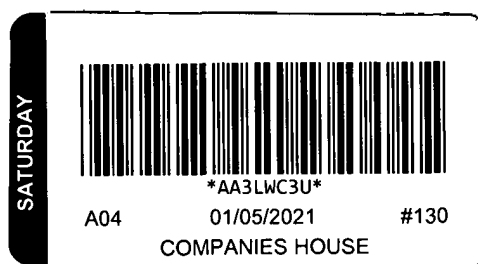


**Company Registration No. 03387163**

**Spotlight Sports Group Limited**  
**Report and Financial Statements**  
**Year ended 31 December 2020**



# **Spotlight Sports Group Limited**

## **Contents**

## **Page**

<b>Officers and registered office</b>	<b>1</b>
<b>Strategic report</b>	<b>2</b>
<b>Directors' report</b>	<b>5</b>
<b>Directors' responsibilities statement</b>	<b>9</b>
<b>Independent auditor's report</b>	<b>10</b>
<b>Profit and loss account</b>	<b>13</b>
<b>Statement of comprehensive income</b>	<b>14</b>
<b>Balance sheet</b>	<b>15</b>
<b>Statement of changes in equity</b>	<b>16</b>
<b>Notes to the financial statements</b>	<b>17</b>

# **Spotlight Sports Group Limited**

## **Officers and registered office**

### **Directors**

A Byrne  
M Francis  
M Renshaw

### **Registered Office**

5 Fleet Place  
London  
England  
EC4M 7RD

### **Bankers**

Lloyds Banking Group Plc  
25 Gresham Street  
London  
EC2V 7HN

### **Auditor**

Deloitte LLP  
Statutory Auditor  
Hill House  
1 Little New Street  
London  
EC4A 3TR  
United Kingdom

# Spotlight Sports Group Limited

## Strategic report

The directors present their strategic and annual report and the audited financial statements for the year ended 31 December 2020 as required under S414c CA 2006. The purpose of the Strategic Report is to inform members of the company and help them assess how the directors have performed their duty under Section 172 (duty to promote the success of the group).

### Principal activity

The principal activity of the company in the year under review was the generation of horseracing and sports betting content for a range of platforms, in particular for the Racing Post newspaper, Racing Post website and Racing Post racing mobile app.

### Business review

The business successfully continued its transition from a traditional newspaper delivering content over one daily medium to providing constant and real-time content for delivery across various platforms. The transition is necessary to meet the needs of the consumer who wishes to absorb quality journalism across a myriad of alternative digital platforms, in addition to print.

The company continued its investment in mobile and web with the recruitment of experts in these fundamental areas, together with a capital expenditure programme dedicated to bringing to market cutting-edge digital products which delight existing users, and attract a new, younger audience to the Racing Post brand.

The horseracing mobile app continues to benefit from six high-profile bookmaker partners on the platform. The company experienced strong year on year growth in business-to-business revenues, with bookmakers continuing to recognise and rely upon the strength of Racing Post's bet-prompting content in horseracing, football, and other sports for their discerning customer base.

In line with the experiences of most other newspapers across the globe, the traditional print-side of the business continues to face challenges. The Racing Post has a loyal readership, and it is this loyalty, together with unwavering support from the horseracing and betting industry which has helped to restrict the business's print declines. However this decline was exacerbated in 2020 by the impact of the COVID-19 outbreak which resulted in a suspension of sport and racing and, as a consequence, print publications were temporarily suspended from March 2020 until June 2020.

The COVID-19 outbreak and ensuing restrictions placed on the business resulted in a significant loss of revenue, with print revenues being uniquely impacted given the closure of retail betting shops. This decrease in revenue led in turn to a reduction in EBITDA albeit this impact was partially mitigated by the actions taken by the business which are touched on below.

The financial ramifications of COVID-19, outlined above, led to the group drawing upon the Job Retention Scheme, receiving £1.4m, announced by the UK Government in order to reduce the adverse impact on the business and safeguard as many jobs as possible. In addition to this, management reprofiled the group's financial borrowings, thereby creating additional covenant and cashflow headroom.

The growth in digital revenues while successfully managing volume decline within the traditional print-side of the business enabled the company to generate revenues of £46.9 million (2019: £59.3 million) and operating loss of £1.0 million (2019: profit £5.7 million). While operating profit has declined, this includes items outside of EBITDA (refer page 4) including £1.2m increase in amortisation of intangible assets. These items reflect the increased investment in both technology and product offering the company contributes to the group. The company's results for the year ended 31 December 2020 are set out on page 13.

# **Spotlight Sports Group Limited**

## **Strategic report (continued)**

### **Future developments**

During 2021, the company will maintain its focus on growing and investing in its digital business, both organically and through acquisition, whilst seeking to manage volume decline within the print business. The company's success to date across mobile, web and business-to-business means the audience interacting with its portfolio of different products continues to grow, with an additional bookmaker partner added in early 2020. The horseracing mobile app engages with a new, younger audience which the newspaper would have struggled to reach. There will also be an ongoing focus on further integrating acquired businesses, automation, efficiency and cost reduction to further drive profitability.

The company will look to lead the wider industry by initiating a concerted push to promote and advocate responsible gambling.

### **Principal risks and uncertainties**

The company's revenues are predominantly generated from sport and horseracing worldwide and a complete cessation of one or both would have a significant impact e.g. COVID-19 pandemic or Equine Flu. However, the company has a number of mitigating actions it can take to limit the impact.

In common with most publishers the company is reliant on circulation and advertising revenues although it is proportionately less reliant on advertising than its peers. General economic conditions and the financial health of our customers affect the performance of our business. However, the company is not overly reliant on any single customer and we derive less of our revenue from more cyclical advertising than other media publishers. We retain the support of our principal advertising customers and continue to attract new advertisers.

The economic impact of COVID-19, Brexit and any new legislation, represent areas of future uncertainty. The full impact of these on the business and wider industry will become clearer over the next 12-18 months. The directors continue to monitor any developments in these areas ensuring the business capitalises on any opportunities.

The company will continue to evolve to take advantage of the opportunities afforded by the changes taking place in the media sector and to maximise value in its core horseracing and sports betting content and brands.

### **Financial risk management**

The company is exposed to financial risk through its financial assets and liabilities. The most important components of financial risk are interest rate risk, currency risk, credit risk and liquidity risk.

#### **Interest rate risk**

The company is exposed to interest rate changes and has mitigated this risk with the group hedging approximately 80% of its bank loans.

#### **Currency risk**

Currency risk is mitigated where possible through goods, services and financing sourced in currencies matching those foreign currency inflows.

#### **Credit risk**

The company's credit risk is primarily attributable to its trade receivables. The amounts presented in the balance sheet are net of allowances for bad and doubtful debts, estimated based on prior experience and assessment of the economic climate.

#### **Liquidity risk**

Liquidity risk arises through timing differences between cash inflows and outflows. These risks are managed through the maintenance of sufficient cash balances and unutilised credit facilities estimated to be required to meet future requirements. These resources together with the anticipated cash generation are regarded as sufficient to meet the anticipated funding requirements of the group for at least the next 12 months.

# Spotlight Sports Group Limited

## Strategic report (continued)

### Key performance indicators

The directors use turnover and adjusted EBITDA, defined below, as key performance indicators to set targets and measure performance.

