

**REPORT OF THE DIRECTORS AND
AUDITED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2018
FOR
EVENTS INDUSTRY ALLIANCE LIMITED**



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for the Year Ended 31 December 2018**

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EVENTS INDUSTRY ALLIANCE LIMITED

COMPANY INFORMATION
for the Year Ended 31 December 2018

DIRECTORS:

Ms K James
C S Criscione
D B Angus
D Thurlow
M P Cairns
A D Hawkins
M Bull
D G Johnson
Ms L Kiwanuka

SECRETARY:

Ms M Youngs

REGISTERED OFFICE:

119 High Street
Berkhamsted
Hertfordshire
HP4 2DJ

REGISTERED NUMBER:

05645859 (England and Wales)

AUDITORS:

COLIN GRAY & CO. LIMITED
Chartered Accountants
Registered Auditor
Hardy House
Northbridge Road
Berkhamsted
Hertfordshire
HP4 1EF

**REPORT OF THE DIRECTORS
for the Year Ended 31 December 2018**

The directors present their report with the financial statements of the company for the year ended 31 December 2018.

PRINCIPAL ACTIVITY

The principal activity of the company in the year under review was that of the provision of secretariat services for trade associations.

DIRECTORS

The directors shown below have held office during the whole of the period from 1 January 2018 to the date of this report.

Ms K James
C S Criscione
D B Angus
D Thurlow
M P Cairns
A D Hawkins

Other changes in directors holding office are as follows:

P J Byrom - resigned 5 September 2018
J Rees - resigned 13 September 2018
M Bull - appointed 13 September 2018
D G Johnson - appointed 17 October 2018

Ms L Kiwanuka was appointed as a director after 31 December 2018 but prior to the date of this report.

N J Marshall ceased to be a director after 31 December 2018 but prior to the date of this report.

STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Report of the Directors 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 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 and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;

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.

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he or she ought to have taken as a director in order to make himself or herself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

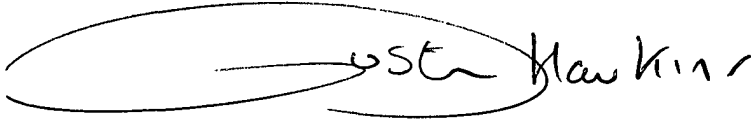
AUDITORS

The auditors, COLIN GRAY & CO. LIMITED, will be proposed for re-appointment at the forthcoming Annual General Meeting.

**REPORT OF THE DIRECTORS
for the Year Ended 31 December 2018**

This report has been prepared in accordance with the provisions of Part 15 of the Companies Act 2006 relating to small companies.

ON BEHALF OF THE BOARD:

A handwritten signature in black ink, appearing to read "A D Hawkins", is written over a large, hand-drawn oval loop.

A D Hawkins - Director

21 May 2019

REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF EVENTS INDUSTRY ALLIANCE LIMITED

Opinion

We have audited the financial statements of Events Industry Alliance Limited (the 'company') for the year ended 31 December 2018 which comprise the Income Statement, Balance Sheet and Notes to the Financial Statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including 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 31 December 2018 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the 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 UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

Other information

The directors are responsible for the other information. The other information comprises the information in the Report of the Directors, but does not include the financial statements and our Report of the Auditors thereon.

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.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report 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 Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Report of the Directors has been prepared in accordance with applicable legal requirements.

REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF EVENTS INDUSTRY ALLIANCE LIMITED

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 Report of the Directors.

We have nothing to report in respect of the following matters where 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' exemption from the requirement to prepare a Strategic Report or in preparing the Report of the Directors.

Responsibilities of directors

As explained more fully in the Statement of Directors' Responsibilities set out on page two, 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 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 a Report of the Auditors 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. This description forms part of our Report of the Auditors.

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 a Report of the Auditors 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.



