Registration number: 3037899

# The Planning Shop International Limited

Annual Report and Unaudited Financial Statements

for the Year Ended 31 December 2022

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## Strategic Report for the year ended 31 December 2022

The directors present their strategic report for the year ended 31 December 2022.

The purpose of this strategic report is to inform members of the company and help them assess how the directors have performed their duty under section 172 of the Companies Act 2006 (duty to promote the success of the company).

#### Fair review of the business

The company works with international pharmaceutical companies, providing strategic planning and market research.

The company continues to invest in both its product development and the strengthening of its sales and marketing capabilities. The company remains committed to developing its business and has reported an increased operating profit of £3,388,334 compared to £2,681,882 in the previous period. It is expected that the company will continue to report operating profits for the foreseeable future.

At the end of the year the company had net current assets of £4,313,985 (2021: £3,024,461). The directors consider the company has access to sufficient funding to meet its needs for the reasons set out in note 1 to the financial statements. Accordingly the directors have prepared the financial statements on a going concern basis.

Our key financial performance indicators are gross profit and operating profit. The company is reporting a gross profit of £6,817,221 in 2022 compared to £7,198,103 in 2021. Operating profit in 2022 has increased compared to the previous period from £2,681,882 in 2021 to £3,388,334 in 2022.

#### Principal risks and uncertainties

The company operates in a rapidly changing economic and technological environment that presents numerous risks, many of which are driven by factors that we cannot control or predict. The key risks and uncertainties facing the business are:

- foreign currency gains and losses for the proportion of the business that is conducted in currencies other than Sterling.
- mergers and takeovers of the pharmaceutical companies reduce the number of potential clients.

The pharmaceutical industry is dependent on the introduction of new drugs and treatments and the ability of the purchasers of new and existing treatments to afford them. Hence further risks factors are:

- the pipeline within the pharmaceutical industry for new drugs and treatments.
- global regulatory and budgetary environment as they relate to the access to new therapies.
- individual country and regional economic growth.

#### Directors' Report for the year ended 31 December 2022

The directors present their report and the financial statements for the year ended 31 December 2022.

#### Principal activity

The principal activity of the company is international strategic market research within the pharmaceutical industry. A complete range of market research methodologies are used to cover qualitative approaches through to highly structured or quantitative approaches.

#### Dividends

On 15 December 2022 the directors paid a dividend in respect of the year ended 31 December 2022 of £23.94 per share totalling £1,500,000 ( 2021: £3,700,000 ).

#### Political and charitable donations

During the year the company made no political or charitable donations. (2021: £nil).

#### Going concern

At the end of the year the Company had net current assets of £4,313,985 (2021: £3,024,461). The directors consider that the Company has access to sufficient funding to meet its funding requirements for the reasons set out in note 1 to the financial statements. Accordingly the directors have prepared the financial statements on a going concern basis.

#### Directors of the company

The directors who held office during the year were as follows:

D Harrison

E Cooper

M. Larson

L.T. Morgan

J.W.Betts

K.E.Whiting (appointed 1 August 2022)

Approved and authorised by the Board on 10 May 2023 and signed on its behalf by:

K.E.Whiting Director

90 - 100 Southwark Street

London

SE1 0SW

# Statement of Directors' Responsibilities in respect of the annual report and the financial statements

The directors acknowledge their responsibilities 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 the directors 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 apply them consistently;
- · make judgements and accounting 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.

## Profit and Loss Account for the year ended 31 December 2022

	Note	2022 £	2021 £
Gross billings	2	11,457,679	12,059,439
Direct costs		(4,640,458)	(4,861,336)
Gross profit		6,817,221	7,198,103
Administrative expenses		(3,428,887)	(4,516,221)
Operating profit	3	3,388,334	2,681,882
Other interest receivable and similar income	6	31,063	-
Interest payable and similar expenses	7	(2,300)	(6,935)
Profit before taxation		3,417,097	2,674,947
Tax on profit	8	(641,950)	(484,271)
Profit for the financial year		2,775,147	2,190,676

The results shown above are derived wholly from continuing operations.

The company has no recognised gains or losses for the year other than the results above. Consequently, a statement of comprehensive income has not been prepared.

