneous Reporting) Regulations 2018)**

This Statement focuses on how the Directors have had regard during the year to the matters set out in Section 172 (1) (a) to (f) of the Act when performing their duty to promote the success of the Company under Section 172.

In accordance with the Large and Medium Sized Companies and Groups (Accounts and Reports) Regulations 2008 (as amended by the Companies Miscellaneous Reporting) Requirements 2018, this Statement also provides details of how the Directors have engaged with and had regard to, the interests of our key stakeholders.

In the performance of its duty to promote the success of the Company, the Board has regard to a number of matters, including the likely consequences of any decisions in the long-term and listening to the views of the Company's key stakeholders to build trust and to ensure it fully understands the potential impacts of the decisions it makes. Prior to making any decision, the Board identifies and considers competing stakeholder interests, priorities and views to ensure that decisions are fair and balanced and are within the wider duty for the Board to promote the long-term success of the Company.

The Board fulfils these duties partly by delegation through a comprehensive corporate governance framework which operates across the Group, each of the governance Committees then reports on its activities to the Board and across the wider Group. Our product development and governance structure brings together our Investment Management and Distribution teams, to ensure our product offering is aligned to client needs.

The strategic report provides an overview of the performance of the business and the principal risks and uncertainties faced by the business. We are committed to maintaining high standards of business conduct and our culture encourages our people to act with integrity at all times. Our Group wide policies and procedures, governance framework, code of conduct and training all support this. We operate a confidential whistle blowing line to enable all employees of the Group to report concerns or breaches of policies or procedures.

**Clients and Business Partners**

Our clients and business partners are key to ensuring the long-term success of the Company and as a result, it is important to develop and maintain strong client relationships. They are the people and firms that invest in our funds and are at the core of our business. Our purpose is to help them achieve their long-term investment objectives and our engagement helps us to understand how those objectives will evolve. This enables us to develop products aligned to their requirements and long-term goals.

Our Distribution Team are primarily responsible for engagement with our clients and our Investment Management Team engage with clients and provide details of their investment process and thought leadership.

To ensure that we maintained strong client relationships during the period of uncertainty arising from the Covid-19 pandemic, we accelerated our use of digital communications and increased our engagement with clients through a series of virtual events. In addition, our Distribution and Investment teams engaged regularly with our distribution partners through a series of meetings and briefings.

Jupiter's Global Head of Distribution serves as Chairman of the Board and his team regularly provide feedback to the Board on client matters.

**JUPITER UNIT TRUST MANAGERS LIMITED**  
**STRATEGIC REPORT (CONTINUED)**  
**FOR THE YEAR ENDED 31 DECEMBER 2020**

---

**SECTION 172 (CONTINUED)**

The Product Governance Committee has responsibility for the review and challenge of the product development and management framework and for ensuring that the product lifecycle decisions are conducted within an appropriate governance and control framework to meet the needs of the underlying clients. We work on an ongoing basis with our distribution partners to understand market trends, and, most importantly, client needs, and we include these views alongside direct feedback from investors where available, in our product design process.

In addition, during the year, the Board held several workshops and specific meetings to ensure full review, consideration, challenge and input into the Assessment of Value report for the UK Unit Trust range and ensured action was taken to drive improvements with a particular focus on ensuring our funds delivered value for our clients.

The acquisition of Merian brought a significant number of new funds into Jupiter and a focus of the Board during the year was on our product strategy. We considered and discussed the consolidation and rationalisation of the product range, to ensure we have the right products in the right jurisdictions.

**Regulator**

The Company is regulated by the Financial Conduct Authority (FCA) and engages with the FCA in an open and transparent manner. Our Compliance Team are primarily responsible for engaging with regulators and provide regular reports to the Board on compliance activities, monitoring, regulatory engagement and developments.

**Suppliers**

We value the relationship we have with our key suppliers. They are fundamental to our business success and we ensure that there is an appropriate oversight framework in place.

Wherever possible we look to reduce and mitigate risk, optimise specification and optimise supply chain costs. This includes ensuring that our suppliers are paid promptly for goods or services received. Each Department engages with their respective suppliers and there is a Procurement Team who are responsible for ensuring oversight of key suppliers, including ensuring that appropriate service level agreements and key performance indicators are in place and that these are closely monitored to ensure that service delivery standards are met.