Peter Brimmell (Senior Statutory Auditor)
for and on behalf of COLIN GRAY & CO. LIMITED
Chartered Accountants
Registered Auditor
Hardy House
Northbridge Road
Berkhamsted
Hertfordshire
HP4 1EF

Date: 7 June 2019

INCOME STATEMENT
for the Year Ended 31 December 2018

Notes	2018 £	2017 £
TURNOVER	888,121	819,915
Cost of sales	6,304	2,523
GROSS PROFIT	881,817	817,392
Administrative expenses	882,233	817,399
	(416)	(7)
Other operating income	1,000	16
OPERATING PROFIT and PROFIT BEFORE TAXATION	584	9
Tax on profit	-	-
PROFIT FOR THE FINANCIAL YEAR	584	9

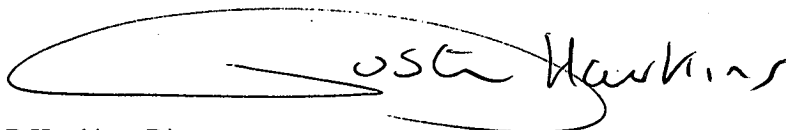
The notes form part of these financial statements

BALANCE SHEET
31 December 2018

	Notes	2018 £	2017 £
FIXED ASSETS			
Tangible assets	5	8,016	8,883
CURRENT ASSETS			
Debtors	6	166,865	131,999
Cash at bank		62,794	91,365
		<u>229,659</u>	<u>223,364</u>
CREDITORS			
Amounts falling due within one year	7	<u>141,592</u>	<u>136,748</u>
NET CURRENT ASSETS		<u>88,067</u>	<u>86,616</u>
TOTAL ASSETS LESS CURRENT LIABILITIES		<u>96,083</u>	<u>95,499</u>
CAPITAL AND RESERVES			
Called up share capital	8	1,003	1,003
Capital reserves	9	30,000	30,000
Retained earnings	9	<u>65,080</u>	<u>64,496</u>
SHAREHOLDERS' FUNDS		<u>96,083</u>	<u>95,499</u>

The financial statements have been prepared in accordance with the provisions of Part 15 of the Companies Act 2006 relating to small companies.

The financial statements were approved by the Board of Directors on 21 May 2019 and were signed on its behalf by:



A D Hawkins - Director

**NOTES TO THE FINANCIAL STATEMENTS
for the Year Ended 31 December 2018**

1. STATUTORY INFORMATION

Events Industry Alliance Limited is a private company, limited by shares, registered in England and Wales. The company's registered number and registered office address can be found on the Company Information page.

2. ACCOUNTING POLICIES

Basis of preparing the financial statements

These financial statements have been prepared in accordance with Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" including the provisions of Section 1A "Small Entities" and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

Turnover

Turnover represents amounts receivable for goods and services, excluding value added tax.

Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Fixtures and fittings - 25% on cost

Computer equipment - 25% on cost

Improvements to property - 25% on cost

Taxation

Taxation for the year comprises current and deferred tax. Tax is recognised in the Income Statement, except to the extent that it relates to items recognised in other comprehensive income or directly in equity.

Current or deferred taxation assets and liabilities are not discounted.

Current tax is recognised at the amount of tax payable using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

Timing differences arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in financial statements. Deferred tax is measured using tax rates and laws that have been enacted or substantively enacted by the year end and that are expected to apply to the reversal of the timing difference.

Unrelieved tax losses and other deferred tax assets are recognised only to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits.

Hire purchase and leasing commitments

Rentals paid under operating leases are charged to surplus or deficit on a straight line basis over the period of the lease.

NOTES TO THE FINANCIAL STATEMENTS - continued
for the Year Ended 31 December 2018

2. ACCOUNTING POLICIES - continued**Revenue recognition**

Fee income represents revenue earned under contracts to provide professional support services to trade associations. Revenue is recognised as earned when, and to the extent that, the company obtains the right to consideration in exchange for its performance under these contracts. It is measured at the fair value of the right to consideration, which represents amounts chargeable to trade associations, including expenses and disbursements but excluding value added tax.

Revenue is generally recognised as contract activity progresses so that for incomplete contracts it reflects the partial performance of the contractual obligations. For such contracts the amount of revenue reflects the accrual of the right to consideration by reference to the value of work performed. Revenue not billed to trade associations is included in debtors and payments on account in excess of the relevant amount of revenue are included in creditors.

Fee income contingent on events outside the control of the company is recognised when the contingent event occurs.

