Registered number: 03736872

# THE MOTLEY FOOL LIMITED

# DIRECTORS' REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2021

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# **COMPANY INFORMATION**

**Directors** 

Kerra Demetria Mcdonough

Lawrence Greenberg

Randal Richard Coon (resigned 11 May 2021)

Jill Ralph (appointed 11 May 2021) Mark Rogers (appointed 10 January 2022)

Company secretary

Taylor Wessing Secretaries Limited

Registered number

03736872

Registered office

5 New Street Square

London EC4A 3TW

Independent auditors

MHA MacIntyre Hudson

Chartered Accountants & Statutory Auditors

Foundation Park Roxborough Way Maidenhead SL6 3UD

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#### DIRECTORS' REPORT FOR THE YEAR ENDED 30 SEPTEMBER 2021

The directors present their report and the financial statements for the year ended 30 September 2021.

#### Directors' responsibilities statement

The directors are responsible for preparing 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 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 for the Company's financial statements and then apply them
  consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- 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.

#### **Directors**

The directors who served during the year were:

Kerra Demetria McDonough Lawrence Greenberg Randal Richard Coon (resigned 11 May 2021) Jill Ralph (appointed 11 May 2021)

#### Disclosure of information to auditors

Each of the persons who are directors at the time when this Directors' report is approved has confirmed that:

- so far as the director is aware, there is no relevant audit information of which the Company's auditors are unaware, and
- the director has taken all the steps that ought to have been taken as a director in order to be aware of any
  relevant audit information and to establish that the Company's auditors are aware of that information.

## **Auditors**

The auditors, MHA MacIntyre Hudson, will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

# DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 30 SEPTEMBER 2021

# Small companies note

In preparing this report, the directors have taken advantage of the small companies exemptions provided by section 415A of the Companies Act 2006.

This report was approved by the board on

30 June 2022

and signed on its behalf.

-DocuSigned by:

Director

#### INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF THE MOTLEY FOOL LIMITED

#### **Opinion**

We have audited the financial statements of The Motley Fool Limited (the 'Company') for the year ended 30 September 2021, which comprise the Statement of comprehensive income, the Statement of financial position, the Statement of changes in equity and the related notes, 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 Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (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 30 September 2021 and of its loss 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 Auditors' 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 United Kingdom, including the Financial Reporting Council'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 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.

#### INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF THE MOTLEY FOOL LIMITED (CONTINUED)

# Other information

The other information comprises the information included in the Annual Report other than the financial statements and our Auditors' 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.

#### Opinion 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 Directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Directors' report has been prepared in accordance with applicable legal requirements.

# Matters on which we are required to report by exception

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 material misstatements in 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, 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; or
- the directors were not entitled to prepare the financial statements in accordance with the small companies
  regime and take advantage of the small companies' exemptions in preparing the Directors' report and
  from the requirement to prepare a Strategic report.

#### INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF THE MOTLEY FOOL LIMITED (CONTINUED)

#### Responsibilities of directors

As explained more fully in the Directors' responsibilities statement set out on page 1, 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.

## Auditors' responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an Auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements. Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

- Enquiry of management around actual and potential litigation and claims;
- Enquiry of entity staff in tax and compliance functions to identify any instances of non-compliance with laws and regulations;
- Performing audit work over the risk of management override of controls, including testing of journal entries and other adjustments for appropriateness, evaluating the business rationale of significant transactions outside the normal course of business and revieing accounting estimates for bias.

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the financial statements or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the financial statements, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding-irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

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. This description forms part of our Auditors' report.

#### INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF THE MOTLEY FOOL LIMITED (CONTINUED)

#### 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 Auditors' 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.

JUSTIN MOSS MA ACA (Senior statutory auditor)

for and on behalf of MHA MacIntyre Hudson

Chartered Accountants Statutory Auditors

Maidenhead, United Kingdom

Date: 01 July 2022

# STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 30 SEPTEMBER 2021

	2021	2020
	£	£
Turnover	3,494,912	2,383,823
Cost of sales	(1,035,348)	(825,855)
Gross profit	2,459,564	1,557,968
Administrative expenses	(2,937,685)	(1,702,221)
Other operating income	305	3,939
Fair value movements	11,762	(21,785)
Operating loss	(466,054)	(162,099)
Interest receivable and similar income	-	36,584
Loss before tax	(466,054)	(125,515)
Tax on loss	•	-
Loss for the financial year	(466,054)	(125,515)

There was no other comprehensive income for 2021 (2020:£NIL).

