

Registered number: 03133226

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**SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED**

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**ANNUAL REPORT AND FINANCIAL STATEMENTS**

15 FEBRUARY 2021

**FOR THE YEAR ENDED 31 DECEMBER 2021**

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**SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED**

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**COMPANY INFORMATION**

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<b>Directors</b>	A Baddeley E Chambers D Cobb P Deming C Grigg K Jones F McNabb P Muelder C Pell C Stent C Woodhouse
<b>Company secretary</b>	G White
<b>Registered number</b>	03133226
<b>Registered office</b>	25 Moorgate London EC2R 6AY
<b>Independent auditor</b>	Mazars LLP Chartered Accountants and Statutory Auditor Tower Bridge House St Katharine's Way London E1W 1DD

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**SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED**

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## SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED

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### STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2021

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#### Introduction

The Directors, in preparing this Strategic Report, have complied with s414C of the Companies Act 2006.

#### Business review

Smith & Williamson Financial Services Limited (the "Company") is a wholly owned subsidiary of Smith & Williamson Holdings Limited, which is a subsidiary of Tilney Smith & Williamson Limited, the parent company for which consolidated accounts are prepared (the "Group").

The Company's principal activities are the provision of pensions, insurance and investment advice and services.

The Company is authorised and regulated by the Financial Conduct Authority in the UK.

In the prior year, the Company changed its reporting period from 30 April to 31 December following the acquisition in September 2020 of its ultimate parent company by Tilney Smith & Williamson Limited, which has a 31 December year end. As such, comparative results in the financial statements cover the eight months from 1 May 2020 to 31 December 2020.

Turnover for the year increased by 82.4% to £13,130,000 (period ended 31 December 2020 - £7,198,000), primarily driven by the change in reporting period explained above, higher financial planning fees, increase in trail commissions and the market improving post COVID 19.

Operating profit for the year increased to £3,853,000 (period ended 31 December 2020 - £931,000). The operating profit margin, being operating profit as a percentage of turnover, was 29.3% (period ended 31 December 2020 - 12.9%).

#### Principal risks and uncertainties

The Tilney Smith & Williamson Limited group has made significant investment in its risk management and compliance capabilities to help embed the risk management framework. This framework is underpinned by policies, procedures and reporting, all of which will continue to evolve with the needs of the Group as it seeks to deliver its strategic objectives.

The Company is exposed to financial risk through the financial assets and liabilities that it has. The main areas of financial risk for the Company are:

- Credit risk, being the risk that a counterparty will be unable to pay amounts in full when they fall due;
- Liquidity risk, being the risk that the Company cannot settle amounts as they become due;
- Regulatory risk, being the risk that changes in laws or regulations will materially impact an industry or business; and
- Competition and reputational risk, being the risk that the Company fails to meet the expectations of its stakeholders resulting in loss of clients.

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## **SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED**

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### **STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2021**

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These areas are considered further below.

#### **Credit risk**

Credit risk represents the loss which the Company would incur if a customer or counterparty failed to perform its contractual obligations. This risk is well diversified so the Company has no significant exposure to credit risk. At the balance sheet date there were no significant concentrations of credit risk external to the Company. The exposure to credit risk is monitored on an ongoing basis. The credit risk on cash and cash equivalents is limited because the counterparties are banks with high credit ratings assigned by international credit rating agencies.

#### **Liquidity risk**

In order to maintain liquidity to ensure that sufficient funds are available for ongoing operations and future developments, the Group uses a mixture of long-term and short-term debt finance. The Company's cash flow needs are assessed on an ongoing basis to ensure liabilities can be met as they fall due.

#### **Regulatory risk**

The Company is subject to the extensive regulation applicable to financial services businesses. Changes in regulation could require additional capital to be raised or reduce profitability. Failure to comply with regulatory requirements could result in fines or other enforcement action. The Company monitors regulatory changes, assesses the impact any changes may have on the business and plans to ensure there is sufficient resource to implement those changes.