**Society**

The Jupiter Group aims to provide value to society through a number of initiatives. This includes stewardship of the assets invested on behalf of our clients, the communities the Group operates in, charitable causes and wider society. The impact of climate change is one of the key issues facing our society and one which impacts all companies. The Group engages with companies on their response to climate change, to protect the value of clients' portfolios and to minimise the Group's direct environmental impact, and integrates material Environmental, Social and Governance (ESG) considerations into investment decisions as part of its active management philosophy.

Further information can be found in the Corporate Social Responsibility section of the Group Annual Report and Accounts.

**Employees**

The Company forms part of the Jupiter Group and did not have any employees throughout the year.

**JUPITER UNIT TRUST MANAGERS LIMITED**  
**STRATEGIC REPORT (CONTINUED)**  
**FOR THE YEAR ENDED 31 DECEMBER 2020**

---

**FINANCIAL RISK MANAGEMENT**

In accordance with the rules of the Financial Conduct Authority, the Group has published information on its risk management objectives and policies on its regulatory requirements and resources. This information is available on the Jupiter Group website ([www.jupiteram.com](http://www.jupiteram.com)).

The Company's operations expose it to a variety of financial risks including foreign exchange risk, interest rate cash flow risk and credit risk. The Company operates systems and controls to mitigate any adverse effects across the range of risks.

*Foreign Exchange Risk*

The Company earns fees in foreign currencies from several overseas clients. The Company's policy is to hold only a minimum amount of currency to cover operational needs and therefore converts foreign currency into sterling on receipt. Direct exposure is therefore limited to the short-term outstanding currency fee debts at any time. The Company does not normally hedge this risk.

*Interest rate and cash flow risk*

The Company has no debt. The Company is exposed to interest rate and cash flow risk in the level of return it earns on its cash deposit and cash flow risk on late settlement of dealing.

*Credit risk*

The Company has implemented policies that require appropriate checks on customers. The Company is also directly exposed to credit risk from cash holdings in bank accounts. The Company's policy is to place deposits only with financial institutions, which satisfy minimum ratings and other criteria set by the Counterparty Risk Committee. The Committee monitors the Group's counterparty exposures.

**FUTURE DEVELOPMENTS**

The Company's future is dependent on the strategic and organisational decisions of its parent and the wider Group.

The impacts of the Covid-19 pandemic on the Company with regards to client sentiment continues to be monitored. Whilst we cannot be certain of the short term impact on the propensity of clients to invest in mutual funds, we are confident that in the long term there will be continued demand for high conviction, active asset management offered by the Company.

**ON BEHALF OF THE BOARD**



Philip Charles Wagstaff  
Director  
15<sup>th</sup> April 2021

The Zig Zag Building  
70 Victoria Street  
SW1E 6SQ

**JUPITER UNIT TRUST MANAGERS LIMITED**  
**DIRECTORS' REPORT**  
**FOR THE YEAR ENDED 31 DECEMBER 2020**

---

The Directors present their report and the audited financial statements of Jupiter Unit Trust Managers Limited (the "Company") for the year ended 31 December 2020.

**DIRECTORS**

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

Jasveer Singh  
Kirstene May Baillie  
Paula Marion Moore  
Rupert Corfield (resigned 31/01/2020)  
Philip Charles Wagstaff  
Timothy Scholefield  
Wendy Kelly Lazenby (appointed 09/04/2020)

**COMPANY DETAILS AND REGISTERED OFFICE**

The Company is a private company limited by shares. The Company is registered in England and Wales, and its registered office is The Zig Zag Building, 70 Victoria Street, London, SW1E 6SQ. The immediate parent undertaking is Jupiter Asset Management Limited, a company incorporated in England and Wales. The ultimate parent undertaking and controlling party is Jupiter Fund Management plc, which is the parent undertaking of the smallest and largest group to consolidate these financial statements.

**FUTURE DEVELOPMENTS**

Refer to the Strategic Report for details of future developments.

**FINANCIAL RISK MANAGEMENT**

Refer to the Strategic Report for details of financial risk management.

**DIVIDENDS**

Refer to the Strategic Report for details of dividends.

**ENVIRONMENTAL POLICY**

We believe that environmental responsibility and commercial success are compatible and we are committed, wherever practicable, to environmental good practice throughout our business activities. The Group's Environmental Policy Statement is available from our website at [www.jupiteram.com](http://www.jupiteram.com).