	Year ended 31 December 2020 £'m	Year ended 31 December 2019 £'m
Turnover	46.9	59.3
Operating profit/(loss)	(1.0)	5.7
Depreciation of tangible fixed assets (note 11)	0.7	0.8
Amortisation of capitalised development costs (note 10)	7.3	6.1
Amortisation of goodwill and other intangible assets (note 10)	5.7	5.7
Deferred contingent consideration treated as remuneration (note 7)	(1.4)	2.8
<b>Adjusted EBITDA</b>	<b>11.3</b>	<b>21.1</b>

Approved and signed by the directors



A Byrne  
Director

22 April 2021

# Spotlight Sports Group Limited

## Directors' report

The present membership of the Board and the directors who served throughout the year are set out on page 1.

### Directors' duties and stakeholder engagement

Section 172(1) of the Companies Act (2006) requires directors to act in a way that they consider, in good faith, would be most likely to promote the success of a company. In doing so, directors must take into consideration the interests of the various stakeholders, the impact of its operations on the community and the environment, take a long-term view on consequences of the decisions they make as well as aim to maintain a reputation for high standards of business conduct and fair treatment between the members.

In complying with the requirements of Section 172(1), the Directors should be able to ensure that all decisions are made in a responsible and sustainable way for the benefit of all stakeholders. In accordance with the requirements of the Companies (Miscellaneous Reporting) Regulations 2018, the below explains how the Directors have discharged their duties under Section 172(1). This section serves as the Company's Section 172(1) Statement.

The group's stakeholders are considered to comprise its employees, customers, supplier, shareholders and lenders. Details of how the Board seeks to understand the needs and priorities of the Company's stakeholders and how these are taken into account during all of its discussions and as part of its decision-making are set out below:

### Employees

Engagement with and involvement of employees in key decisions comprises team meetings, town halls, employee surveys, performance appraisals and development plans.

Training schemes are in place to ensure the group continues to invest in the development of staff to foster a culture of continuous improvement.

### Customers

First and foremost, the directors and the group always seek to promote and advocate responsible gambling, being a founding member of The Responsible Affiliates in Gambling (RAIG), an independent body set up to help raise standards in the sector, particularly in respect of responsible gambling. The association aims to foster wider initiatives in the UK affiliate marketing sector to promote social responsibility and help create a safer gambling environment for consumers. The body was founded in May 2019 and as a condition of membership, each member will be subject to an annual social responsibility audit which will be conducted by an independent third party.

The business continues its transition from a traditional newspaper delivering content over one daily medium to providing constant and real-time content for delivery across various platforms to meet the needs of the customer who wishes to absorb quality journalism and bet-promoting content across a myriad of alternative digital platforms, in addition to print.

The group continued its investment in mobile and web technology to bring to market cutting-edge digital products which delight existing users, and attract a new, younger audience to the Spotlight Sports Group brands.

We have regular meetings with our business-to-business customers at both operational and strategic level and have clear partnership agreements in place. The COVID-19 pandemic emphasised the need to adopt this approach, during the cessation of sport and racing the partnership agreements were reviewed and where necessary refinements were made to reflect our service offering during this unique period.

# Spotlight Sports Group Limited

## Directors' report (continued)

### *Directors' duties and stakeholder engagement (continued)*

#### **Suppliers**

We listen carefully to the concerns of our suppliers and act accordingly. We have regular meetings at both operational and strategic level, with clear service agreements in place.

The company directors have been in active dialogue throughout the year with its suppliers which has informed the way the board of directors have undertaken critical decisions in order to allow the business to be able to navigate through the COVID-19 crisis.

#### **Shareholders and lenders**

Key financial and non financial information is shared with shareholders and lenders on a regular basis and Board meetings are held regularly to review performance and strategy.

Throughout the year the directors have updated shareholders and lenders regarding key decisions required in response to the COVID-19 pandemic and its impact on the business. The principal outcome of these discussions was a reprofiling of the group's financial borrowings and a cash injection from the ultimate controlling entity, creating additional headroom.

#### **Dividends and transfer to reserves**

No dividend will be paid for the year ended 31 December 2020 (2019: £nil). A retained loss for the financial year of £1,292,000 (2019: £3,471,000 profit) has been transferred to reserves.

#### **Directors' indemnities**

The company has made qualifying third party indemnity provisions for the benefit of its directors which were made during the year and remain in force at the date of this report.

#### **Future developments**

The global COVID-19 pandemic, as declared by the World Health Organisation in March 2020, and the uncertainty it has caused continues to impact the macroeconomic conditions in which the company is operating.

The directors have assessed the ongoing impact of COVID-19 on the business and its continuing operations, and expect that the company has adequate resources to continue in existence for the foreseeable future.

#### **Going concern**

The company's business activities, together with the factors likely to affect its future development, performance and position are set out in the strategic report. The directors' report further describes the financial position of the group; its cash flows, liquidity position and borrowing facilities; the group's objectives, policies and processes for managing its capital; its financial risk management objectives; details of its financial instruments and hedging activities; and its exposure to credit risk and liquidity risk.

The company meets its day to day working capital requirements through cash generated by trading. In addition, the group has access to a £5m revolving credit facility. The revolving credit facility is due for renewal on 15 September 2022. The current economic conditions create uncertainty particularly over (a) the level of demand for the group's products; (b) the exchange rate between sterling and Euro and thus the consequence for the cost of the group's raw materials; and (c) the availability of bank finance in the foreseeable future.

The company generates horseracing and sports betting content for a range of platforms. It also provides digital marketing to a range of customers across multiple industries.

The principal risks to the company highlighted by the COVID-19 pandemic are those which impact the horseracing and sport industries, specifically a further lockdown. To manage and mitigate the potential impact of this risk, management has reprofiled the group's financial borrowings and a cash injection from the ultimate controlling entity, creating additional headroom, alongside the implementation of an in-depth cost reduction programme.

# **Spotlight Sports Group Limited**

## **Directors' report (continued)**

### **Going concern (continued)**

The directors on reviewing the going concern assumption have analysed the group's forecasts and projections, taking account of reasonably possible changes in trading performance and a further lockdown. Specifically, a scenario whereby there was an additional lockdown period with restrictions in line with Lockdown 2.0 (November 2020) from April 2021 through to June 2021 has been considered, management forecast EBITDA would reduce by £2.8m as a consequence. The directors would be advised to draw down the remaining balance on available credit facilities to ensure the group would continue to meet all planned capital expenditure. This analysis supports the conclusion that the group should be able to operate within the level of its existing facilities.

The directors have a reasonable expectation that the company and the group have adequate resources to continue in operational existence for the foreseeable future. Thus they continue to adopt the going concern basis of accounting in preparing the annual financial statements.

### **Strategic report**

The information that fulfils the Companies Act requirements of the business review is included in the Strategic report. This includes a review of the development of the business of the company during the year, of its position at the end of the year, and of the likely future developments in its business.

Similarly, the companies financial risk management objectives, policies and exposure are stated in the Strategic report.

### **Research and development**

During 2020 the company continued to significantly invest in the development of digital products (see note 10). The company invested £7.0m (2019: £8.7m) in the development of its digital products.