The notes on pages 10 to 21 form part of these financial statements.

# THE MOTLEY FOOL LIMITED REGISTERED NUMBER: 03736872

# STATEMENT OF FINANCIAL POSITION AS AT 30 SEPTEMBER 2021

			_	
		2021 £		2020 £
4		-		-
	•			
_	-		•	
7	3,635,268		2,418,960	
	4,130,262		3,291,424	
8 '	(4,802,798)		(3,468,799)	
		(672,536)	<del>.</del>	(177,375)
		(672,536)	-	(177,375)
9		(98,592)	·	(127,699)
		(771,128)	- -	(305,074)
		•		•
11		19,979		19,979
		526,565		526,565
		(1,317,672)		(851,618)
		(771,128)	-	(305,074)
	5 6 7 8	5 325,121 6 169,873 7 3,635,268 4,130,262 8 (4,802,798)	£ 4 - 5 325,121 6 169,873 7 3,635,268 - 4,130,262  8 (4,802,798) - (672,536) (672,536)  9 (98,592) - (771,128) - 11 19,979 526,565 (1,317,672)	£ 4 - 5 325,121 714,353 6 169,873 158,111 7 3,635,268 2,418,960 4,130,262 3,291,424  8 (4,802,798) (3,468,799)  (672,536) (672,536)  9 (98,592)  (771,128)  11 19,979 526,565

The financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies regime and in accordance with the provisions of FRS 102 Section 1A - small entities.

The financial statements were approved and authorised for issue by the board and were signed on its behalf on 30 June 2022

--- DocuSigned by:

...Lewa McDonough Kerradoedonough

Director

The notes on pages 10 to 21 form part of these financial statements.

# STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 SEPTEMBER 2021

	Called up share capital £	Share premium account £	Profit and loss account £	Total equity
At 1 October 2019	19,979	526,565	(726,103)	(179,559)
Comprehensive income for the year Loss for the year	· ·	-	(125,515)	(125,515)
At 1 October 2020	19,979	526,565	(851,618)	(305,074)
Comprehensive income for the year Loss for the year		<u>-</u>	(466,054)	(466,054)
At 30 September 2021	19,979	526,565	(1,317,672)	(771,128)

The notes on pages 10 to 21 form part of these financial statements.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2021

#### 1. General information

The Motley Fool Limited is a company limited by shares incorporated in England and Wales, registration number 03736872. The principal place of business and registered office is 5 New Street Square, London, United Kingdom, EC4A 3TW.

The company's principal activity is an internet-based community specialising in investing information and guidance.

#### 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 Section 1A of Financial Reporting Standard 102, the Financial Reporting Standard applicable in the UK and the Republic of Ireland and the Companies Act 2006.

The following principal accounting policies have been applied:

#### 2.2 Financial reporting standard 102 - reduced disclosure exemptions

The company has taken advantage of the following disclosure exemptions in preparing these financial statements, as permitted by the FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland":

- the requirements of Section 7 Statement of Cash Flows;
- the requirements of Section 3 Financial Statement Presentation paragraph 3.17(d);
- the requirements of Section 26 Share-based Payment paragraphs 26.18(b), 26.19 to 26.21 and 26.23;
- the requirements of Section 33 Related Party Disclosures paragraph 33.7.

This information is included in the consolidated financial statements of The Motley Fool Global Limited as at 30 September 2021 and these financial statements may be obtained from Companies House.

#### 2.3 Going concern

The ultimate parent company, The Motley Fool LLC, incorporated in Delaware, USA, has confirmed its intention to provide financial support to the Company, should such need arise, to enable the Company to meet its liabilities as and when they fall due for a period of at least twelve months from the date of approval of these financial statements. Accordingly the directors have drawn up these financial statements on a going concern basis.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2021

#### 2. Accounting policies (continued)

#### 2.4 Foreign currency translation

#### Functional and presentation currency

The Company's functional and presentational currency is GBP.

#### Transactions and balances

Foreign currency transactions are translated into the functional currency using the spot exchange rates at the dates of the transactions.

At each period end foreign currency monetary items are translated using the closing rate. Non-monetary items measured at historical cost are translated using the exchange rate at the date of the transaction and non-monetary items measured at fair value are measured using the exchange rate when fair value was determined.

Foreign exchange gains and losses resulting from the settlement of transactions and from the translation at period-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the Statement of Comprehensive Income except when deferred in other comprehensive income as qualifying cash flow hedges.