**JUPITER UNIT TRUST MANAGERS LIMITED**  
**DIRECTORS' REPORT (CONTINUED)**  
**FOR THE YEAR ENDED 31 DECEMBER 2020**

---

**STATEMENT OF DIRECTORS' RESPONSIBILITIES**

The Directors are responsible for preparing the Annual 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 the Directors have prepared the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 101 *Reduced Disclosure Framework* (FRS 101).

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

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable United Kingdom Accounting Standards, including FRS 101 have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

**DISCLOSURE OF INFORMATION TO AUDITORS**

The Directors are not aware of any relevant audit information of which the Company's auditors are unaware. The Directors also confirm that they have taken all the steps required of a company director to make themselves aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

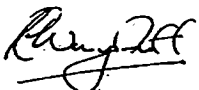
**GOING CONCERN**

The Company has access to the financial resources required to run the business efficiently and has a strong cash and net asset position. The Company is included in the Group's forecasts and projections, which are subject to rigorous sensitivity analysis and show that the Group and the Company will be able to operate within its available resources. This has included a detailed focus on the market uncertainty arising from Covid-19 and the potential for multiple risks to occur simultaneously. As a consequence, the Directors consider it appropriate to prepare the annual Financial Statements on a going concern basis of accounting.

**INDEPENDENT AUDITORS**

The auditors, PricewaterhouseCoopers LLP, have indicated their willingness to continue in office.

**ON BEHALF OF THE BOARD**



Philip Charles Wagstaff  
Director  
15<sup>th</sup> April 2020

The Zig Zag Building  
70 Victoria Street  
SW1E 6SQ

**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF JUPITER UNIT TRUST MANAGERS LIMITED  
FOR THE YEAR ENDED 31 DECEMBER 2020**

---

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

### **Opinion**

In our opinion, Jupiter Unit Trust Managers Limited's financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2020 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 101 "Reduced Disclosure Framework", 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, which comprise: the balance sheet as at 31 December 2020; the statement of comprehensive income, the statement 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.

### **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 company 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.

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

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

In auditing the financial statements, we have concluded that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

However, because not all future events or conditions can be predicted, this conclusion is not a guarantee as to the company's ability to continue as a going concern. Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report.

### **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.

**JUPITER UNIT TRUST MANAGERS LIMITED**

**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF JUPITER UNIT TRUST MANAGERS LIMITED (CONTINUED)  
FOR THE YEAR ENDED 31 DECEMBER 2020**

---

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 our work undertaken in the course of the audit, the Companies Act 2006 requires 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 December 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 company and its environment obtained in the course of the audit, we did not identify any material misstatements in the Strategic report and Directors' Report.

**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, 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 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 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.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud, is detailed below.

Based on our understanding of the company and industry, we identified that the principal risks of non-compliance with laws and regulations related to breaches of UK regulatory principles, such as those governed by the Financial Conduct Authority, and we considered the extent to which non-compliance might have a material effect on the financial statements. We also considered those laws and regulations that have a direct impact on the financial statements such as the Companies Act 2006. We evaluated management's incentives and opportunities for fraudulent manipulation of the financial statements (including the risk of override of controls), and determined that the principal risks were related to posting inappropriate journal entries to revenue or expenses, and management bias in accounting estimates. Audit procedures performed included:

- Review of the financial statement disclosures to underlying supporting documentation.
- Reading correspondence with the Financial Conduct Authority in relation to compliance with laws and regulations.
- Enquiries of management, including legal, compliance, risk and internal audit, including consideration of known or suspected instances of non-compliance with laws and regulations including fraud.

**JUPITER UNIT TRUST MANAGERS LIMITED**

**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF JUPITER UNIT TRUST MANAGERS LIMITED (CONTINUED)  
FOR THE YEAR ENDED 31 DECEMBER 2020**

---

- Reviewing the company's litigation log in so far as it related to non-compliance with laws and regulations and fraud.
- Identifying and testing journal entries, in particular any journal entries posted on nonworking days or by senior management.
- Review of relevant meeting minutes, including those of the Board.
- Challenging assumptions and judgements made by management in their significant accounting estimates.
- Testing of the whistleblowing helpline including discussion with the Whistleblowing Champion.
- Designing audit procedures to incorporate unpredictability around the nature, timing or extent of our testing.