### **Political and charitable donations**

During the year ended 31 December 2020 contributions for charitable purposes totalled £5,891 (2019: £10,260), principally to horse racing and sport-related charities. No political donations were made during either year.

### **Employee related matters**

#### ***Disabled persons***

The group policy is to give fair and equal consideration to the recruitment, employment and career development of disabled persons where suitable opportunities arise, and to provide such training and other assistance as may be necessary and practicable. Employees who become disabled and are unable to continue in their existing jobs are given the opportunity to be retrained for suitable alternative employment.

#### ***Employee involvement***

Communication and participation of employees is achieved through both formal and informal channels. The means of communication range from formal union procedures to staff briefings and formal and informal management briefings where appropriate. Communication is by personal letter, e-mail or circular to employees individually. In addition, the Chief Executive presents a quarterly update to the staff.

### **Existence of branches outside the UK**

The company has branches, as defined in section 1046(3) of the Companies Act 2006, outside the UK as follows: Spotlight Sports Group Limited (Ireland Office).

### **Energy and Carbon Regulations**

The UK energy use of the company and the associated GHG emissions are disclosed within the Directors' report of Fence Topco Limited and are not managed separately.

## Spotlight Sports Group Limited

### Directors' report (continued)

#### 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 is unaware; and
- the director has taken all the steps that he ought to have taken as a director in order to make himself 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 provisions of s418 of the Companies Act 2006.

Deloitte LLP have indicated their willingness to be reappointed for another term and appropriate arrangements are being made for them to be deemed reappointed as auditor in the absence of an Annual General Meeting.

Approved and signed by the directors



A Byrne  
Director

22 April 2021

## **Spotlight Sports Group Limited**

### **Directors' responsibilities statement**

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

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

# Spotlight Sports Group Limited

## Independent auditor's report

### Report on the audit of the financial statements

#### Opinion

In our opinion the 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 including Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland"; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

We have audited the financial statements of Spotlight Sports Group Limited (the 'company') which comprise:

- the profit and loss account;
- the statement of comprehensive income;
- the balance sheet;
- the statement of changes in equity; and
- the related notes 1 to 21.

The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

#### 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 Financial Reporting Council's (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.

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.

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.

We have nothing to report in this regard.

# Spotlight Sports Group Limited

## Independent auditor's report (continued)

### Responsibilities of directors

As explained more fully in the directors' responsibilities statement, 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 these financial statements.

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/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditor's report.

### Extent to which the audit was considered capable of detecting irregularities, including fraud

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.

We considered the nature of the company's industry and its control environment, and reviewed the company's documentation of their policies and procedures relating to fraud and compliance with laws and regulations. We also enquired of management about their own identification and assessment of the risks of irregularities.

We obtained an understanding of the legal and regulatory framework that the company operates in, and identified the key laws and regulations that:

- had a direct effect on the determination of material amounts and disclosures in the financial statements.; and
- do not have a direct effect on the financial statements but compliance with which may be fundamental to the company's ability to operate or to avoid a material penalty.

We discussed among the audit engagement team including relevant internal specialists such as tax and IT regarding the opportunities and incentives that may exist within the organisation for fraud and how and where fraud might occur in the financial statements.

As a result of performing the above, we identified the greatest potential for fraud in the following areas, and our specific procedures performed to address them are described below:

- We identified a significant risk of revenue misstatement associated with the appropriateness of accounting policies for accrued betting revenue and the recording of such revenues in the right period.  
*To address the risk of misstatement, we obtained an understanding of relevant controls in the the revenue cycle and performed substantive tests of details on accrued revenue to a heightened sampling level.*
- We identified a significant risk around the validity and accuracy of the capitalisation of internal staff costs on development projects, as opposed to recognition as an above-EBITDA income statement expense.  
*To address this risk, we developed an understanding of the prevailing controls and selected a sample (on heightened sampling level) of the internal developers' time that had been capitalised and met with them in order to understand the projects they had worked on and confirm that they were engaged on appropriate projects. Further, we challenged management on the basis for concluding that the identified projects met the recognition criteria for capitalisation.*

# Spotlight Sports Group Limited

## Independent auditor's report (continued)

In common with all audits under ISAs (UK), we are also required to perform specific procedures to respond to the risk of management override. In addressing the risk of fraud through management override of controls, we tested the appropriateness of journal entries and other adjustments; assessed whether the judgements made in making accounting estimates are indicative of a potential bias; and evaluated the business rationale of any significant transactions that are unusual or outside the normal course of business.

In addition to the above, our procedures to respond to the risks identified included the following:

- reviewing financial statement disclosures by testing to supporting documentation to assess compliance with provisions of relevant laws and regulations described as having a direct effect on the financial statements;
- performing analytical procedures to identify any unusual or unexpected relationships that may indicate risks of material misstatement due to fraud;
- enquiring of management and external legal counsel concerning actual and potential litigation and claims, and instances of non-compliance with laws and regulations; and
- reading minutes of meetings of those charged with governance.

### Report on other legal and regulatory requirements

#### 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.

In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified any material misstatements in the strategic report or the directors' report.

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

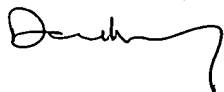
Under the Companies Act 2006 we are required to report in respect of the following matters if, in our opinion:

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

We have nothing to report in respect of these matters.

#### Use of our 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.



David Perry (Senior statutory auditor)

For and on behalf of Deloitte LLP

Statutory Auditor

London, United Kingdom

23 April 2021

## Spotlight Sports Group Limited

### Profit and loss account Year ended 31 December 2020

	Notes	Year ended 31 December 2020 Total £'000	Year ended 31 December 2019 Total £'000
<b>Turnover</b>	3	46,885	59,268
Cost of sales		(12,533)	(18,302)
<b>Gross profit</b>		34,352	40,966
Administrative expenses			
- Depreciation of tangible fixed assets	11	(672)	(806)
- Amortisation of capitalised development costs	10	(7,286)	(6,142)
- Amortisation of goodwill and other intangible assets	10	(5,683)	(5,656)
- Deferred contingent consideration treated as remuneration	7	1,401	(2,783)
- Other administrative expenses		(23,723)	(18,565)
Distribution costs		(854)	(1,317)
Other operating income	6	1,444	-
<b>Operating (loss)/profit</b>		(1,021)	5,697
<b>(Loss)/profit on ordinary activities before finance charges</b>		(1,021)	5,697
Foreign exchange loss on foreign currency holdings		-	(44)
Net finance charges	4	199	230
<b>(Loss)/profit before taxation</b>	5	(822)	5,883
Tax on profit	9	(470)	(2,412)
<b>(Loss)/profit for the financial year</b>		(1,292)	3,471

All the above results are derived from continuing operations.