Foreign exchange gains and losses that relate to borrowings and cash and cash equivalents are presented in the Statement of comprehensive income within 'finance income or costs'. All other foreign exchange gains and losses are presented in the Statement of Comprehensive Income within 'other operating income'.

### 2.5 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. The following criteria must also be met before revenue is recognised:

Subscription revenues are recognised following the completion of the money-back-guarantee period over the term of the subscription payment received. Partnership and syndication revcenues are recognised in accordance with the underlying contracts and periods of delivery of contracted content and services. Advertising revenues are initially recognised based on the expected delivery of online and email advertising activity; any shortfall against expected delivery is quantified and deferred until it is served.

Revenue is stated net of value added tax.

### 2.6 Operating leases: the Company as lessee

Rentals paid under operating leases are charged to profit or loss on a straight line basis over the lease term.

Benefits received and receivable as an incentive to sign an operating lease are recognised on a straight line basis over the lease term, unless another systematic basis is representative of the time pattern of the lessee's benefit from the use of the leased asset.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2021

#### 2. Accounting policies (continued)

# 2.7 Interest income

Interest income is recognised in the Statement of Comprehensive Income using the effective interest method.

#### 2.8 Pensions

#### Defined contribution pension plan

The Company operates a defined contribution plan for its employees. A defined contribution plan is a pension plan under which the Company pays fixed contributions into a separate entity. Once the contributions have been paid the Company has no further payment obligations.

The contributions are recognised as an expense in the Statement of Comprehensive Income when they fall due. Amounts not paid are shown in accruals as a liability in the Statement of financial position. The assets of the plan are held separately from the Company in independently administered funds.

#### 2.9 Share based payments

Where share options are awarded to employees, the fair value of the options at the date of grant is charged to profit or loss over the vesting period. Non-market vesting conditions are taken into account by adjusting the number of equity instruments expected to vest at each Statement of financial position date so that, ultimately, the cumulative amount recognised over the vesting period is based on the number of options that eventually vest. Market vesting conditions are factored into the fair value of the options granted. The cumulative expense is not adjusted for failure to achieve a market vesting condition.

The fair value of the award also takes into account non-vesting conditions. These are either factors beyond the control of either party (such as a target based on an index) or factors which are within the control of one or other of the parties (such as the Company keeping the scheme open or the employee maintaining any contributions required by the scheme).

Where the terms and conditions of options are modified before they vest, the increase in the fair value of the options, measured immediately before and after the modification, is also charged to profit or loss over the remaining vesting period.

Where equity instruments are granted to persons other than employees, profit or loss is charged with fair value of goods and services received.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2021

#### 2. Accounting policies (continued)

#### 2.10 Taxation

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 reporting 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 Statement of financial position 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 reporting date.

### 2.11 Tangible fixed assets

Tangible fixed assets under the cost model are stated at historical cost less accumulated depreciation and any accumulated impairment losses. Historical cost includes expenditure that is directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management.

Depreciation is charged so as to allocate the cost of assets less their residual value over their estimated useful lives, using the straight-line method.

Depreciation is provided on the following basis:

Computer equipment - 33% straight line

The assets' residual values, useful lives and depreciation methods are reviewed, and adjusted prospectively if appropriate, or if there is an indication of a significant change since the last reporting date.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised in the Statement of Comprehensive Income.

#### 2.12 Valuation of investments

Investments in listed company shares are remeasured to market value at each Statement of financial position date. Gains and losses on remeasurement are recognised in profit or loss for the period.

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2021

#### 2. Accounting policies (continued)

#### 2.13 Debtors

Short term debtors are measured at transaction price, less any impairment.

Intra-group loans receivable are recognised as non-basic financial instruments when the interest rate is linked to the United States Prime rate. These debt instruments are recognised at fair value using a valuation model at a rate of interest appropriate when the debt instrument originated.

#### 2.14 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.

#### 2.15 Creditors

Short term creditors are measured at the transaction price.

Intra-group loans receivable are recognised as non-basic financial instruments when the interest rate is linked to the United States Prime rate. These debt instruments are recognised at fair value using a valuation model at a rate of interest appropriate when the debt instrument originated.

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2021

#### 2. Accounting policies (continued)

#### 2.16 Financial liabilities

Financial liabilities and equity are classified according to the substance of the financial instrument's contractual obligations, rather than the financial instrument's legal form.