## (Registration number: 3037899) Balance Sheet as at 31 December 2022

	Note	2022 £	2021 £
Fixed Assets			
Intangible assets	10	35,619	69,887
Current assets			
Stocks	11	390,470	780,859
Debtors (Including £27,841 (2021: £27,181) due after more than one year)	12	6,560,760	5,178,944
		6,951,230	5,959,803
Creditors: Amounts falling due within one year	13	(2,637,245)	(2,935,342)
Net current assets		4,313,985	3,024,461
Total assets less current liabilities		4,349,604	3,094,348
Creditors: Amounts falling due after more than one year	13	(13,808)	(33,699)
Net assets		4,335,796	3,060,649
Capital and reserves			
Called up share capital	14	63	63
Share premium account		176,180	176,180
Capital contribution reserve		57,524	57,524
Retained earnings		4,102,029	2,826,882
Total equity		4,335,796	3,060,649

For the year ending 31 December 2022 the company was entitled to exemption from audit under section 479A of the Companies Act 2006 relating to subsidiary companies.

## Directors' responsibilities:

- the members have not required the company to obtain an audit of its accounts for the year in question in accordance with section 476;
- the directors acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and the preparation of accounts.

Approved by the Board on 10 May 2023 and signed on its behalf by:

K.E.Whiting

Director

The Planning Shop International Limited

Statement of Changes in Equity for the year ended 31 December 2022

At 1 January 2022 Profit for the year Total comprehensive income Dividends At 31 December 2022 At 1 January 2021 Profit for the year	Share capital  63  63  5  Characteristics  63	Share premium £ 176,180	Capital contribution reserve £ 57,524  57,524  Capital Contribution reserve £ 57,524	Retained carnings £ 2,826,882 2,775,147 2,775,147 (1,500,000) 4,102,029 4,102,029 £ £ 4,336,206 2,190,676	Total £ 3,060,649 2,775,147 2,775,147 (1,500,000) 4,335,796 £ £ 4,569,973 2,190,676
Total comprehensive income Dividends	' '		1 1	2,190,676	2,190,676 (3,700,000)
At 31 December 2021	63	176,180	57,524	2,826,882	3,060,649

The notes on pages 7 to 17 form an integral part of these financial statements. Page 6

### Notes to the Unaudited Financial Statements for the year ended 31 December 2022

#### 1 Accounting policies

#### Statement of compliance

These financial statements were prepared in accordance with Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'. The following accounting policies have been applied consistently in dealing with items which are considered to be material in relation to the Company's financial statements.

#### Basis of preparation

The financial statements have been prepared in accordance with applicable accounting standards and under the historical cost accounting rules.

The company is a private company limited by share capital incorporated, domiciled and registered in England in the United Kingdom.

The financial statements are presented in sterling the Company's functional currency.

#### Summary of disclosure exemptions

In these financial statements, the company is considered to be a qualifying entity (for the purposes of this FRS) and has applied the exemptions available under FRS 102 in respect of the following disclosures:

- Reconciliation of the number of shares outstanding from the beginning to end of the period;
- · Cash Flow Statement and related notes; and
- · Key Management Personnel compensation.

As the consolidated financial statements of Omnicom Group Inc. include the equivalent disclosures, the Company has also taken the exemptions under FRS 102 available in respect of the following disclosures:

- Certain disclosures required by FRS 102.26 Share Based Payments; and,
- The disclosures required by FRS 102.11 Basic Financial Instruments and FRS 102.12 Other Financial Instrument Issues in respect of financial instruments not falling within the fair value accounting rules of Paragraph 36(4) of Schedule 1.

Related party transactions: As a 100% owned subsidiary of Omnicom Group Inc. the Company has taken advantage of the exemption available under FRS 102 Section 33. 1A: Related Party Disclosures, which enable it to exclude disclosure of transactions with Omnicom Group Inc., and its wholly owned subsidiaries.

## Notes to the Unaudited Financial Statements for the year ended 31 December 2022

#### Going Concern

The Company has net current assets of £4,313,985 at 31 December 2022 (2021: £3,024,461). The financial statements have been prepared on a going concern basis which the directors consider to be appropriate as the directors consider that the Company will have access to sufficient funding to meet its needs for the reasons set out below.

The Company participates in a cash concentration arrangement with its fellow subsidiaries, Omnicom Finance Limited and/or Omnicom Financial Services Limited, the group's UK treasury operations, under which bank balances are cleared to zero on a daily basis either by the Company depositing cash with Omnicom Finance Limited and/or Omnicom Financial Services Limited or by Omnicom Finance Limited and/or Omnicom Financial Services Limited depositing cash with the Company. The Company's access to borrowings under the cash concentration arrangement is not limited as long as these borrowings are required in the normal course of business and are made in accordance with the Omnicom Group Inc. Grant of Authority and includes a period of at least 12 months from the date of approval of these financial statements.