## Spotlight Sports Group Limited

### Statement of comprehensive income Year ended 31 December 2020

		Year ended 31 December 2020 £'000	Year ended 31 December 2019 £'000
Note			
	(Loss)/Profit for the financial year	(1,292)	3,471
	Currency translation on foreign currency investments	521	(517)
		<u>(771)</u>	<u>2,954</u>
	Tax relating to components of other comprehensive income	-	-
	Total comprehensive income	<u>(771)</u>	<u>2,954</u>

# Spotlight Sports Group Limited

## Balance sheet

As at 31 December 2020

		31 December		31 December	
	Notes	2020	2020	2019	2019
		£'000	£000	£'000	£000
<b>Fixed assets</b>					
Goodwill	10	32,801		37,963	
Intangible assets	10	11,621		11,924	
Tangible assets	11	630		656	
Investments	12	22,757		21,749	
			67,809		72,292
<b>Current assets</b>					
Debtors	13	177,128		179,088	
Cash at bank and in hand		6,495		575	
		183,623		179,663	
<b>Creditors: amounts falling due within one year</b>	14	(28,340)		(23,686)	
<b>Net current assets</b>			155,283		155,977
<b>Total assets less current liabilities</b>			223,092		228,269
<b>Provisions for liabilities</b>	15		-		(4,406)
<b>Net assets</b>			223,092		223,863
<b>Capital and reserves</b>					
Called up share capital	16		190,000		190,000
Profit and loss account			37,896		39,188
Foreign exchange reserve			(4,804)		(5,325)
<b>Total shareholders' funds</b>			223,092		223,863

These financial statements of Spotlight Sports Group Limited, registered number 03387163, were approved by the directors and authorised for issue on 22 April 2021.

Signed on behalf of the directors



A Byrne  
Director

## Spotlight Sports Group Limited

### Statement of changes in equity For the year ended 31 December 2020

	Notes	Called-up share capital £'000	Foreign exchange reserve £'000	Profit and loss account £'000	Total £'000
<b>At 1 January 2019</b>		190,000	(4,808)	35,717	220,909
Profit for the financial year		-	-	3,471	3,471
Currency translation on foreign currency investments	10	-	(517)	-	(517)
<b>Total comprehensive income</b>		-	(517)	3,471	2,954
<b>At 31 December 2019</b>		190,000	(5,325)	39,188	223,863
<b>At 1 January 2020</b>		190,000	(5,325)	39,188	223,863
Profit for the financial year		-	-	(1,292)	(1,292)
Currency translation on foreign currency investments	10	-	521	-	521
<b>Total comprehensive income</b>		-	521	(1,292)	771
<b>At 31 December 2020</b>		190,000	(4,804)	37,896	223,092

# Spotlight Sports Group Limited

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

### 1. Accounting policies

The principal accounting policies are summarised below. They have all been applied consistently throughout the year.

#### *a. General information and basis of accounting*

Spotlight Sports Group Limited is a company incorporated in the United Kingdom under the Companies Act. The company is a private company limited by shares and is registered in England and Wales and its registration number is 03387163. The address of the registered office is 5 Fleet Place, London, EC4M 7RD. The nature of the company's operations and its principal activities are set out in the strategic report on pages 2 to 4.

The financial statements have been prepared under the historical cost convention and in accordance with Financial Reporting Standard 102 (FRS 102) issued by the Financial Reporting Council. The Company has applied the amendments to FRS 102 issued by the FRC in December 2017 with effect from 1 January 2019. There were no material changes arising from applying the triennial review amendments to FRS 102.

The functional currency of Spotlight Sports Group Limited is considered to be pounds sterling because that is the currency of the primary economic environment in which the company operates. The financial statements are also presented in pounds sterling. Foreign operations are included in accordance with the policies set out below.

Spotlight Sports Group Limited meets the definition of a qualifying entity under FRS 102, being a subsidiary entity in the group headed by Fence Topco Limited, and has therefore taken advantage of the disclosure exemptions available to it in respect of its financial statements. Exemptions have been taken in relation to share-based payments, financial instruments, presentation of a cash flow statement and remuneration of key management personnel.

#### *b. Basis of consolidation*

Spotlight Sports Group Limited is a subsidiary in the group headed by Fence Topco Limited which prepares consolidated accounts. The group financial statements consolidate the financial statements of the company and its subsidiary undertakings drawn up to 31 December each year. The results of subsidiaries acquired or sold are consolidated for the periods from or to the date on which control passed.

The company is exempt under Section 400 of the Companies Act 2006 from preparing group financial statements for the company and its subsidiaries, as the company is a wholly owned subsidiary of a company incorporated in the United Kingdom. Therefore, these financial statements represent those of the company and not the group.

Business combinations are accounted for under the purchase method. Where necessary, adjustments are made to the financial statements of subsidiaries to bring the accounting policies used into line with those used by the group. All intra-group transactions, balances, income and expenses are eliminated on consolidation. In accordance with Section 35 of FRS 102, Section 19 of FRS 102 has not been applied in these financial statements in respect of business combinations effected prior to the date of transition.

In the case of jointly controlled operations, the respective assets and liabilities that each venture controls are recognised and disclosed in the balance sheet at transaction price while share of revenues and expenses are disclosed in the profit and loss.

#### *c. Going concern*

The company's business activities, together with the factors likely to affect its future development, performance and position are set out in the strategic report. The directors' report further describes the financial position of the group; its cash flows, liquidity position and borrowing facilities; the group's objectives, policies and processes for managing its capital; its financial risk management objectives; details of its financial instruments and hedging activities; and its exposure to credit risk and liquidity risk.

The company meets its day to day working capital requirements through cash generated by trading. In addition, the group has access to a £5m revolving credit facility. The revolving credit facility is due for renewal on 15 September 2022. The current economic conditions create uncertainty particularly over (a) the level of demand for the group's products; (b) the exchange rate between sterling and Euro and thus the consequence for the cost of the group's raw materials; and (c) the availability of bank finance in the foreseeable future.

The company generates horseracing and sports betting content for a range of platforms. It also provides digital marketing to a range of customers across multiple industries.

# Spotlight Sports Group Limited

## Notes to the financial statements (continued) For the year ended 31 December 2020

### 1. Accounting policies (continued)

#### *c. Going concern (continued)*

The principal risks to the company highlighted by the COVID-19 pandemic are those which impact the horseracing and sport industries, specifically a further lockdown. To manage and mitigate the potential impact of this risk, management has reprofiled the group's financial borrowings and a cash injection from the ultimate controlling entity, creating additional headroom, alongside the implementation of an in-depth cost reduction programme.

The directors on reviewing the going concern assumption have analysed the group's forecasts and projections, taking account of reasonably possible changes in trading performance and a further lockdown. Specifically, a scenario whereby there was an additional lockdown period with restrictions in line with Lockdown 2.0 (November 2020) from April 2021 through to June 2021 has been considered, management forecast EBITDA would reduce by £2.8m as a consequence. The directors would be advised to draw down the remaining balance on available credit facilities to ensure the group would continue to meet all planned capital expenditure. This analysis supports the conclusion that the group should be able to operate within the level of its existing facilities.

The directors have a reasonable expectation that the company and the group have adequate resources to continue in operational existence for the foreseeable future. Thus they continue to adopt the going concern basis of accounting in preparing the annual financial statements.

#### *d. Intangible assets – goodwill*

Goodwill arising on the acquisition of subsidiary undertakings and businesses, representing any excess of the fair value of the consideration given over the fair value of the identifiable assets and liabilities acquired, is capitalised and written off on a straight line basis over its useful economic life, which is 20 years. Provision is made for any impairment. Upon adoption of FRS 102, it was deemed appropriate to continue to amortise the remaining goodwill balance from the 2007 acquisition over the remaining term which at the period end was 10 years.