There are inherent limitations in the audit procedures described above. We are less likely to become aware of instances of non-compliance with laws and regulations that are not closely related to events and transactions reflected in the financial statements. Also, the risk of not detecting a material misstatement due to fraud is higher than the risk of not detecting one resulting from error, as fraud may involve deliberate concealment by, for example, forgery or intentional misrepresentations, or through collusion.

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.

**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.

## Other required reporting

**Companies Act 2006 exception reporting**

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

- we have not obtained 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 financial statements are not in agreement with the accounting records and returns.

We have no exceptions to report arising from this responsibility.



Lindsay Gardiner (Senior Statutory Auditor)  
for and on behalf of PricewaterhouseCoopers LLP  
Chartered Accountants and Statutory Auditors  
London  
15th April 2021

**JUPITER UNIT TRUST MANAGERS LIMITED**  
**STATEMENT OF COMPREHENSIVE INCOME**  
**FOR THE YEAR ENDED 31 DECEMBER 2020**

	Note	2020 £m	2019 £m
<b>Revenue</b>	2	257.7	322.5
Cost of sales		(22.9)	(27.0)
<b>Net Revenue</b>		<u>234.8</u>	<u>295.5</u>
Administrative expenses	4	(223.0)	(275.3)
<b>Operating profit</b>		<u>11.8</u>	<u>20.2</u>
Other income		-	1.3
<b>Profit before taxation</b>		<u>11.8</u>	<u>21.5</u>
Income tax expense	5	(0.7)	(3.7)
<b>Profit for the financial year</b>		<u>11.1</u>	<u>17.8</u>

There are no other items of comprehensive income and hence total comprehensive income equals the profit for the financial year, being £11.1m (2019: 17.8).

The notes on pages 15 to 22 form part of these financial statements.

**JUPITER UNIT TRUST MANAGERS LIMITED****BALANCE SHEET****AS AT 31 DECEMBER 2020**

	Note	2020 £m	2019 £m
<b>FIXED ASSETS</b>			
Trade and other receivables	6	0.1	0.2
Deferred tax assets	7	-	0.1
		<b>0.1</b>	<b>0.3</b>
<b>CURRENT ASSETS</b>			
Trade and other receivables	6	61.2	78.6
Cash and cash equivalents		46.9	68.9
Income tax		0.2	-
		<b>108.3</b>	<b>147.5</b>
<b>CREDITORS – AMOUNTS FALLING DUE WITHIN ONE YEAR</b>			
Trade and other payables	8	78.2	123.9
Current income tax liability		-	0.7
		<b>78.2</b>	<b>124.6</b>
<b>NET CURRENT ASSETS</b>			
		<b>30.1</b>	<b>22.9</b>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>			
		<b>30.2</b>	<b>23.2</b>
<b>CREDITORS – AMOUNT FALLING DUE AFTER MORE THAN A YEAR</b>			
Trade and other payables	8	0.5	1.2
		<b>0.5</b>	<b>1.2</b>
<b>NET ASSETS</b>			
		<b>29.7</b>	<b>22.0</b>
<b>EQUITY</b>			
Share capital	9	0.3	0.3
Other reserves	10	0.3	0.3
Retained earnings	11	29.1	21.4
<b>TOTAL SHAREHOLDERS' FUNDS</b>			
		<b>29.7</b>	<b>22.0</b>

The notes on pages 15 to 22 form part of these financial statements.

The financial statements of Jupiter Unit Trust Managers Limited (registration number 02009040) on pages 12 to 22 were approved by the Board of Directors on 15th April 2021 and were signed on its behalf by:



