

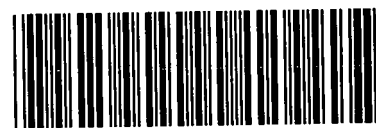
Company Registration No. 06534480 (England and Wales)

ALPHASIGHTS LIMITED

DIRECTOR'S REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2013

THURSDAY



L3H5HQ2N

LD3

25/09/2014

#128

COMPANIES HOUSE

ALPHASIGHTS LIMITED

CONTENTS

	Page
Strategic report	A
Directors' report	1 - 2
Independent auditors' report	3 - 4
Consolidated profit and loss account	5
Statement of recognised gains and losses	6
Balance sheets	7
Consolidated cash flow statement	8
Notes to the consolidated cash flow statement	9
Notes to the financial statements	10 - 22

ALPHASIGHTS LIMITED

STRATEGIC REPORT

FOR THE YEAR ENDED 31 DECEMBER 2013

Review of the business

The group saw continued growth for the year to 31 December 2013. The directors believe that there is considerable opportunity for the continued development of the activities of the group.

The company was ranked the third fastest growing company in UK by the Sunday Times Fast Track 100 index published in December 2013.

Key performance indicators

The company's key performance indicators, turnover and profit, more than doubled and nearly doubled year on year respectively.

Principal risks and uncertainties

Commercial risk

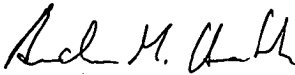
Continued commercial success will depend on the company's ability to add clients and expand its footprint amongst its existing client base, while maintaining the quality and standards in execution.

Foreign exchange risk

The company executes business denominated in currencies other than its reporting currency, and is thus exposed to risks related to movements in exchange rates. While the company is hedged to a degree owing to costs incurred in the invoicing currencies, a net exposure remains to the movement in currencies against the reporting currency.

Credit risk

The company provides credit to clients and therefore assumes credit risk with regards to non-payment of invoices issued to clients or general client default. This is mitigated by the composition and quality of the company's client base.


.....
Mr Andrew Heath
Director
7 May 2014


.....
Mr Max Cartellieri
Director
7 May 2014

ALPHASIGHTS LIMITED

DIRECTORS' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2013

The directors present their report and financial statements for the year ended 31 December 2013.

Principal activity

The principal activity of the company consists of the provision of business information services to corporate clients.

Results and dividends

The consolidated profit and loss account for the year is set out on page 5.

Dividends of £3,086,532 (2012: £1,317,263) were paid to ordinary and Series 'A' shareholders during the year.

Directors

The following directors have held office since 1 January 2013:

Mr Andrew Heath
Mr Max Cartellieri
Mr Sebastian Wossagk

Auditors

The auditors, Gerald Edelman, are deemed to be reappointed under section 487(2) of the Companies Act 2006.

Statement of directors' responsibilities

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 United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). 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 group and of the profit or loss of the group for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group 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 the group 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 the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

ALPHASIGHTS LIMITED

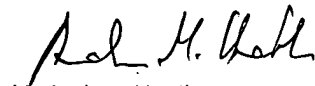
DIRECTORS' REPORT (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2013

Statement of disclosure to auditors

So far as the directors are aware, there is no relevant audit information of which the group's auditors are unaware. Additionally, the directors have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the group's auditors are aware of that information.

On behalf of the board



Mr Andrew Heath
Director
7 May 2014



Mr Max Cartellieri
Director
7 May 2014

ALPHASIGHTS LIMITED

INDEPENDENT AUDITORS' REPORT

TO THE MEMBERS OF ALPHASIGHTS LIMITED

We have audited the group and parent company financial statements (the "financial statements") of Alphasights Limited for the year ended 31 December 2013 set out on pages 5 to 22. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

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.

Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities Statement set out on pages 1 - 2, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Annual Report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the group's and parent company's affairs as at 31 December 2013 and of the group's 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.