#### **Competition and reputational risk**

The Company operates in a competitive market and there is a risk that existing clients will leave or that the Company fails to gain new clients due to poor service, failure to respond to changes in the marketplace and the loss of reputation consequent on these failings or due to inadequate investment in distribution or the loss of key individuals. These risks are managed by the Company's continued investment in its people, a strong awareness of developments in its marketplace and ongoing enhancements to the services it offers.

#### **Financial key performance indicators**

Key performance indicators are discussed in the business review section of this report. Also, the Company is required to maintain sufficient regulatory capital resources to meet capital requirements with a satisfactory buffer being held. Performance against this key performance indicator is formally monitored on a monthly basis, with capital being maintained above minimum levels throughout the year.

Further information on key performance indicators can be found in the Tilney Smith & Williamson Limited group's Annual Report and Financial Statements on pages 18 to 19, which does not form part of this report.

#### **Corporate responsibility and environmental policy**

The corporate responsibility and environmental policy applicable to the Company is set out in the Tilney Smith & Williamson Limited group's Annual Report and Financial Statements.

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## SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED

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### STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2021

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#### Section 172 statement

The Directors of the Company consider that they have responsibly and appropriately discharged their duties under the Companies Act 2006 (the "Act"), including their duty to act in the way that they consider, in good faith, will be most likely to promote the success of the Company for the benefit of its members as a whole, having due regard in doing so for the matters set out in section 172 (1) (a) to (f) in the Act ("s172").

The Company is a subsidiary entity within a group of companies and therefore recognises its immediate parent company Smith & Williamson Holdings Limited as its shareholder. The Company's top UK parent is Tilney Smith & Williamson Limited and the Company is consequently part of the Tilney Smith & Williamson Limited group of companies (the "Group") a leading wealth manager in the UK. The Company together with other group subsidiaries holds its board meetings concurrently with that of the Group Board ("Group Boards").

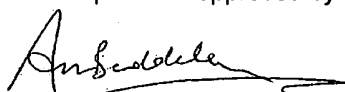
The Board of Tilney Smith & Williamson Limited (the "Group Board") and its Committees have overarching decision making authority for the Group on a number of reserved matters. These include setting the Group's strategy and values, as well as reviewing and approving the Group's budget, long term financial plans, operating plans, policies and management structures, amongst others. Responsibility for executing the Group Board's decisions and strategic direction as part of the day-to-day management of the Group resides with the Group's Chief Executive Officer and Group Executive Committee.

In having regard to the matters in s172, the Directors of the Company give due care and consideration to discharging their duties and adopt and adhere to the Group's internal governance framework as summarised above. Specifically, the Directors of the Company have considered the likely consequences of decisions in the long term on its stakeholders, and the need to maintain a reputation for high standards of business conduct by ensuring that the Group's strategy, policies and minimum standards are adopted and supported by the Company.

The Company's principal activities are the provision of pensions, insurance and investment advice and services, and therefore the Directors consider the needs of the Group and clients in its decision-making as its direct stakeholders. Furthermore, as the Company relies on the resources of the Group, including its employees, suppliers and other business relationships, the Directors also consider the needs of these indirect stakeholders, and any consequent impacts on them, by adopting and supporting the Group Board's decisions where these stakeholders were directly considered.

For a comprehensive overview of how s172 considerations are handled within the Group, please refer to the Group Board's s172 statement, which can be found on pages 34 to 36 of the Group's Annual Report & Accounts 2021, an extract of which is published on its website.

This report was approved by the Board and signed on its behalf.



**A Baddeley**  
Director

Date: 14 April 2022

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## SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED

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### DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2021

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The Directors present their report and the financial statements for the year ended 31 December 2021.

The principal activities of the Company are set out in the Strategic Report. The information that fulfils the Companies Act requirements of the business review is included in the Strategic Report. Details of the principal risks and uncertainties are included in the Strategic Report.

#### Directors

The Directors who served during the year, except where noted, were:

A Baddeley  
E Chambers  
D Cobb  
P Deming  
C Grigg (appointed 2 August 2021)  
K Jones  
F McNabb (appointed 15 January 2021)  
P Muelder  
C Pell  
W Samuel (resigned 18 February 2022)  
C Stent  
K Stopps (resigned 1 October 2021)  
C Woodhouse

#### Indemnity

The Directors have been covered by third party liability insurance throughout the year and the policy of insurance remains in force.