Paula Marion Moore

Director

Company Registration Number: 02009040

**JUPITER UNIT TRUST MANAGERS LIMITED**  
**STATEMENT OF CHANGES IN EQUITY**  
**FOR THE YEAR ENDED 31 DECEMBER 2020**

	Share capital £m	Other reserves £m	Retained earnings £m	Total £m
<b>At 1 January 2019</b>	<b>0.3</b>	<b>0.3</b>	<b>27.7</b>	<b>28.3</b>
Profit for the year	-	-	17.8	17.8
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>17.8</b>	<b>17.8</b>
Dividends Paid	-	-	(24.1)	(24.1)
<b>Total transactions with owners</b>	<b>-</b>	<b>-</b>	<b>(24.1)</b>	<b>(24.1)</b>
<b>At 31 December 2019</b>	<b>0.3</b>	<b>0.3</b>	<b>21.4</b>	<b>22.0</b>
Profit for the year	-	-	11.1	11.1
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>11.1</b>	<b>11.1</b>
Dividends Paid	-	-	(3.4)	(3.4)
<b>Total transactions with owners</b>	<b>-</b>	<b>-</b>	<b>(3.4)</b>	<b>(3.4)</b>
<b>At 31 December 2020</b>	<b>0.3</b>	<b>0.3</b>	<b>29.1</b>	<b>29.7</b>
Note	9	10	11	

The notes on pages 15 to 22 form part of these financial statements.

**JUPITER UNIT TRUST MANAGERS LIMITED**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2020**

---

**1. ACCOUNTING POLICIES**

**a. Accounting convention**

These financial statements have been prepared on a going concern basis, under the historical cost convention and in accordance with the Companies Act 2006 and applicable accounting standards in the United Kingdom. These financial statements were prepared in accordance with the Financial Reporting Standard 101 Reduced Disclosure Framework ('FRS 101'). The principal accounting policies, which have been applied consistently throughout the year, are set out below.

The Company is a private company limited by shares, incorporated in England and Wales. The Company is a wholly-owned subsidiary of Jupiter Fund Management plc and is included in the consolidated financial statements of Jupiter Fund Management plc which are publicly available.

**b. Revenue**

The Company's primary source of revenue are management and Aggregated Operating fees. Management and administration fees are based on an agreed percentage of the assets under management. Performance fees are earned from some funds when agreed performance conditions are met. Net revenue is stated after cost of sales which represents payments to intermediaries for ongoing services under distribution agreements.

Management fees are performance obligations satisfied over time, and revenue is recognised in the period in which the service is performed and calculated as a percentage of net fund assets managed in accordance with individual management agreements. Initial charges and commissions on sales of unit trusts are deferred and amortised over the anticipated period (6 years) of the provision of investment management services. Revenue for initial charges and commissions are recognised over a period of time, but payment is taken up front resulting in the recognition of contract liabilities which the Company refers to as deferred income. Performance fees are calculated as a percentage of the appreciation in the net asset value of a fund above a defined hurdle. They are recognised when the fee amount can be estimated reliably, and it is probable the fee will be receivable. Such fees are normally recognised at the end of the relevant reporting period of the fund or trust.

All components of the Company's revenue are generally not subject to returns or refunds.

**c. Cost of sales**

Distribution expenses are payments made to third parties under distribution agreements. The services provided include the provision of access to a basket of fund products, information on financial products, promotional materials, ongoing services to customers and transaction processing. Renewal commission and fees paid to fund platforms are charged to the profit and loss account when the service is received. Initial commission on sales of unit trusts are recognised as deferred income. This is deferred and amortised over the anticipated period of the provision of investment management services.

**d. Administrative expenses**

Administrative expenses are accounted for on an accruals basis and include fees to the Group companies for Group management services and directly incurred fees for transfer agency activity, fund accounting, advertising, computer, website and printing costs.

**e. Financial income**

Interest on cash and short-term deposits is recognised on an accruals basis using the effective interest rate method.

**JUPITER UNIT TRUST MANAGERS LIMITED**  
**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**  
**FOR THE YEAR ENDED 31 DECEMBER 2020**

---

**1. ACCOUNTING POLICIES (CONTINUED)**

**f. Critical accounting estimates and judgements**

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. There are no critical estimates or judgements deemed to have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year.

**g. Stock of units**

Units in unit trusts are classified as financial assets at fair value through profit or loss ('FVTPL'). Financial assets at FVTPL are carried at their fair value, with gains and losses recognised in the income statement in the period in which they arise. Assets in this category are classified as current assets.

**h. Taxation**

The Company provides for current tax according to United Kingdom tax laws, using tax rates that have been enacted or substantively enacted by the balance sheet date. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date, where transactions or events that result in an obligation to pay more tax in the future or a right to pay less tax in the future have occurred at the balance sheet date.

A deferred tax asset is recognised when, on the basis of all available evidence, it can be regarded as more likely than not that there will be suitable taxable profits generated by the Company from which the future reversal of the underlying timing differences can be deducted.