#### *e. Intangible assets – research and development*

Research expenditure is written off as incurred. Development expenditure is also written off, except where the directors are satisfied as to the technical, commercial and financial viability of individual projects. In such cases, the identifiable expenditure is capitalised as an intangible asset and amortised over the period during which the group is expected to benefit. This period is three years. Provision is made for any impairment.

#### *f. Intangible assets – patents and trademarks*

Separately acquired patents and trademarks are included at cost and amortised in equal annual instalments over their estimated useful economic life. Provision is made for any impairment.

Intangible assets acquired as part of a business combination are measured at fair value at the acquisition date.

#### *g. Tangible fixed assets*

Tangible fixed assets are stated at cost, net of depreciation and any provision for impairment. Depreciation is provided on all tangible fixed assets, other than investment properties and freehold land, at rates calculated to write off the cost or valuation, less estimated residual value, of each asset on a straight-line basis over its expected useful life, as follows:

Computers	33.3% per annum
Office furniture	33.3% per annum

Residual value represents the estimated amount which would currently be obtained from disposal of an asset, after deducting estimated costs of disposal, if the asset were already of the age and in the condition expected at the end of its useful life.

# Spotlight Sports Group Limited

## Notes to the financial statements (continued) For the year ended 31 December 2020

### 1. Accounting policies (continued)

#### *h. Financial instruments*

Financial assets and financial liabilities are recognised when the company becomes a party to the contractual provisions of the instrument.

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

##### *(i) Financial assets and liabilities*

All financial assets and liabilities are initially measured at transaction price (including transaction costs), except for those financial assets classified as at fair value through profit or loss, which are initially measured at fair value (which is normally the transaction price excluding transaction costs), unless the arrangement constitutes a financing transaction. If an arrangement constitutes a financing transaction, the financial asset or financial liability is measured at the present value of the future payments discounted at a market rate of interest for a similar debt instrument.

Financial assets and liabilities are only offset in the statement of financial position when, and only when there exists a legally enforceable right to set off the recognised amounts and the group intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

##### *(i) Financial assets and liabilities (continued)*

Debt instruments which meet the following conditions are subsequently measured at amortised cost using the effective interest method:

- (a) The contractual return to the holder is (i) a fixed amount; (ii) a positive fixed rate or a positive variable rate; or (iii) a combination of a positive or a negative fixed rate and a positive variable rate.
- (b) The contract may provide for repayments of the principal or the return to the holder (but not both) to be linked to a single relevant observable index of general price inflation of the currency in which the debt instrument is denominated, provided such links are not leveraged.
- (c) The contract may provide for a determinable variation of the return to the holder during the life of the instrument, provided that (i) the new rate satisfies condition (a) and the variation is not contingent on future events other than (1) a change of a contractual variable rate; (2) to protect the holder against credit deterioration of the issuer; (3) changes in levies applied by a central bank or arising from changes in relevant taxation or law; or (ii) the new rate is a market rate of interest and satisfies condition (a).
- (d) There is no contractual provision that could, by its terms, result in the holder losing the principal amount or any interest attributable to the current period or prior periods.
- (e) Contractual provisions that permit the issuer to prepay a debt instrument or permit the holder to put it back to the issuer before maturity are not contingent on future events, other than to protect the holder against the credit deterioration of the issuer or a change in control of the issuer, or to protect the holder or issuer against changes in levies applied by a central bank or arising from changes in relevant taxation or law.
- (f) Contractual provisions may permit the extension of the term of the debt instrument, provided that the return to the holder and any other contractual provisions applicable during the extended term satisfy the conditions of paragraphs (a) to (c).

Debt instruments that are classified as payable or receivable within one year on initial recognition and which meet the above conditions are measured at the undiscounted amount of the cash or other consideration expected to be paid or received, net of impairment.

With the exception of some hedging instruments, other debt instruments not meeting these conditions are measured at fair value through profit or loss.

Commitments to make and receive loans which meet the conditions mentioned above are measured at cost (which may be nil) less impairment.

# Spotlight Sports Group Limited

## Notes to the financial statements (continued) For the year ended 31 December 2020

### 1. Accounting policies (continued)

#### *h. Financial instruments (continued)*

Financial assets are derecognised when and only when a) the contractual rights to the cash flows from the financial asset expire or are settled, b) the company transfers to another party substantially all of the risks and rewards of ownership of the financial asset, or c) the company, despite having retained some, but not all, significant risks and rewards of ownership, has transferred control of the asset to another party.

Financial liabilities are derecognised only when the obligation specified in the contract is discharged, cancelled or expires.

#### *(ii) Investments*

In the company balance sheet, investments in subsidiaries and associates are measured at cost less impairment. For investments in subsidiaries acquired for consideration including the issue of shares qualifying for merger relief, cost is measured by reference to the nominal value of the shares issued plus fair value of other consideration. Any premium is ignored.

#### *(iii) Equity instruments*

Equity instruments issued by the company are recorded at the fair value of cash or other resources received or receivable, net of direct issue costs.

#### *(iv) Derivative financial instruments*

The company uses derivative financial instruments to reduce exposure to interest rate movements. The company does not hold or issue derivative financial instruments for speculative purposes.

Derivatives are initially recognised at fair value at the date a derivative contract is entered into and are subsequently remeasured to their fair value at each reporting date. The resulting gain or loss is recognised in profit or loss immediately unless the derivative is designated and effective as a hedging instrument, in which event the timing of the recognition in profit or loss depends on the nature of the hedge relationship.

#### *(v) Fair value measurement*

The best evidence of fair value is a quoted price for an identical asset in an active market. When quoted prices are unavailable, the price of a recent transaction for an identical asset provides evidence of fair value as long as there has not been a significant change in economic circumstances or a significant lapse of time since the transaction took place. If the market is not active and recent transactions of an identical asset on their own are not a good estimate of fair value, the fair value is estimated by using a valuation technique.

#### *i. Impairment of assets*

Assets, other than those measured at fair value, are assessed for indicators of impairment at each balance sheet date. If there is objective evidence of impairment, an impairment loss is recognised in profit or loss as described below.

#### *Non-financial assets*

An asset is impaired where there is objective evidence that, as a result of one or more events that occurred after initial recognition, the estimated recoverable value of the asset has been reduced. The recoverable amount of an asset is the higher of its fair value less costs to sell and its value in use.

The recoverable amount of goodwill is derived from measurement of the present value of the future cash flows of the cash-generating units of which the goodwill is a part. Any impairment loss in respect of a CGU is allocated first to the goodwill attached to that CGU, and then to other assets within that CGU on a pro-rata basis.

# Spotlight Sports Group Limited

## Notes to the financial statements (continued) For the year ended 31 December 2020

### 1. Accounting policies (continued)

#### i. Impairment of assets (continued)

Where indicators exist for a decrease in impairment loss, the prior impairment loss is tested to determine reversal. An impairment loss is reversed on an individual impaired asset to the extent that the revised recoverable value does not lead to a revised carrying amount higher than the carrying value had no impairment been recognised. Where a reversal of impairment occurs in respect of a CGU, the reversal is applied first to the assets (other than goodwill) of the CGU on a pro-rata basis and then to any goodwill allocated to that CGU.