#### Results and dividends

The profit for the year, after taxation, amounted to £3,121,000 (period ended 31 December 2020 - £755,000).

During the year, the Company paid dividends of £400,000 (period ended 31 December 2020 - £nil). The Directors do not recommend payment of a final dividend.

#### Going concern

The Directors are required to satisfy themselves that it is reasonable to presume that the Company is a going concern. After reviewing the Company's performance projections for the period of at least 12 months from the date of issue of the financial statements, the Directors are satisfied that, in taking account of a range of stress tests which are deemed to be severe but plausible, the Company has adequate access to resources to enable the Company to meet its obligations and continue in operational existence for the foreseeable future. Accordingly, the Directors continue to adopt the going concern basis of accounting in preparing the financial statements.

#### Independent auditor

Under s487(2) of the Companies Act 2006, Mazars LLP will be deemed to have been reappointed as auditor 28 days after these financial statements were sent to members or 28 days after the latest date prescribed for filing the accounts with the registrar, whichever is earlier.

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## SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED

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### DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2021

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#### Post balance sheet events

There have been no material post balance sheet events requiring disclosure prior to the date of signing this report.

#### Future outlook

The Directors have reviewed the business and consider the performance of the Company to be in line with expectations for the year. The Directors consider that the Company's position at the end of the period is consistent with the size and complexity of the business. The Directors are cautiously optimistic that the current levels of performance will be maintained in the medium-term.

#### Company secretary

On 1 September 2021, G White was appointed as Company Secretary to replace D Saunders who resigned as Company Secretary on the same day.

#### Directors' responsibilities statement

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 the Directors have elected to prepare 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'. 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 UK Accounting Standards 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 to 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.

The Directors are responsible for the maintenance and integrity of the corporate and financial information. Legislation in the United Kingdom, governing the preparation and dissemination of financial statements, may differ from legislation in other jurisdictions.



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**SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED**

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**DIRECTORS' REPORT (CONTINUED)  
FOR THE YEAR ENDED 31 DECEMBER 2021**

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**Disclosure of information to the auditor**

Each of the persons who is a Director at the date of approval of this report confirms that:

- so far as the Director is aware, there is no relevant audit information of which the Company's auditor are unaware; and
- the Director has taken all the steps that he/she ought to have taken as a Director in order to make himself/herself aware of any relevant audit information and to establish that the Company's auditor is aware of that information.

This confirmation is given and should be interpreted in accordance with the provision of s418 of the Companies Act 2006.

This report was approved by the Board and signed on its behalf.



**G White**  
Secretary

Date: 14 April 2022

25 Moorgate  
London  
EC2R 6AY

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## SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED

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### INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED

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#### Opinion

We have audited the financial statements of Smith & Williamson Financial Services Limited (the 'Company') for the year ended 31 December 2021 which comprise the Statement of Comprehensive Income, the Balance Sheet, the Statement of Changes in Equity and the Notes to the Financial Statements, including a summary of significant accounting policies.

The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 101 "Reduced Disclosure Framework" (United Kingdom Generally Accepted Accounting Practice).

In our opinion, the financial statements:

- give a true and fair view of the state of the Company's affairs as at 31 December 2021 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; 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 under those standards are further described in the "Auditor's responsibilities for the audit of the financial statements" section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Conclusions relating to going concern

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

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.

Our responsibilities and the responsibilities of the Directors with respect to going concern are described in the relevant sections of this report.

#### Other information

The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. The Directors are responsible for the other information contained within the Annual Report. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

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 course of the audit, or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether this gives rise to a material misstatement in the financial statements themselves. 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.

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## SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED

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### INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED

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We have nothing to report in this regard.

#### Opinions on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Strategic Report and the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Strategic Report and the Directors' Report have been prepared in accordance with applicable legal requirements.

#### Matters on which we are required to report by exception

In light of the knowledge and understanding of the Company and its environment obtained in the course of the audit, we have not identified material misstatements in the Strategic Report or the Directors' Report.

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- 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
- the Company 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.