Deferred tax is measured at the average tax rates that are expected to apply in the periods in which the timing differences are expected to reverse, based on tax rates and laws that have been enacted or substantively enacted by the balance sheet date. Deferred tax is measured on an undiscounted basis.

**i. Dividends**

Dividend distributions to shareholders are recognised in the period in which they are approved by the Board. Dividends income is recognised in the period in which payment is received.

**j. Disclosure exemptions**

The Company is a wholly owned subsidiary of Jupiter Fund Management plc and is included in the publicly available consolidated financial statements of Jupiter Fund Management plc. Consequently, the Company has taken advantage of disclosure exemptions available in FRS 101. The Company has not prepared a Statement of Cash Flows per paragraph 10(d) of IAS 1 'Presentation of financial statements'. The Company is also exempt from the terms of IAS 24 'Related Party Disclosures', from disclosing related party transactions with entities that are part of the Group and from disclosing key management compensation. The Company has also taken advantage of the exemption from the requirements of IFRS 7 'Financial Instruments: Disclosures' and IFRS 2 'Share-based payment' as the necessary equivalent disclosures are included in the consolidated financial statements of Jupiter Fund Management plc. The Company is also exempt from certain disclosure requirements under IFRS 15 'Revenue from Contracts with Customers', including the disaggregation of revenue into categories that show the nature, amount, timing and uncertainty of revenue.

**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)  
FOR THE YEAR ENDED 31 DECEMBER 2020**

---

**1. ACCOUNTING POLICIES (CONTINUED)**

**k. Operating segment**

Revenue and profit before taxation relate to one class of business activity, namely investment management. The Company's revenue is derived from a number of markets.

The Company offers a range of products and services through different distribution channels. All financial, business and strategic decisions are made centrally by the Board of Directors (the 'Board') of the Group, which determines the key performance indicators of the Company. Information is reported to the chief operating decision maker, the Board, on a single segment basis. While the Company has the ability to analyse its underlying information in different ways, for example by product type, this information is only used to allocate resources and assess performance for the Company as a whole. On this basis, the Company considers itself to be a single-segment investment management business.

**l. Financial instruments**

**Financial assets**

Financial assets include cash and short-term deposits and trade and other receivables. The Company holds trade and other receivables to collect the contractual cashflows, which are solely payments of principal and interest, and are therefore subsequently measured at amortised cost using the effective interest method, less loss allowances.

**Financial liabilities**

Financial liabilities represent trade and other payables. Trade and other payables are recognised initially at fair value and are subsequently measured at amortised cost using the effective interest rate method.

**m. Foreign currencies**

Transactions in foreign currencies are translated at the exchange rate in effect at the date of the transaction. Foreign currency monetary assets and liabilities are translated to sterling at the year-end closing rate. Non-monetary assets denominated in a foreign currency that are measured in terms of historical cost are translated using the exchange rate in effect at the date of the transaction and non-monetary items that are measured at fair value in a foreign currency are translated using the exchange rate in effect at the date when the fair value was determined. Foreign exchange rate differences that arise are reported net in the income statement as foreign exchange gains/losses.

**n. New standard and interpretations not applied**

There are no amendments to accounting standards, or IFRIC implementations that are effective for the year ended 31 December 2020 that would be expected to have a material impact on the Company's financial statements.

**o. Going concern**

The Company meets its day-to-day working capital requirements through its cash reserves, and additional funding could be provided by other Group companies if necessary. The Company's forecasts and projections, taking account of reasonably possible changes in trading performance, show that the Company should be able to operate within the level of its current cash reserves. After making enquiries, the directors have a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. The Company therefore continues to adopt the going concern basis in preparing its financial statements.

**JUPITER UNIT TRUST MANAGERS LIMITED****NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)  
FOR THE YEAR ENDED 31 DECEMBER 2020****2. REVENUE**

The Company's primary source of revenue is management fees. Management fees are based on an agreed percentage of the assets under management (AUM).

	2020 £m	2019 £m
Management and Aggregated Operating fees	256.1	313.9
Initial charges and commissions	1.0	1.4
Performance fees	0.6	7.2
<b>Revenue</b>	<b>257.7</b>	<b>322.5</b>

**3. DIRECTORS' EMOLUMENTS**

Certain Directors provide services to a number of companies in the Group, and accordingly their emoluments are charged across a number of Group companies. The emoluments below represent an apportionment in respect of the Companies subsidiaries.