Financial liabilities within the scope of IAS 39 are initially classified as financial liabilities at fair value through profit or loss, loans and borrowings, or as derivatives designated as hedging instruments in an effective hedge, as appropriate.

The Group determines the classification of its financial liabilities at initial recognition. All financial liabilities are recognised initially at fair value and in the case of loans and borrowings, plus directly attributable transaction costs.

Subsequently, the measurement of financial liabilities depends on their classification as follows:

#### Financial liabilities at fair value through profit or loss

Financial liabilities at fair value through profit or loss includes financial liabilities held for trading and financial liabilities designated upon initial recognition as at fair value through profit or loss.

Financial liabilities are classified as held for trading if they are acquired for the purpose of repurchasing in the near term. Derivatives, including separately embedded derivatives are also classified as held for trading unless they are designated as effective hedging instruments. Gains or losses on liabilities held for trading are recognised in profit or loss.

### Interest bearing loans and borrowings

Obligations for loans and borrowings are recognised when the Group becomes party to the related contracts and are measured initially at the fair value of consideration received less directly attributable transaction costs.

After initial recognition, interest bearing loans and borrowings are subsequently measured at amortised cost using the effective interest method.

Gains and losses arising on the repurchase, settlement or otherwise cancellation of liabilities are recognised respectively in finance revenue and finance cost.

# 3. Employees

The average monthly number of employees during the year was 6 (2020 - 6).

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2021

# 4. Tangible fixed assets

5.

•		Computer equipment £
Cost		
At 1 October 2020	•	30,238
At 30 September 2021		30,238
Depreciation		
At 1 October 2020		30,238
At 30 September 2021		30,238
Net book value		
At 30 September 2021		
At 30 September 2020		-
Debtors		
	2021 £	2020 £
Trade debtors	68,415	288,556
Amounts owed by group undertakings	210,695	131,989
Other debtors	44,487	293,808
Prepayments and accrued income	1,524	•

714,353

325,121

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2021

6.	Current asset investments		
		2021 £	2020 £
	Listed investments	169,873	158,111
		2021 £	2020 £
	Opening fair value	158,111	180,285
	Purchases	•	6,794
	Sales	•	(7,183)
	· (Losses)/Gains on remeasurement to fair value	11,762	(21,785)
	Market value	169,873	158,111
7.	Cach and each equivalents		
7.	Cash and cash equivalents		
		2021 £	. 2020 £
	Cash at bank and in hand	3,635,268	2,418,960
8.	Creditors: Amounts falling due within one year		
		2021 £	2020 £
	Trade creditors	154	41,456
	Amounts owed to group undertakings	2,959,348	1,914,406
	Other taxation and social security	31,120	•
	Accruals and deferred income	1,812,176	1,512,937
		4,802,798	3,468,799
9.	Creditors: Amounts falling due after more than one year		
		2021 .£	2020
		Ł	£

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2021

# 10. Financial instruments

2021	2020
£	£

# Financial assets

Financial assets measured at fair value through profit or loss

3,805,141

2,577,071

Financial assets measured at fair value through profit or loss comprise cash at bank and in hand, and listed investments.

# 11. Share capital

	2021	2020
	£	£
Allotted, called up and fully paid		
1,997,900 (2020 - 1,997,900) Ordinary shares of £0.01 each	19,979	19,979

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2021

#### 12. Share based payments

#### Stock options and Restricted Stock Awards

All UK-based employees are entitled to a grant of Share options (options) or a Restricted Stock Award (RSA) on joining the Company and may receive subsequent grants during their employment as part of the Company's incentive program. The options and RSAs are granted in the ultimate parent undertaking, The Motley Fool Holdings, Inc., under that Company's Amended and Restated 2008 Equity Incentive Plan (the Plan). The Plan provides for the granting of share options and restricted shares to employees and consultants of The Motley Fool Holdings, Inc., and its subsidiary undertakings. Options granted generally vest over a 4-year period and have a 10-year term. RSAs are subject to a vesting period determined at the date of grant. The unvested options and RSAs are forfeited if the employee leaves the Company.

In the event of a sale of all or substantially all of the ultimate parent company's assets, or a merger with or into another organisation, the Board of Directors of The Motley Fool Holdings, Inc. has the authority to provide automatic acceleration of vesting.

The options are exercisable at the exercise price determined at the time of grant. RSAs are granted at market value and become property of the employee when vesting restrictions are lifted..