#### *Financial assets*

For financial assets carried at amortised cost, the amount of impairment is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate.

For financial assets carried at cost less impairment, the impairment loss is the difference between the asset's carrying amount and the best estimate of the amount that would be received for the asset if it were to be sold at the reporting date.

Where indicators exist for a decrease in impairment loss, and the decrease can be related objectively to an event occurring after the impairment was recognised, the prior impairment loss is tested to determine reversal. An impairment loss is reversed on an individual impaired financial asset to the extent that the revised recoverable value does not lead to a revised carrying amount higher than the carrying value had no impairment been recognised.

#### j. Taxation

Current tax, including UK corporation tax and foreign tax, is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

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. Timing differences are differences between the Company's taxable profits and its results as stated in the financial statements that arise from the inclusion of gains and losses in tax assessments in periods different from those in which they are recognised in the financial statements.

Unrelieved tax losses and other deferred tax assets are recognised only to the extent that, on the basis of all available evidence, it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted.

When the amount that can be deducted for tax for an asset (other than goodwill) that is recognised in a business combination is less (more) than the value at which it is recognised, a deferred tax liability (asset) is recognised for the additional tax that will be paid (avoided) in respect of that difference. Similarly, a deferred tax asset (liability) is recognised for the additional tax that will be avoided (paid) because of a difference between the value at which a liability is recognised and the amount that will be assessed for tax. The amount attributed to goodwill is adjusted by the amount of deferred tax recognised.

Deferred tax liabilities are recognised for timing differences arising from investments in subsidiaries and associates, except where the company is able to control the reversal of the timing difference and it is probable that it will not reverse in the foreseeable future.

Deferred tax is measured using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date that are expected to apply to the reversal of the timing difference. Deferred tax relating to property, plant and equipment measured using the revaluation model and investment property is measured using the tax rates and allowances that apply to sale of the asset.

# Spotlight Sports Group Limited

## Notes to the financial statements (continued) For the year ended 31 December 2020

### 1. Accounting policies (continued)

#### *j. Taxation (continued)*

Where items recognised in other comprehensive income or equity are chargeable to or deductible for tax purposes, the resulting current or deferred tax expense or income is presented in the same component of comprehensive income or equity as the transaction or other event that resulted in the tax expense or income.

Current tax assets and liabilities are offset only when there is a legally enforceable right to set off the amounts and the group intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

Deferred tax assets and liabilities are offset only if: a) the company has a legally enforceable right to set off current tax assets against current tax liabilities; and b) the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities which intend either to settle current tax liabilities and assets on a net basis, or to realise the assets and settle the liabilities simultaneously, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered.

#### *k. Turnover*

Turnover is stated net of VAT and trade discounts and is recognised when the significant risks and rewards are considered to have been transferred to the buyer. Turnover from the sale of goods is recognised when the goods are physically delivered to the customer. Turnover from the supply of services represents the value of services provided under contracts to the extent that there is a right to consideration and is recorded at the fair value of the consideration received or receivable. Where a contract has only been partially completed at the balance sheet date turnover represents the fair value of the service provided to date based on the stage of completion of the contract activity at the balance sheet date. Where payments are received from customers in advance of services provided, the amounts are recorded as deferred income and included as part of creditors due within one year.

Interest income is recognised using the effective interest rate method.

#### *l. Barter transactions*

Turnover is recognised in respect of barter transactions only where services are exchanged for dissimilar services and the transaction is deemed to have commercial substance. Such transactions are measured at the fair value of the services received, adjusted by any amount of cash and cash equivalents transferred.

#### *m. Employee benefits*

The company contributes to the Racing Post Group Stakeholder Pension Scheme, a defined contribution scheme. For this scheme the amount charged to the profit and loss account in respect of pension costs and other retirement benefits is the contributions payable in the year. Differences between contributions payable in the year and contributions actually paid are shown as either accruals or prepayments in the balance sheet.

Other long-term employee benefits are measured at the present value of the benefit obligation at the reporting date.

#### *n. Foreign currency*

Transactions in foreign currencies are recorded at the rate of exchange at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are reported at the rates of exchange prevailing at that date.

The results of overseas operations are translated at the average rates of exchange during the period and their balance sheets at the rates ruling at the balance sheet date. Exchange differences arising on translation of the opening net assets and results of overseas operations are reported in other comprehensive income and accumulated in equity.

Other exchange differences are recognised in profit or loss in the period in which they arise except for exchange differences arising on gains or losses on non-monetary items which are recognised in other comprehensive income.

# Spotlight Sports Group Limited

## Notes to the financial statements (continued) For the year ended 31 December 2020

### 1. Accounting policies (continued)

#### *o. Leases*

##### *The company as lessee*

Assets held under finance leases, hire purchase contracts and other similar arrangements, which confer rights and obligations similar to those attached to owned assets, are capitalised as tangible fixed assets at the fair value of the leased asset (or, if lower, the present value of the minimum lease payments as determined at the inception of the lease) and are depreciated over the shorter of the lease terms and their useful lives. The capital elements of future lease obligations are recorded as liabilities, while the interest elements are charged to the profit and loss account over the period of the leases to produce a constant periodic rate of interest on the remaining balance of the liability.

Rentals under operating leases are charged on a straight-line basis over the lease term, even if the payments are not made on such a basis.

#### *p. Borrowing costs*

Borrowing costs which are directly attributable to the construction of tangible fixed assets are capitalised as part of the cost of those assets. The commencement of capitalisation begins when both finance costs and expenditures for the asset are being incurred and activities that are necessary to get the asset ready for use are in progress. Capitalisation ceases when substantially all the activities that are necessary to get the asset ready for use are complete.

#### *q. Government grants*

Government grants relating to revenue expenditure are recognised in profit or loss over the period in which the company recognises the related costs for which the grant is intended to compensate. Government grants are recognised when all grant conditions have been met.

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

In the application of the company's accounting policies, which are described in note 1, 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.

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.

#### **Critical judgements in applying the company's accounting policies**

The following are the critical judgements, apart from those involving estimations (which are dealt with separately below), that the directors have made in the process of applying the company's accounting policies and that have the most significant effect on the amounts recognised in the financial statements.

#### **Capitalisation of internally generated development costs**

In the year ended 31 December 2020 the group, headed by Fence Topco Limited, continued the policy of capitalising eligible internally generated intangible assets. The group carries out a review of costs to assess those costs that meet the criteria for capitalisation under FRS 102. In 2020 £2.9m of internally generated development costs were capitalised (2019: £2.4m). The useful economic life is determined to be 3 years and is in line with the other development costs.

#### **Key source of estimation uncertainty - valuation of goodwill and investments**

In determining whether the valuation of goodwill and investments require impairment, management considers whether there are indicators of impairment in relation to the cash generating unit to which goodwill or investments has been allocated. If relevant, management measures the recoverable amount at the higher of fair value less costs to sell and value in use. The value in use calculation requires the entity to estimate the future cash flows expected to arise from the cash-generating unit and a suitable discount rate in order to calculate present value.