Omnicom Finance Limited, is able to make this commitment because Omnicom Finance Limited is a co-borrower with Omnicom Finance Inc. and Omnicom Capital Inc. under certain group bank facilities which are more fully described in the Omnicom Group Inc. financial statements filed on Form 10-K and available at www.OmnicomGroup.com.

The directors of the Company consider the combination of the group facilities and expected funding requirements of the Omnicom Group Inc. and its subsidiaries provides sufficient access to funding to ensure that the Company is able to meet its liabilities as they fall due for the foreseeable future. As with any company placing reliance on other group entities for financial support, the directors acknowledge that there can be no certainty that this support will continue although, at the date of approval of these financial statements, they have no reason to believe that it will not do so.

Accordingly, the directors have prepared the financial statements as a going concern.

#### Key sources of estimation uncertainty

There are no key sources of estimation uncertainty that have a significant risk of causing material adjustment to the carrying values of assets and liabilities within the financial year.

## Summary of significant accounting policies and key accounting estimates

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

#### Gross Billings

Gross billings are recognised when the service is performed, in accordance with the terms and conditions of the contractual arrangement and when collection is reasonably assured.

Gross billings comprises the gross amounts billed to clients in respect of commission based income together with the total of other fees earned and amounts recharged to clients for rebillable costs.

## Notes to the Unaudited Financial Statements for the year ended 31 December 2022

#### Turnover

Turnover comprises the fair value of the consideration received or receivable for the provision of services in the ordinary course of the Company's activities. Turnover is shown net of sales/value added tax, returns, rebates and discounts and after eliminating sales within the company.

The Company recognises turnover when the amount of revenue can be reliably measured, it is probable that future economic benefits will flow to the entity and specific criteria have been met for each of the Company's activities.

#### Foreign currency transactions and balances

Transactions in foreign currencies are initially recorded at the functional currency rate prevailing at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated into the respective functional currency of the entity at the rates prevailing on the reporting period date. Non-monetary items carried at fair value that are denominated in foreign currencies are retranslated at the rates prevailing on the initial transaction dates.

#### Tax

Tax on the profit or loss for the year comprises current and deferred tax. Tax is recognised in the profit and loss account except to the extent that it relates to items recognised directly in equity or other comprehensive income, in which case it is recognised directly in equity or other comprehensive income.

Current tax is the expected tax payable or receivable on the taxable income or loss for the year, using tax rates enacted or substantively enacted at the balance sheet date, and any adjustment to tax payable in respect of previous years.

Deferred tax is provided on timing differences which arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in the financial statements. The following timing differences are not provided for differences between accumulated depreciation and tax allowances for the cost of a fixed asset if and when all conditions for retaining the tax allowances have been met.

Deferred tax is measured at the tax rate that is expected to apply to the reversal of the related difference, using tax rates enacted or substantively enacted at the balance sheet date. Deferred tax balances are not discounted.

#### Fixed assets and depreciation

Tangible fixed assets are stated at cost/deemed cost less accumulated depreciation and accumulated impairment losses

Depreciation is charged so as to write off the cost of assets over their estimated useful lives, as follows:

Asset class Depreciation method and rate
Leasehold improvements Life of lease

Office equipment 3 to 5 Years
Furniture, fittings and equipment 4 Years

#### Cash and cash equivalents

Cash and cash equivalents comprise cash on hand that are readily convertible to a known amount of cash and are subject to an insignificant risk of change in value.

#### Notes to the Unaudited Financial Statements for the year ended 31 December 2022

#### Trade and other debtors

Trade and other debtors are amounts due from customers for services performed in the ordinary course of business.

Trade and other debtors are recognised initially at the transaction price. They are subsequently measured at amortised cost using the effective interest method, less provision for impairment. A provision for the impairment of trade and other debtors is established when there is objective evidence that the Company will not be able to collect all amounts due according to the original terms of the receivables.

#### Trade and other creditors

Trade and other creditors are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers.

#### Leases

Leases in which substantially all the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases are charged to profit or loss on a straight-line basis over the period of the lease.

Assets held under finance leases, which are leases where substantially all of the risk and rewards of ownership of the asset have passed to the company, are capitalised in the balance sheet as tangible fixed assets and are depreciated over the shorter of the lease term and their useful lives. The capital elements of future obligations under the leases are included as liabilities in the balance sheet. The interest element of the rental obligation is charged to the profit and loss account over the period of the lease and represents a constant proportion of the balance of capital repayments outstanding.