**Directors' emoluments**

	2020 £m	2019 £m
Aggregate remuneration including bonuses	1.0	0.6
Pension contributions	-	-
	<b>1.0</b>	<b>0.6</b>

Pension contributions were made to defined contribution pension schemes during the year on behalf of two Directors (2019: one). Shares in Jupiter Fund Management plc were receivable by five Directors under long-term incentive schemes (2019: four). During 2020, five Directors exercised options over shares of Jupiter Fund Management plc (2019: four).

**Emoluments of the highest paid Director**

	2020 £m	2019 £m
Remuneration including amounts (excluding shares and share options) receivable under long-term incentive schemes.	<b>0.4</b>	<b>0.3</b>

In 2019 and 2020, shares were receivable by the highest-paid director under long-term incentive schemes. In 2019 and 2020, the highest-paid director exercised options over shares of Jupiter Fund Management plc.

**JUPITER UNIT TRUST MANAGERS LIMITED**  
**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**  
**FOR THE YEAR ENDED 31 DECEMBER 2020**

**4. ADMINISTRATIVE EXPENSES**

The auditors' remuneration for the statutory audit of the Company of £0.1m (2019: £0.1m) and audit related assurance services of £0.1m (2019: £0.1m) were borne by a fellow subsidiary undertaking.

There were no employees at any time during the year (2019: nil).

**5. INCOME TAX EXPENSE**

	2020 £m	2019 £m
<b>The tax charge is made up as follows:</b>		
<b>Current tax</b>		
UK corporation tax	0.6	3.3
Adjustments in respect of prior years	-	0.3
<b>Total current tax</b>	<u>0.6</u>	<u>3.6</u>
<b>Deferred tax</b>		
Origination and reversal of timing differences	0.1	0.1
<b>Tax on profit</b>	<u>0.7</u>	<u>3.7</u>

The tax assessed for the year is lower (2019: lower) than the standard rate of corporation tax in the UK for the year ended 31 December 2020 of 19%. (2019: 19%). The differences are explained below:

	2020 £m	2019 £m
<b>Reconciliation of tax charge:</b>		
Profit before taxation	<u>11.8</u>	<u>21.5</u>
UK corporation tax on profit before tax at 19%. (2019: 19%)	2.2	4.1
Group relief received for nil consideration	(1.5)	(0.7)
Adjustments in respect of prior years	-	0.3
<b>Total tax charge</b>	<u>0.7</u>	<u>3.7</u>

With effect from 1 April 2017, the UK corporation tax rate reduced to 19%. The weighted average UK corporation tax rate for the year ended 31 December 2020 was therefore 19% (2019: 19%).

On 11 March 2020, the Chancellor announced that the corporation tax rate will not fall to 17% from 1 April 2020 as previously announced, but will remain at 19%. This rate was substantively enacted at the balance sheet date and as such, deferred tax assets and liabilities have been recognised at this rate. On 3 March 2021, the Chancellor announced that the corporation tax rate will increase to 25% from 1 April 2023, this rate was not substantively enacted at the balance sheet date.

**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**  
**FOR THE YEAR ENDED 31 DECEMBER 2020**
**6. TRADE AND OTHER RECEIVABLES**

	2020 £m	2019 £m
<b>Non-current receivables</b>		
Deferred acquisition and commission costs	0.1	0.2
	<u>0.1</u>	<u>0.2</u>
<b>Current receivables</b>		
Trade receivables	52.3	67.0
Deferred acquisition and commission costs	0.1	0.2
Prepayments and accrued income	8.8	11.4
	<u>61.2</u>	<u>78.6</u>
<b>Total receivables</b>	<u>61.3</u>	<u>78.8</u>

The Directors consider that the carrying amount of trade and other receivables is approximately equal to their fair value. Within trade and other receivables, the amount receivable from contracts with customers is £60.1m (2019: £77.7m). The Company has not recognised any expected credit losses from receivables arising from our contracts with customers.

The Company does not have any contract assets resulting from its revenue contracts with customers (2019: nil).