# Spotlight Sports Group Limited

## Notes to the financial statements (continued) For the year ended 31 December 2020

### 3. Turnover

Turnover arises primarily within the UK and Ireland and is largely attributable to the principal activity of the company. The company has decided not to disclose information by segment as the directors deem that the information is prejudicial to the interests of the company.

### 4. Net finance charges

	Year ended 31 December 2020 £'000	Year ended 31 December 2019 £'000
Loan note interest receivable	(223)	(183)
Interest payable	24	5
Dividends received	-	(52)
	<u>(199)</u>	<u>(230)</u>

### 5. Profit on ordinary activities before taxation

Profit on ordinary activities before taxation is stated after charging / (crediting):

	Year ended 31 December 2020 £'000	Year ended 31 December 2019 £'000
Amortisation of goodwill (note 10)	5,683	5,661
Amortisation of non-goodwill intangibles (note 10)	7,286	6,147
Depreciation of tangible fixed assets (note 11)	672	806
Deferred contingent consideration treated as remuneration (note 7)	(1,401)	2,783
R&D expense which did not meet capitalisation criteria	2,879	2,474
Operating lease rentals	1,087	1,364
Foreign exchange (gain)/loss	(15)	21
Coronavirus Job Retention Scheme grant (note 6)	<u>(1,444)</u>	<u>-</u>

The auditor's remuneration for the audit of the company's annual accounts for the year ended 31 December 2020 was £71,487 (2019: £59,913). Fees payable to the auditor for other services pursuant to legislation were £nil (2019: £6,000).

### 6. Other operating income

During the year the company benefited from £1,444,000 of government grants in the form of the Coronavirus Job Retention Scheme. In accordance with our accounting policy this credit is included in other operating income within the Statement of comprehensive income over the same period as the staff costs for which it compensates.

## Spotlight Sports Group Limited

### Notes to the financial statements (continued) For the year ended 31 December 2020

#### 7. Staff costs

Staff costs are as follows:

	Year ended 31 December 2020 £'000	Year ended 31 December 2019 £'000
Wages and salaries	13,775	15,617
Social security costs	1,960	1,801
Deferred contingent consideration treated as remuneration	(1,401)	2,783
Pension costs of defined contribution and money purchase schemes	1,042	924
	<u>15,376</u>	<u>21,125</u>

Additionally, per note 10 qualifying staff costs of £2.9m (2019: £2.4m) have been reported as development costs and have been capitalised.

Deferred contingent consideration treated as remuneration in respect of 2020 has arisen due to the settlement of transactions of prior year acquisitions.

The average monthly number of employees (including executive directors) was:

	No.	No.
Sales and administration	177	145
Content	157	157
	<u>334</u>	<u>302</u>

#### Pensions

The company contributes to the Racing Post Group Stakeholder Pension Scheme, a defined contribution scheme.

For the Racing Post Group Stakeholder Pension Scheme, the amount charged to the profit and loss account in respect of pension costs and other post-retirement benefits is the contributions payable in the year. Differences between contributions payable in the year and contributions actually paid are shown as either accruals or prepayments in the balance sheet.

# Spotlight Sports Group Limited

## Notes to the financial statements (continued) For the year ended 31 December 2020

### 8. Directors' remuneration and transactions

	Year ended 31 December 2020 £'000	Year ended 31 December 2019 £'000
<b>Directors' remuneration</b>		
Emoluments	205	231
Company contributions to money purchase pension schemes	14	11
	<u>219</u>	<u>242</u>
<b>The number of directors who:</b>		
Are members of a money purchase scheme	<u>1</u>	<u>1</u>
	Year ended 31 December 2020 £'000	Year ended 31 December 2019 £'000
<b>Remuneration of the highest paid director:</b>		
Emoluments	205	231
Company contributions to money purchase pension schemes	14	11
	<u>219</u>	<u>242</u>

## Spotlight Sports Group Limited

### Notes to the financial statements (continued) For the year ended 31 December 2020

#### 9. Tax on profit on ordinary activities

	Year ended 31 December 2020 £'000	Year ended 31 December 2019 £'000
<b>Current tax:</b>		
<i>UK Corporation tax</i>		
Current tax on income for the year	232	1,595
Adjustments for prior years	(170)	50
<i>Foreign tax</i>	157	229
<b>Total current tax</b>	<b>219</b>	<b>1,874</b>
<b>Deferred tax:</b>		
Origination and reversal of timing differences	256	288
Adjustment in respect of previous years	23	280
Effect of decreased tax rates	(28)	(30)
<b>Total deferred tax</b>	<b>251</b>	<b>538</b>
<b>Tax charge in year</b>	<b>2,412</b>	<b>2,412</b>

#### Reconciliation of tax charge

The standard rate of current tax based on the UK standard rate of corporation tax is 19% (2019: 19%). The actual rate of current tax is more than 19% (2019: less than 19%) for the reasons set out in the following reconciliation:

	Year ended 31 December 2020 £'000	Year ended 31 December 2019 £'000
Company profit/(loss) before tax	(822)	5,883
Tax on profit at standard UK corporation tax rate of 19 % (2019: 19%)	(156)	1,118
Expenses not deducted for tax purposes	1,347	1,683
Branch exemption	(239)	(119)
Income not taxable	(523)	-
Transfer pricing adjustments	1,541	1,585
Foreign tax charge	157	-
Group relief	(1,481)	(2,155)
Adjustment in respect of prior years	(148)	330
Changes in tax rates	(28)	(30)
<b>Total tax charge</b>	<b>470</b>	<b>2,412</b>

Following enactment of Finance Act 2015, the main corporation tax rate is currently 19%. It was announced in March 2017 that the rate would be reduced to 17% from 1 April 2020. However, at Budget 2020, the government announced that the corporation tax main rate (for all profits except ring fence profits) for the years starting 1 April 2020 and 2021 would remain at 19%. Taxes and deferred taxes at the balance sheet date have been measured using these tax rates and reflected in these financial statements.

There is no expiry date on timing differences, unused tax losses or tax credits.

## Spotlight Sports Group Limited

### Notes to the financial statements (continued) For the year ended 31 December 2020

#### 10. Intangible fixed assets

	Development costs £'000	Goodwill £'000	Total £'000
<b>Cost</b>			
At beginning of year	40,156	187,941	228,097
Additions	6,983	-	6,983
At end of year	47,139	187,941	235,080
<b>Accumulated amortisation and impairment</b>			
At beginning of year	28,232	149,978	178,210
Charge for the year	7,286	5,683	12,969
Foreign exchange adjustment	-	(521)	(521)
At end of year	35,518	155,140	190,658
<b>Net book value</b>			
At 31 December 2020	11,621	32,801	44,422
At 31 December 2019	11,924	37,963	49,887

Development costs have been capitalised in accordance with the requirements of FRS 102 and are therefore not treated, for dividend purposes, as a realised loss. Development costs are being amortised over an estimated useful life of three years.

During the year ended 31 December 2020, the company carried out periodic reviews of costs to assess those that meet the criteria for capitalisation under FRS 102. The internally generated amounts that were capitalised cost £2,939,000 (2019: £2,384,000). The company capitalises all expenditure that is deemed to be development expenditure under FRS 102.

Goodwill is being written off on a straight line basis over a year of 20 years to 1 September 2026. At 31 December 2020 the remaining amortisation period is 5 years and 8 months.