#### Share capital

Ordinary shares are classified as equity. Equity instruments are measured at the fair value of the cash or other resources received or receivable, net of the direct costs of issuing the equity instruments. If payment is deferred and the time value of money is material, the initial measurement is on a present value basis.

#### Dividends

Dividend distribution to the company's shareholders is recognised as a liability in the financial statements in the reporting period in which the dividends are declared.

#### Defined contribution pension obligation

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The amount charged to the profit and loss accounts represents the contributions payable to the scheme in respect of the accounting period.

## Notes to the Unaudited Financial Statements for the year ended 31 December 2022

#### 2 Turnover

The whole of the Company's gross billings and operating profit for the year related to its principal activity, which was that of a market research agency, and which was carried out in the United Kingdom.

The analysis of the company's turnover, by geographic location by destination, for the year from continuing operations for rendering of services is as follows:

		2022	2021
		£	£
	UK	3,199,510	3,886,822
	Europe	5,252,839	5,125,702
	Rest Of the World	527,784	-
	Americas	2,477,546	3,046,915
		11,457,679	12,059,439
3	Operating profit		
	Arrived at after charging/(crediting)		
		2022 £	2021 £
	Depreciation and other amounts written off tangible fixed assets: owned	34,268	47,910
	Foreign exchange gains/losses	(334,019)	84,328
	Hire of other assets - rentals payable	171,207	154,068

## 4 Directors' remuneration

The directors are not remunerated specifically for their services to The Planning Shop International Limited.

# Notes to the Unaudited Financial Statements for the year ended 31 December 2022

## 5 Staff costs

The acoregate	navroll cos	s (including	directors	remuneration	) were as follows:
THE ARRIVANCE	payron cos	a (monume	, un colors	I CHIMITOI GELOVI	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,

£	
Wages and salaries 2,493,256 3,	009,889
	122,341
•	50,508
2,916,648 3,	582,738
The average number of persons employed by the company (including directors) during the year, ana category was as follows:	lysed by
2022 20	21
No. N	0.
Production 40	44
Administration and support 3	3
43	47
6 Other interest receivable and similar income	
2022 20	21
£	È
Receivable from group undertakings 31,063	
7 Interest payable and similar expenses	
• •	21
	E
Payable to group undertakings -	3,844
Finance charges payable in respect of finance leases and hire purchase	
contracts2,300	3,091
2,300	6,935

## Notes to the Unaudited Financial Statements for the year ended 31 December 2022

#### 8 Taxation

Tax charged/(credited) in the profit and loss account

	2022 £	2021 £
Current taxation		
Current tax on income for the period	642,010	510,045
Adjustments in respect of previous periods	600	(16,425)
	642,610	493,620
Deferred taxation		
Origination and reversal of timing differences	7,240	(1,769)
Effect of increased/decreased tax rate on opening liability	(5,615)	(7,580)
Adjustment in respect of previous periods	(2,285)	
Total deferred taxation	(660)	(9,349)
Tax expense in the profit and loss account	641,950	484,271

The tax on profit before tax for the year is lower than the standard rate of corporation tax in the UK (2021 -lower than the standard rate of corporation tax in the UK) of 19% (2021 - 19%).

	2022 £	2021 £
Profit before tax	3,417,097	2,674,947
Corporation tax at standard rate	649,248	508,240
Effect of expense not deductible in determining taxable profit (tax loss)	1	36
Deferred tax credit relating to changes in tax rates or laws	(5,615)	(7,580)
Deferred tax credit from unrecognised temporary difference from a prior period	(2,285)	_
Increase/(decrease) in UK and foreign current tax from adjustment for	(2,200)	
prior periods	601	(16,425)
Total tax charge	641,950	484,271

A UK corporation tax rate of 25% (effective 1 April 2023) was substantively enacted on 24 May 2021. This will increase the company's future current tax charge accordingly. The deferred tax asset at 31 December 2022 has been calculated at 25% (2021: 25%).