3. EMPLOYEES AND DIRECTORS

The average number of employees during the year was 16 (2017 - 15).

4. OPERATING PROFIT

The operating profit is stated after charging:

	2018	2017
	£	£
Depreciation - owned assets	4,709	4,966
Payments made under operating leases	24,885	24,885
Pension costs	23,272	21,608
Auditors' remuneration	2,925	2,780
	<u>2,925</u>	<u>2,780</u>

5. TANGIBLE FIXED ASSETS

	Improvements to property £	Office Equipment £	Totals £
COST			
At 1 January 2018	1,412	33,075	34,487
Additions	-	3,842	3,842
Disposals	-	(6,588)	(6,588)
	<u>1,412</u>	<u>30,329</u>	<u>31,741</u>
At 31 December 2018	1,412	30,329	31,741
DEPRECIATION			
At 1 January 2018	706	24,898	25,604
Charge for year	353	4,356	4,709
Eliminated on disposal	-	(6,588)	(6,588)
	<u>1,059</u>	<u>22,666</u>	<u>23,725</u>
At 31 December 2018	1,059	22,666	23,725
NET BOOK VALUE			
At 31 December 2018	<u>353</u>	<u>7,663</u>	<u>8,016</u>
At 31 December 2017	<u>706</u>	<u>8,177</u>	<u>8,883</u>

NOTES TO THE FINANCIAL STATEMENTS - continued
for the Year Ended 31 December 2018

6. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2018	2017
	£	£
Trade debtors	150,378	116,877
Other debtors and accrued income	-	1,350
Tax	5	-
Prepayments	16,482	13,772
	<u>166,865</u>	<u>131,999</u>

7. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2018	2017
	£	£
Trade creditors	6,170	10,707
Social security and other taxes	72,546	57,253
Other creditors	733	10,049
Accruals and deferred income	62,143	58,739
	<u>141,592</u>	<u>136,748</u>

8. CALLED UP SHARE CAPITAL

Allotted, issued and fully paid:

Number:	Class:	Nominal value:	2018	2017
			£	£
1	Ordinary A	1	1	1
1	Ordinary B	1	1	1
1	Ordinary C	1	1	1
1,000	Ordinary D	1	1,000	1,000
			<u>1,003</u>	<u>1,003</u>

9. RESERVES

	Retained earnings	Capital reserves	Totals
	£	£	£
At 1 January 2018	64,496	30,000	94,496
Profit for the year	584	-	584
At 31 December 2018	<u>65,080</u>	<u>30,000</u>	<u>95,080</u>

10. FINANCIAL COMMITMENTS

At the year end the company had total commitments under operating leases expiring after more than one year of £31,105 (2017 - £55,989).

**NOTES TO THE FINANCIAL STATEMENTS - continued
for the Year Ended 31 December 2018**

11. RELATED PARTY DISCLOSURES

Events Industry Alliance Limited (EIA) provides secretarial services to the trade associations and its board of directors is made up of members whose companies will benefit from this association.

On occasions EIA may use the products and services of companies which are associated with its directors and members. This trade is under normal commercial terms.

EIA provides day to day management, accounting and secretariat functions to The Association of Event Organisers Limited (AEO) and during the year the value of the services was £482,392 (2017 - £422,911).

EIA also recharged to AEO expenses during the year to the value of £32,961 (2017 - £33,367).

At the year end EIA was owed £8,839 (2017 - £614).

EIA provides day to day management, accounting and secretariat functions to The Association of Event Venues Limited (AEV) and during the year the value of the services was £145,452 (2017 - £127,913).

EIA also recharged to AEV, expenses during the year to the value of £2,298 (2017 - £1,367).

At the year end EIA was owed £56,114 (2017 - £33,544).

EIA provides day to day management, accounting and secretariat functions to Event Supplier and Services Association Limited (ESSA) and during the year the value of the services was £260,277 (2017 - £269,091).

EIA also recharged to ESSA, expenses during the year to the value of £10,087 (2017 - £6,191).

At the year end EIA was owed £84,925 (2017 - £82,510).

12. CONTROL

The company is controlled by the members of The Association of Event Organisers Limited as they hold 58% of the voting shares in the company.