# Spotlight Sports Group Limited

## Notes to the financial statements (continued) For the year ended 31 December 2020

### 11. Tangible fixed assets

	Computer £'000	Office furniture £'000	Total £'000
<b>Cost</b>			
At beginning of year	2,064	1,714	3,778
Additions	646	-	646
At end of year	2,710	1,714	4,424
<b>Accumulated depreciation</b>			
At beginning of year	1,934	1,188	3,122
Charge for the year	188	484	672
At end of year	2,122	1,672	3,794
<b>Net book value</b>			
At 31 December 2020	588	42	630
At 31 December 2019	130	526	656

### 12. Investments

Spotlight Sports Group Limited holds £1,853,752 of loan notes issued by a parent, Fence Midco Limited. These notes attract interest at 10% per annum. The three subsidiaries listed below are all wholly owned and their registered office address is 5 Fleet Place, London, England, EC4M 7RD.

	31 December 2020 £'000	31 December 2019 £'000
Loan notes	1,854	1,340
Rolled up interest on loan notes	941	496
Subsidiary undertaking - Bloodstock Media Limited	1,198	1,198
Subsidiary undertaking - Apsley International Limited	5,961	5,961
Subsidiary undertaking - Independent Content Services Ltd	12,429	12,429
Investment in joint venture	374	325
	22,757	21,749
<b>Joint ventures</b>		
<b>Share of net assets</b>		
At beginning of year	325	245
Additions	49	80
At end of year	374	325

# Spotlight Sports Group Limited

## Notes to the financial statements (continued) For the year ended 31 December 2020

### 13. Debtors

	31 December 2020 £'000	31 December 2019 £'000
Trade debtors	6,632	5,812
Amount owed by immediate parent undertaking	2,100	2,100
Amount owed by fellow subsidiaries	160,690	165,134
Other debtors	109	224
Prepayments and accrued income	6,061	5,514
Deferred tax	11	262
Corporation tax	1,525	42
	<u>177,128</u>	<u>179,088</u>

The amounts owed by fellow subsidiaries and amounts owed by immediate parent undertaking are repayable on demand. The recoverability of such balances has been reviewed by the directors using expected future cash flow data and valuation tools. Following this review, the directors deem all balances owed by subsidiaries to be recoverable.

The deferred tax asset included in the accounts comprises:

	31 December 2020 £'000	31 December 2019 £'000
Depreciation in excess of capital allowances	(65)	248
Short term timing differences	76	14
	<u>11</u>	<u>262</u>

The movement in the deferred tax asset was as follows:

At beginning of the year	262	800
Current year credit	(228)	(257)
Effect of decrease in tax rate	-	-
Adjustment in respect of previous years	(23)	(281)
At end of the year	<u>11</u>	<u>262</u>

## Spotlight Sports Group Limited

### Notes to the financial statements (continued) For the year ended 31 December 2020

#### 14. Creditors: amounts falling due within one year

	31 December 2020 £'000	31 December 2019 £'000
Trade creditors	3,199	4,800
Amount owed to fellow subsidiaries	15,950	14,211
Other taxation and social security	709	432
Other creditors	50	16
Accruals and deferred income	8,432	4,227
	<u>28,340</u>	<u>23,686</u>

The amounts owed to fellow subsidiaries are non-interest bearing and repayable on demand.

#### 15. Provisions for liabilities

	Long-term incentive plan £'000	Provision payable to vendor following subsidiary acquisition £'000	Total year ended 31 December 2020 £'000	Long-term incentive plan £'000	Provision payable to vendor following subsidiary acquisition £'000	Total year ended 31 December 2019 £'000
At beginning of year	-	4,406	4,406	174	2,898	3,072
Additions in the year	-	2,016	2,016	-	2,783	2,783
Utilisation of provision	-	-	-	(174)	-	-
Paid in the year	-	(3,004)	(3,004)	-	(1,275)	(1,275)
Unused amounts reversed	-	(3,418)	(3,418)	-	-	-
At end of year	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>4,406</u>	<u>4,406</u>

#### Contingent liabilities

The Company is subject to various litigation proceedings. The Company vigorously defends its position on all open cases. Whilst the Company considers a material outflow for any one individual case unlikely, it is noted that there is uncertainty over the final timing and amount of any potential settlements. There remains a risk that the settlement of open litigation cases could result in a material outflow of economic benefits.

# Spotlight Sports Group Limited

## Notes to the financial statements (continued) For the year ended 31 December 2020

### 16. Called up share capital and reserves

	31 December 2020 £'000	31 December 2019 £'000
<b>Authorised:</b>		
2,000,000,000 ordinary shares of £1 each (31 December 2019: 200,000,000 ordinary shares of £1 each)	200,000	200,000
<b>Called up, allotted and fully paid:</b>		
190,000,002 ordinary shares of £1 each (31 December 2019: 190,000,002 ordinary shares of £1 each)	190,000	190,000

### 17. Guarantees and other financial commitments

The company are guarantors in respect of the bank borrowings of Fence Bidco Limited, a fellow subsidiary undertaking in the Fence Topco Group. There is a fixed and floating charge over the property and intellectual property owned by the company.

### 18. Financial commitments

The company has future minimum lease payments under non-cancellable operating leases totalling:

	31 December 2020 £'000	31 December 2019 £'000
<b>On operating leases which expire:</b>		
Within one year	1,098	1,058
Between two and five years	4,250	4,232
After five years	1,587	2,645
	<u>6,935</u>	<u>7,935</u>

### 19. Employee benefits

#### *Defined contribution schemes*

The company contributes to the Racing Post Group Stakeholder Pension Scheme, a defined contribution scheme.

For the Racing Post Group Stakeholder Pension Scheme, the amount charged to the profit and loss account in respect of pension costs and other post retirement benefits is the contributions payable in the year. Differences between contributions payable in the year and contributions actually paid are shown as either accruals or prepayments in the balance sheet.

The total expense charged to profit or loss in the year ended 31 December 2020 was £1,042,000 (2019: £924,000). At the reporting date there were outstanding contributions of £207,330 (2019: £145,227)

### 20. Related party transactions

The company holds an investment in a joint venture with C&N Sporting Risk Ltd (note 12) of which the company's share is valued at £0.37m (2019: £0.33m).

The company is a wholly owned subsidiary within a group, and utilises the exemption contained in FRS 102, "Related Party Disclosures", not to disclose any transactions with entities that are part of the group.

## **Spotlight Sports Group Limited**

### **Notes to the financial statements (continued) For the year ended 31 December 2020**

#### **21. Controlling party**

The company's immediate parent undertaking is Stradbrook Holdings Limited, a company registered in England and Wales whose registered office is 5 Fleet Place, London, England, EC4M 7RD.

In the opinion of the directors, the company's ultimate controlling party at 31 December 2020 was Exponent Private Equity Partners III LP, a limited partnership incorporated in United Kingdom and registered in England and Wales. The smallest and largest group in which the company is consolidated is Fence Topco Limited, the accounts for which can be obtained from Companies House. The registered office address for Fence Topco Limited is 5 Fleet Place, London, EC4M 7RD. The consolidated financial statements are available from Companies House <https://beta.companieshouse.gov.uk/>.