## Notes to the Unaudited Financial Statements for the year ended 31 December 2022

	Deferred tax Deferred tax assets and liabilities				
	2022				Asset £
	Difference between accumulated depre	eciation and amortisa	tion and capital alle	owances	27,841
				_	27,841
					Asset
	2021 Difference between accumulated depre	eciation and amortisa	ation and canital all	nwances	£ 27,181
	Difference octween accumulated depic	Clarion and amorese	and capital and		27,181
				-	27,101
9	Dividends				
				2022	2021
				£	£
	Dividend of £23.94 (2021 - £59.05) pe	r ordinary share		1,500,000	3,700,000
			<del></del>		
10	Tangible fixed assets		Furniture,		
		Leasehold	fittings and	Office	
		improvements	equipment	equipment	Total £
		£	£	£	I.
	Cost or valuation At 1 January 2022	201,892	93,207	391,493	686,592
	At 31 December 2022	201,892	93,207	391,493	686,592
	Depreciation				
	At 1 January 2022	201,892	82,239	332,574	616,705
	Charge for the year		2,940	31,328	34,268
	At 31 December 2022	201,892	85,179	363,902	650,973
	Carrying amount				
	At 31 December 2022	-	8,028	27,591	35,619
	At 31 December 2021	_	10,968	58,919	69,887

## Notes to the Unaudited Financial Statements for the year ended 31 December 2022

#### Assets held under finance leases and hire purchase contracts

The net carrying amount of tangible assets includes the following amounts in respect of assets held under finance leases and hire purchase contracts:

Office equipment		2022 £ 27,591	2021 £ 58,919
11 Stocks			
Long term contracts		2022 £ 390,470	2021 £ 780,859
12 Debtors			
	Note	2022 £	2021 £
Trade and other debtors		4,071,998	3,073,493
Amounts owed by group undertakings - trading balances		178,399	179,163
Amounts owed by group undertakings - loans and advances		1,989,192	1,749,821
Other debtors		37	66,533
Deferred tax assets	8	27,841	27,181
Prepayments and accrued income		293,293	82,753
		6,560,760	5,178,944

The Company participates in a cash concentration arrangement with its fellow subsidiaries, Omnicom Finance Limited and Omnicom Financial Services Limited, the Omnicom Europe Limited group's UK treasury operations, under which bank balances are cleared to zero on a daily basis either by the Company depositing cash with Omnicom Finance Limited and/or Omnicom Financial Services Limited or by Omnicom Finance Limited and/or Omnicom Financial Services Limited depositing cash with the Company. Included in Amounts owed by group undertakings - loans and advances is £1,989,192 (2021: £1,749,821) representing cash deposited by the Company under these arrangements.

## Notes to the Unaudited Financial Statements for the year ended 31 December 2022

### 13 Creditors

	2022 £	2021 £
Due within one year		
Obligations under finance lease and hire purchase contracts	19,890	35,166
Payments received on account	127,068	605,428
Trade and other creditors	428,600	199,457
Amounts owed to group undertakings - trading balances	4,907	3,390
Taxation and social security	301,024	193,139
Accruals and deferred income	1,755,756	1,898,762
	2,637,245	2,935,342
Due after one year		
Obligations under finance lease and hire purchase contracts	13,808	33,699
14 Share capital		
Allotted, called up and fully paid shares	2021	
No. £	No.	£

## 15 Pension and other schemes

Ordinary shares of £0.001 each

## Defined contribution pension scheme

The company operates a defined contribution pension scheme. The pension cost charge for the year represents contributions payable by the company to the scheme and amounted to £80,728 (2021 - £150,508).

62,659

62.66

62,659

62.66

#### 16 Commitments

## Operating leases

The company's principle premises are leased from a fellow group company on terms with no future minimum lease payments.

## Notes to the Unaudited Financial Statements for the year ended 31 December 2022

#### 17 Related party transactions

### Summary of transactions with subsidiaries

At 31 December 2022, the Company's ultimate parent undertaking was Omnicom Group Inc. The shareholders of the Company have interest directly or indirectly in certain other companies which are considered to give rise to related party disclosures under FRS 102 Section 33.

As a 100% owned indirect subsidiary of Omnicom Group Inc, the Company has taken advantage of the exemption under FRS102 Section 33.1A: Related Party Disclosures, which enable it to exclude disclosure of transactions with Omnicom Group Inc and its wholly owned subsidiaries.

#### 18 Parent and ultimate parent undertaking

The Company is a subsidiary undertaking of Omnicom Group Inc. incorporated in the United States of America and is the largest group in which the results are consolidated.

These financial statements are available upon request from Omnicom Group Inc.'s registered address, 280 Park Avenue, New York, NY 10017, United States.

The Company is consolidated into DAS EMEA Investments Limited and these accounts may be obtained from Companies House, Crown Way, Cardiff, CF14 3UZ, Wales.