#### Responsibilities of Directors

As explained more fully in the Directors' Responsibilities Statement set out on page 5, the Directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Directors 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.

#### Auditor's 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 auditor's 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 the financial statements.

The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below.

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.

Based on our understanding of the Company and its industry, we considered that non-compliance with the following laws and regulations might have a material effect on the financial statements: breaches of financial

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## SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED

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### INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED

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crime laws and regulations, regulatory compliance, and anti-money laundering regulation.

To help us identify instances of non-compliance with these laws and regulations, and in identifying and assessing the risks of material misstatement in respect to non-compliance, our procedures included, but were not limited to:

- Discussing with the Directors and Management their policies and procedures regarding compliance with laws and regulations;
- Communicating identified laws and regulations to the engagement team and remaining alert to any indications of non-compliance throughout our audit;
- Considering the risk of acts by the Company, which were contrary to applicable laws and regulations, including fraud;
- Review of the compliance register, correspondence with regulators, including the legal regulator, the Financial Conduct Authority, and licensing authorities such as compliance with ICAEW requirements;
- Review reporting to the Group Risk and Audit Committee in respect of regulatory, compliance and legal matters;
- Review of internal audit reports, with particular focus on those with potential implications for the financial statements;
- Results of our enquiries of Management, Internal Audit and the Group Risk and Audit Committee about their own identification and assessment of the risks of irregularities, and whether they had knowledge of any actual, suspected or alleged fraud; and
- Challenging assumptions and judgements made by Management in its significant accounting estimates, in relation to the carrying amounts of assets and liabilities that are not readily apparent from other sources.

We also considered those laws and regulations that have a direct impact on the preparation of the financial statements, such as FRS 101 "Reduced Disclosure Framework" and the Companies Act 2006.

In addition, we evaluated the Directors' and Management's incentives and opportunities for fraudulent manipulation of the financial statements, including the risk of management override of controls, and determined that the principal risks related to posting manual journal entries to manipulate financial performance, management bias in significant accounting estimates, in particular those involving fair values and impairment, and significant one-off or unusual transactions.

Our audit procedures in relation to fraud included but were not limited to:

- Making enquiries of the Directors and Management on whether they had knowledge of any actual, suspected, or alleged fraud;
- Gaining an understanding of the internal controls established to mitigate risks related to fraud;
- Discussing amongst the engagement team involving relevant internal specialists, such as accounting, Tax and IT, regarding the risk of fraud, particularly how, why and where fraud might occur in the financial statements; and
- Addressing the risks of fraud through management override of controls by identifying and testing journal entries with particular risk characteristics.

There are inherent limitations in the audit procedures described above and the primary responsibility for the prevention and detection of irregularities including fraud rests with Management. As with any audit, there remained a risk of non-detection of irregularities, as these may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal controls.

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

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**SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED**

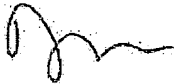
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**INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED**

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**Use of the audit report**

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.



Andrew Heffron (Senior Statutory Auditor)  
for and on behalf of Mazars LLP  
Chartered Accountants and Statutory Auditor  
London

Date: 14 April 2022

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**SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED**

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**STATEMENT OF COMPREHENSIVE INCOME  
FOR THE YEAR ENDED 31 DECEMBER 2021**

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	Note	year ended 31 December 2021 £000	period ended 31 December 2020 £000
Turnover	4	13,130	7,198
Cost of sales		-	(1)
<b>Gross profit</b>		<b>13,130</b>	<b>7,197</b>
Administrative expenses		(9,277)	(6,266)
<b>Operating profit</b>	5	<b>3,853</b>	<b>931</b>
<b>Profit before tax</b>		<b>3,853</b>	<b>931</b>
Taxation	9	(732)	(176)
<b>Profit for the financial year/period</b>		<b>3,121</b>	<b>755</b>

The Company has no other comprehensive income or loss items other than the profit for the current year and profit for the prior period.

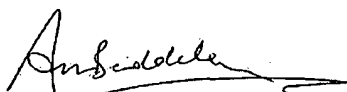
The notes on pages 14 to 23 form part of these financial statements.

**SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED**  
**REGISTERED NUMBER:03133226**

**BALANCE SHEET**  
**AS AT 31 DECEMBER 2021**

	Note	2021 £000	2020 £000
<b>Fixed assets</b>			
Deferred tax assets	14	-	29
		-	29
<b>Current assets</b>			
Debtors: Amounts falling due within one year	11	3,510	3,382
Cash and cash equivalents	12	6,259	3,109
		9,769	6,491
Creditors: Amounts falling due within one year	13	(2,815)	(2,137)
<b>Net current assets</b>		6,954	4,354
<b>Total assets less current liabilities</b>		6,954	4,383
<b>Provisions for liabilities</b>			
Other provisions	15	(16)	(166)
		(16)	(166)
<b>Net assets</b>		6,938	4,217
<b>Capital and reserves</b>			
Called up share capital	16	600	600
Profit and loss account		6,338	3,617
<b>Total equity</b>		6,938	4,217

The financial statements were approved and authorised for issue by the Board and were signed on its behalf on 14 April 2022.



**A Baddeley**  
Director

The notes on pages 14 to 23 form part of these financial statements.

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**SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED**

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**STATEMENT OF CHANGES IN EQUITY  
FOR THE YEAR ENDED 31 DECEMBER 2021**

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	Called up share capital £000	Profit and loss account £000	Total equity £000
<b>At 1 May 2020</b>	600	2,862	3,462
<b>Comprehensive income for the financial period</b>			
Profit for the financial period	-	755	755
<b>Total comprehensive income for the financial period</b>	-	755	755
<b>At 31 December 2020</b>	600	3,617	4,217
<b>Comprehensive income for the financial year</b>			
Profit for the financial year	-	3,121	3,121
<b>Total comprehensive income for the financial year</b>	-	3,121	3,121
Dividends paid	-	(400)	(400)
<b>At 31 December 2021</b>	600	6,338	6,938

The notes on pages 14 to 23 form part of these financial statements.



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## SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED

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### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

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#### 1. General information

Smith & Williamson Financial Services Limited (the "Company") is a company incorporated and domiciled in the United Kingdom under the Companies Act 2006. The registered number is 03133226 and the registered office address is 25 Moorgate, London, EC2R 6AY.

#### 2. Accounting policies

##### 2.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention unless otherwise specified within these accounting policies and in accordance with Financial Reporting Standard 101 'Reduced Disclosure Framework' and the Companies Act 2006.

These financial statements are presented in pounds sterling because that is the currency of the primary economic environment in which the Company operates.

Following the acquisition of Smith & Williamson by Tilney in 2020, the Company changed its cost allocation methodology to align to that of the acquiring group. Effective from the beginning of the current financial year, the basis for allocating costs is revenue. Previously, costs were allocated based on revenue, floor space and headcount. This change may result in some fluctuations in costs compared to the same period in the prior year.

The preparation of financial statements in compliance with FRS 101 requires the use of certain critical accounting estimates. It also requires management to exercise judgement in applying the Company's accounting policies (see note 3).

The following principal accounting policies have been applied:

##### 2.2 Financial reporting standard reduced disclosure exemptions

The Company has taken advantage of the following disclosure exemptions under FRS 101:

- the requirements of IFRS 7 Financial Instruments: Disclosures
- the requirements of paragraphs 91-99 of IFRS 13 Fair Value Measurement
- the requirements of the second sentence of paragraph 110 and paragraphs 113(a), 114, 115, 118, 119(a) to (c), 120 to 127 and 129 of IFRS 15 Revenue from Contracts with Customers
- the requirement in paragraph 38 of IAS 1 'Presentation of Financial Statements' to present comparative information in respect of:
  - paragraph 79(a)(iv) of IAS 1;
- the requirements of paragraphs 10(d), 10(f), 16, 38A, 38B, 38C, 38D, 40A, 40B, 40C, 40D, 111 and 134-136 of IAS 1 Presentation of Financial Statements
- the requirements of IAS 7 Statement of Cash Flows
- the requirements of paragraphs 30 and 31 of IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors
- the requirements of paragraph 17 and 18A of IAS 24 Related Party Disclosures
- the requirements in IAS 24 Related Party Disclosures to disclose related party transactions entered into between two or more members of a group, provided that any subsidiary which is a party to the transaction is wholly owned by such a member
- the requirements of paragraphs 130(f)(ii), 130(f)(iii), 134(d)-134(f) and 135(c)-135(e) of IAS 36 Impairment of Assets.