**7. DEFERRED TAX ASSETS**

	2020 £m	2019 £m
<b>Deferred tax assets comprise:</b>		
Deferred income and expenses	-	0.1
Capital allowances	-	-
	<u>-</u>	<u>0.1</u>
<b>Movement on deferred tax is as follows:</b>		
	2020 £m	2019 £m
At 1 January	0.1	0.2
Origination and reversal of timing differences	(0.1)	(0.1)
At 31 December	<u>-</u>	<u>0.1</u>

**NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**  
**FOR THE YEAR ENDED 31 DECEMBER 2020**
**8. TRADE AND OTHER PAYABLES****Non-current payables**

	2020 £m	2019 £m
Deferred income	0.5	1.2
	<u>0.5</u>	<u>1.2</u>

**Current payables**

	2020 £m	2019 £m
Trade payables	57.7	72.0
Amounts owed to group undertakings	17.4	49.4
Deferred income	0.7	1.0
Accruals	2.4	1.5
	<u>78.2</u>	<u>123.9</u>

The Directors consider that the carrying amount of trade and other payables approximates to their fair value.

The Company's deferred income relates to initial charges and commissions where payment has been received upfront, but revenue is recognised over the expected lives of the contracts. The amount of revenue recognised in the current reporting year that was included in the deferred income balance at the beginning of the year was £1.0m (2019: £1.4m).

**9. SHARE CAPITAL**

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

	2020 £m	2019 £m
<b>Issued, allotted and fully paid:</b>		
300,000 (2019: 300,000) ordinary shares of £1 each	0.3	0.3
	<u>0.3</u>	<u>0.3</u>

**10. OTHER RESERVES**

	2020 £m	2019 £m
<b>At 31 December</b>	<u>0.3</u>	<u>0.3</u>

The reserve was formed when the Company acquired the assets and business of a fellow subsidiary in 1992.

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

### FOR THE YEAR ENDED 31 DECEMBER 2020

#### 11. RETAINED EARNINGS

Retained earnings of £29.1m (2019: £21.4m) are the amount of earnings that are retained within the Company after dividend payments and other transactions with owners.

##### Dividends

	2020 £m	2019 £m
First interim dividend £11.33 per share (2019: £25.33)	3.4	7.6
Second interim dividend £0.00 per share (2019: £24.33)	-	7.3
Third interim dividend £0.00 per share (2019: £16.00)	-	4.8
Fourth interim dividend £0.00 per share (2019: £14.67)	-	4.4
	<u>3.4</u>	<u>24.1</u>

#### 12. RELATED PARTIES

The Company manages a number of mutual funds and investment trusts. The Company receives a management fee from these entities for managing the assets and in some instances receives performance fees. The fee arrangements for the different entities are disclosed within the financial statements of each entity or within other information which is publicly available such as fund factsheets, which are available at [www.jupiteram.com](http://www.jupiteram.com).

The Company acts as manager for 38 (2019: 39) unit trusts. Each unit trust has appointed Northern Trust Global Services SE as trustee. The aggregate total value of transactions was £2,360m (2019: £2,132m) for unit trust creations and £5,295m (2019: £5,355m) for unit trust liquidations for the year. The actual aggregate amount due to the trustees at the end of the accounting year in respect of transactions awaiting settlement was £17.6m (2019: £12.3m from trustees).

The amounts received in respect of gross management and registration/administration charges were £266.4m (2019: £317.1m) for unit trusts, £0.0m (2019: £17.0m) for SICAVs and £7.6m (2019: £10.1m) for investment trusts. The amounts received in respect of performance fees were £0.0m (2019: £7.2m). At the end of the year there were £6.3m (2019: £8.6m) accrued for annual management fees and £1.3m (2019: £1.7m) in respect of registration fees/aggregate operating fees.

#### 13. OTHER DISCLOSURES

The Company has complied with external capital requirements during the current and prior year.

#### 14. ULTIMATE PARENT UNDERTAKING AND CONTROLLING PARTY

The immediate parent undertaking is Jupiter Asset Management Limited, a company incorporated in England and Wales.

The ultimate parent undertaking and controlling party is Jupiter Fund Management plc, which is the parent undertaking of the smallest and largest group to consolidate these financial statements.

Copies of the consolidated financial statements for Jupiter Fund Management plc can be obtained from the Company Secretary at The Zig Zag Building, 70 Victoria Street, London, SW1E 6SQ.