As discussed in Note 1 the Company records compensation expense in the profit and loss account, based on the equity-settled grant-date fair value basis in accordance with the provisions of FRS102. The Company recognises compensation expense on a fair value basis and reflecting the instalment basis of options granted under the Plan.

The total expense recognised for share-based equity-settled payments in respect of employee services received during the period to September 30, 2021 is £80,465 (2020 – £40,605) of which £Nil was from options and £80,465 was from RSAs (2020 - £Nil and £40,605 respectively).

As of September 30, 2021, £Nil (2020 - £Nil) of total unrecognised compensation cost related to stock options is expected to be recognised and £393,377 (£63,277) of total unrecognised compensation cost related to restricted stock is expected to be recognised over approximately 2 years.

# **Stock Options Fair Value and Grants**

There were no stock options granted during the period ended 30 September 2021 or 30 September 2020. All outstanding share options were fully vested as of September 30, 2017. The following table illustrates the number and weighted average exercise price (WAEP) of share options during the period.

	Weighted		Weighted	
	average		average	
	exercise		exercise	
	price		price	
	(pence)	Number	(pence)	Number
	2021	2021	2020	2020
Outstanding at the beginning of the year	457	2,300	457	2,300
Exercised during the year	416	(1,000)	-	-
Outstanding at the end of the year	418	1,300	457	2,300

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2021

#### 12. Share based payments (continued)

The share options outstanding at the end of the period have the weighted average remaining contractual life of approximately 1 year (2020: 2 years).

#### **Restricted Stock Awards Fair Value and Grants**

The Motley Fool Holdings, Inc. uses an external valuation group to assist in valuing its ordinary shares, with the fair value of the ordinary shares determined based on a multiple market approach that uses estimates and assumptions of competitive groups, appropriate multiples, and marketing and liquidity discounts. There is uncertainty in making these judgements and estimates.

RSAs are valued on the grant date based on the most current external valuation at the date of grant. Share valuations were as follows:

October 2013 - August 2014	US \$6.50 / £4.28 per share
August 2014 - February 2015	US \$11.00 / £7.25 per share
February 2015 - July 2015	US \$13.75 / £9.06 per share
July 2015 - February 2016	US \$14.75 / £10.60 per share
February 2016 - September 2016	US \$10.75 / £7.25 per share
September 2016 - April 2017	US \$8.20 / £6.12 per share
April 2017 - October 2017	US \$12.20 / £9.51 per share
October 2017 - April 2018	US \$16.70 / £12.46 per share
April 2018 - September 2018	US \$21.50 / £16.50 per share
October 2018 - April 2019	US \$29.80 / £22.80 per share
April 2019 - September 2019	US \$35.80 / £27.56 per share
October 2019 - September 2020	US \$43.10 / £33.81 per share
October 2020 - April 2021	US \$70.67 / £54.16 per share
April 2021 - September 2021	US \$146.87 / £105.68 per share

Restricted stock awards equivalent to 3,546 shares were granted in the period ended September 30, 2021 (2020: 1,740) with the total fair value for the granted shares of £296,536 (2020: £58,832).

# 13. Contingent liabilities

The company had no contingent liabilities at 30 September 2021 or 30 September 2020.

# 14. Pension commitments

The company contributes to a self-invested pension plan (SIPP) on behalf of the employees. Employee contributions are matched up to 7.5% of gross salary. During the period the company contributed £32,507 (2020: £25,334) to the SIPP.

The total pension contribution payable at 30 September 2021 was £9,207 (2020: £5,078).

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 SEPTEMBER 2021

#### 15. Related party transactions

During the year the Company incurred management charges and royalty fees of £1,458,015 (2020: £819,497) from its Intermediate parent undertaking, The Motley Fool, LLC. At the balance sheet date, the amount due to The Motley Fool, LLC was £2,959,348 (2020: £1,914,406).

During the year the company charged interest of £Nil (2020: charged interest of £36,584) from its parent undertaking, The Motley Fool Global Limited. The amount due from The Motley Fool Global Limited was £95,852 (2020: £40,313).

### 16. Parent undertaking and controlling party

The immediate parent undertaking is The Motley Fool Global Limited. The ultimate parent undertaking and controlling party is The Motley Fool Holdings, Inc. incorporated in Delaware, USA.

The largest company which prepares consolidated financial statements, including the company, is the ultimate parent undertaking.

The smallest company which prepares consolidated financial statements, including the company, is The Motley Fool Global Limited.