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## SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED

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### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

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## 2. Accounting policies (continued)

### 2.3 Going concern

The Directors are required to satisfy themselves that it is reasonable to presume that the Company is a going concern. After reviewing the Company's performance projections for the period of at least 12 months from the date of issue of the financial statements, the Directors are satisfied that, in taking account of a range of stress tests which are deemed to be severe but plausible, the Company has adequate access to resources to enable the Company to meet its obligations and continue in operational existence for the foreseeable future. Accordingly, the Directors continue to adopt the going concern basis of accounting in preparing the financial statements.

### 2.4 Revenue

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

#### **Advisory investment management and financial planning fees**

Advisory and financial planning fees are recognised on a continuous basis over the period in which the related services are provided. The fair value of fees received or receivable is measured based on the contracted rates by client, the current market position and the client's funds under management.

Fees in respect of contingent fee assignments are only recognised to the extent that the contingent events have occurred.

Any commissions and distribution fees payable to third parties are presented as cost of sales.

### 2.5 Current and deferred taxation

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

The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the balance sheet date in the countries where the company operates and generates income.

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

- The recognition of deferred tax assets is limited to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits; and
- Any deferred tax balances are reversed if and when all conditions for retaining associated tax allowances have been met.

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

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**SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED**

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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2021**

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**2. Accounting policies (continued)**

**2.5 Current and deferred taxation (continued)**

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset deferred tax assets against deferred tax liabilities and when the deferred income tax assets and liabilities relate to income tax levied by the same taxation authority on either the same taxable entity or different taxable entities where there is an intention to settle the balances on a net basis.

**2.6 Debtors**

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

**2.7 Cash and cash equivalents**

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

**2.8 Creditors**

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

Creditors are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method.

**2.9 Provisions for liabilities**

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

Provisions are charged as an expense to Profit or Loss in the year that the company becomes aware of the obligation, and are measured at the best estimate at the balance sheet date of the expenditure required to settle the obligation, taking into account relevant risks and uncertainties.

When payments are eventually made, they are charged to the provision carried in the balance sheet.

**2.10 Financial instruments**

The Company recognises financial instruments when it becomes a party to the contractual arrangements of the instrument. Financial instruments are de-recognised when they are discharged or when the contractual terms expire. The Company's accounting policies in respect of financial instruments transactions are explained below:

Financial assets and financial liabilities are initially measured at fair value.

**Financial assets**

All recognised financial assets are subsequently measured in their entirety at either fair value or amortised cost, depending on the classification of the financial assets.

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## SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED

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### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

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## 2. Accounting policies (continued)

### 2.10 Financial instruments (continued)

#### Impairment of financial assets

The Company always recognises lifetime expected credit losses (ECL) for trade receivables and amounts due on contracts with customers. The ECL on these financial assets are estimated based on the Company's historical credit loss experience, adjusted for factors that are specific to the debtors, general economic conditions and an assessment of both the current as well as the forecast direction of conditions at the reporting date, including time value of money where appropriate. Lifetime ECL represents the expected credit losses that will result from all possible default events over the expected life of a financial instrument.

#### Financial liabilities

##### At amortised cost

Financial liabilities which are neither contingent consideration of an acquirer in a business combination, held for trading, nor designated as at fair value through profit or loss are subsequently measured at amortised cost using the effective interest method. This is a method of calculating the amortised cost of a financial liability and of allocating interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments through the expected life of the financial liability, or where appropriate a shorter period, to the amortised cost of a financial liability.

### 2.11 Dividends

Equity dividends are recognised when they become legally payable. Interim equity dividends are recognised when paid. Final equity dividends are recognised when approved by the shareholders at an annual general meeting.

## 3. Critical accounting judgements and key sources of estimation uncertainty

In the application of the Company's accounting policies, which are described in note 2, the Directors are required to make judgements, estimates and assumptions about the carrying amounts 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. In making these estimates and judgements, the impact of COVID 19 has been considered and, where appropriate, additional disclosures have been made.

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 if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

The following are the critical judgements and estimates that the Directors have made in the process of applying the Company's accounting policies. The judgements, apart from those involving estimation, are those that have the most significant effect on the amounts recognised in financial statements. The estimates are the assumptions made about the future, and other major sources of estimation uncertainty at the end of the reporting period, that have a significant risk of resulting in a material adjustment to the carrying amounts of assets and liabilities within the next financial year.

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SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED

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NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2021

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**Accounting estimates**

**Accrued income**

Accrued income and work billed are recognised as income when there is a right to consideration and the outcome can be estimated reliably. This methodology is subject to significant estimation uncertainty due to the subjective nature of assessing both the stage of completion and recoverability of accrued income and different estimations could materially affect the reported value of accrued income. The review of the stage of completion and recoverability of accrued income is undertaken by the relevant Director on a client by client basis.

To minimise the estimation uncertainty risk, a detailed year end review is undertaken at portfolio level to ensure consistency with company policy. The amount of accrued income at the balance sheet date was £2,700,000 (2020 - £1,981,000).

**4. Turnover**

An analysis of turnover by class of business is as follows:

	year ended 31 December 2021 £000	period ended 31 December 2020 £000
Advisory investment management and financial planning fees	13,130	7,198

All turnover arose within the United Kingdom.

**5. Operating profit**

Operating profit for the year has been arrived at after charging:

	year ended 31 December 2021 £000	period ended 31 December 2020 £000
Auditor's remuneration (see note 6)	20	23

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**SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED**

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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2021**

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**6. Auditor's remuneration**

	year ended 31 December 2021 £000	period ended 31 December 2020 £000
Fees payable to the Company's auditor and its associates for the audit of the Company's annual financial statements	<u>20</u>	<u>23</u>

Audit fees were paid and borne by TS&W Services Limited, another company within the Group.

The Company has taken advantage of the exemption not to disclose amounts paid for non-audit services as these are disclosed in the group accounts of the parent company.

**7. Staff costs**

Staff costs were paid and borne by TS&W Services Limited. TS&W Services Limited allocated a portion of its salary and administrative costs to the Company based upon the proportion of revenue generated by the Company and the other operating subsidiaries within the Group.

**8. Directors' remuneration**

	year ended 31 December 2021 £000	period ended 31 December 2020 £000
Salaries and other emoluments	4,264	1,612
Pension scheme contributions	-	-
	<u>4,264</u>	<u>1,612</u>

	year ended 31 December 2021 £000	period ended 31 December 2020 £000
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**The highest paid Director received the following remuneration:**

Salaries and other emoluments	1,286	371
Pension scheme contributions	-	-
	<u>1,286</u>	<u>371</u>

Total emoluments include fees paid to Non-Executive Directors. Certain Executive Directors are also Directors of other group companies. It is not practicable to allocate their total remuneration between their services as executives to this company or other Group companies, and no such allocation has been attempted.

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**SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED**

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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2021**

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**9. Taxation**

	year ended 31 December 2021 £000	period ended 31 December 2020 £000
<b>Corporation tax</b>		
Current tax on profits for the year/period	703	177
Adjustments in respect of previous periods	-	28
<b>Total current tax</b>	<u>703</u>	<u>205</u>
<b>Deferred tax</b>		
Origination and reversal of timing differences	29	(29)
<b>Total deferred tax</b>	<u>29</u>	<u>(29)</u>
<b>Taxation on profit on ordinary activities</b>	<u>732</u>	<u>176</u>

**Factors affecting tax charge for the year/period**

The tax assessed for the year is same as (2020 - lower than) the standard rate of corporation tax in the UK of 19% (2020 - 19%). The differences are explained below:

	year ended 31 December 2021 £000	period ended 31 December 2020 £000
Profit on ordinary activities before tax	<u>3,853</u>	<u>931</u>
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2020 - 19%)	732	177
<b>Effects of:</b>		
Adjustments to tax charge in respect of prior periods	-	(1)
<b>Total tax charge for the year/period</b>	<u>732</u>	<u>176</u>

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SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED

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NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2021

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9. Taxation (continued)

Factors that may affect future tax charges

Corporation tax is calculated at 19% (2020 - 19%) of the estimated taxable profit for the year for UK tax-resident entities, and at the applicable local tax rate for entities tax-resident in other jurisdictions.

On 3 March 2021, the Chancellor of the Exchequer announced in the Budget that the main rate of UK Corporation Tax for large companies will rise from 19% to 25% with effect from 1 April 2023. This announcement impacts the rate at which deferred tax balances reversing on or after that date are recognised in the financial statements. The rate change was legislated for in the Finance Act 2021 which was substantively enacted on 24 May 2021.

10. Dividends

	2021 £000	2020 £000
Amounts recognised as dividends to equity holders in the year	400	-

The Directors do not recommend the payment of a final dividend (2020 - £nil)

11. Debtors: Amounts falling due within one year

	2021 £000	2020 £000
Receivables from contracts with customers	810	536
Amounts owed by group undertakings	-	865
Prepayments and accrued income	2,700	1,981
	3,510	3,382

In the prior year there has been a reclassification adjustment of £1,140,000 moving between 'Receivables from contracts with customers' to 'Prepayments and accrued income'.

12. Cash and cash equivalents

	2021 £000	2020 £000
Cash at bank and short term deposits	6,259	3,109



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**SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED**

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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2021**

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**13. Creditors: Amounts falling due within one year**

	<b>2021</b>	<b>2020</b>
	<b>£000</b>	<b>£000</b>
Amounts owed to group undertakings	<b>940</b>	12
Corporation tax	<b>151</b>	115
Other taxation and social security	<b>263</b>	313
Other creditors	<b>119</b>	28
Accruals and deferred income	<b>1,342</b>	1,669
	<b>2,815</b>	2,137

Amounts owed to group undertakings are unsecured, interest free and repayable on demand.

**14. Deferred tax assets**

	<b>2021</b>
	<b>£000</b>
At 1 January	<b>29</b>
Utilised in the year	<b>(29)</b>
<b>At 31 December</b>	<b>-</b>

The provision for deferred taxation is made up as follows:

	<b>2021</b>	<b>2020</b>
	<b>£000</b>	<b>£000</b>
Other temporary differences	<b>-</b>	29

**15. Other provisions**

	<b>Professional indemnity provision £000</b>
At 1 January 2021	<b>166</b>
Charged to profit or loss	<b>(150)</b>
<b>At 31 December 2021</b>	<b>16</b>

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SMITH & WILLIAMSON FINANCIAL SERVICES LIMITED

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NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2021

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16. Called up share capital

	2021 £000	2020 £000
<b>Authorised</b>		
1,000,000 (2020 - 1,000,000) Ordinary shares of £1 each	<u>1,000</u>	<u>1,000</u>
<b>Allotted, called up and fully paid</b>		
600,002 (2020 - 600,002) Ordinary shares of £1 each	<u>600</u>	<u>600</u>

17. Related party transactions

The Company has taken advantage of the exemption in FRS 101 "Reduced Disclosures Framework" from the requirement to disclose transactions with Group companies on the grounds that it is 100% owned by Tilney Smith & Williamson Limited.

18. Post balance sheet events

There have been no material post balance sheet events requiring disclosure prior to the date of signing this report.

19. Controlling party

As at 31 December 2021, the Company's immediate parent undertaking is Smith & Williamson Holdings Limited, a company incorporated in the United Kingdom.

The Directors consider the ultimate parent company and ultimate controlling party to be Platinum L.P. Guernsey Limited, a company incorporated in Guernsey.

Symmetry Topco Guernsey Limited is the parent undertaking of the largest group for which consolidated financial statements are prepared.

Tilney Smith & Williamson Limited is the parent undertaking of the smallest group for which consolidated financial statements are prepared. The registered address for Tilney Smith & Williamson Limited is 6 Chesterfield Gardens, Mayfair, London, W1J 5BQ. Copies of the group accounts of that company are available from the Registrar of Companies, Companies House, Crown Way, Maindy, Cardiff, CF14 3UZ.