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Strategic Report and Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

ALPHASIGHTS LIMITED

INDEPENDENT AUDITORS' REPORT (CONTINUED)

TO THE MEMBERS OF ALPHASIGHTS LIMITED

Matters on which we are required to report by exception

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



Stephen Coleman ACA (Senior Statutory Auditor)
for and on behalf of Gerald Edelman

7 May 2014

Chartered Accountants
Statutory Auditor

25 Harley Street
London
W1G 9BR

ALPHASIGHTS LIMITED

CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2013

		2013	2012
	Notes	£	as restated £
Turnover	2	18,806,988	9,291,939
Cost of sales		(9,297,021)	(4,593,368)
Gross profit		9,509,967	4,698,571
Administrative expenses		(3,869,020)	(1,825,484)
Operating profit	3	5,640,947	2,873,087
Other interest receivable and similar income		711	1,350
Profit on ordinary activities before taxation	3	5,641,658	2,874,437
Tax on profit on ordinary activities	5	(1,225,243)	(549,317)
Profit on ordinary activities after taxation		4,416,415	2,325,120

The profit and loss account has been prepared on the basis that all operations are continuing operations.

ALPHASIGHTS LIMITED

STATEMENT OF RECOGNISED GAINS AND LOSSES FOR THE YEAR ENDED 31 DECEMBER 2013

	2013	2012
	£	as restated £
Profit for the financial year	4,416,415	2,325,120
Unrealised surplus on revaluation of intangibles	7,050,932	-
	<u>11,467,347</u>	<u>2,325,120</u>
Currency translation differences on foreign currency net investments	4,769	2,936
Total recognised gains and losses relating to the year	11,472,116	2,328,056
Prior year adjustment (see note 15)	466,739	-
Total gains and losses recognised since last financial statements	<u>11,938,855</u>	<u>2,328,056</u>

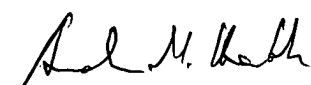
ALPHASIGHTS LIMITED

BALANCE SHEETS

AS AT 31 DECEMBER 2013

		Group		Company	
		2013	2012	2013	2012
			as restated		as restated
Notes		£	£	£	£
Fixed assets					
Intangible assets	8	7,750,782	466,739	7,750,782	466,739
Tangible assets	9	475,631	212,011	205,051	121,209
Investments	10	-	-	36,661	27,806
		<u>8,226,413</u>	<u>678,750</u>	<u>7,992,494</u>	<u>615,754</u>
Current assets					
Debtors	11	4,128,574	1,977,112	5,160,028	2,615,643
Cash at bank and in hand		2,452,598	2,741,205	2,137,692	2,627,385
		<u>6,581,172</u>	<u>4,718,317</u>	<u>7,297,720</u>	<u>5,243,028</u>
Creditors: amounts falling due within one year	12	(2,477,592)	(1,452,658)	(2,490,543)	(1,635,328)
Net current assets		<u>4,103,580</u>	<u>3,265,659</u>	<u>4,807,177</u>	<u>3,607,700</u>
Total assets less current liabilities		<u>12,329,993</u>	<u>3,944,409</u>	<u>12,799,671</u>	<u>4,223,454</u>
Capital and reserves					
Called up share capital	14	540,859	540,859	540,859	540,859
Share premium account	15	2,465,947	2,465,947	2,465,947	2,465,947
Revaluation reserve	15	7,050,932	-	7,050,932	-
Translation reserves	15	7,705	2,936	-	-
Profit and loss account	15	2,264,550	934,667	2,741,933	1,216,648
Shareholders' funds	16	<u>12,329,993</u>	<u>3,944,409</u>	<u>12,799,671</u>	<u>4,223,454</u>

Approved by the Board and authorised for issue on 7 May 2014



Mr Andrew Heath
Director



Mr Max Cartellieri
Director

Company Registration No. 06534480

ALPHASIGHTS LIMITED

CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2013

	2013	2012
	£	£
Net cash inflow from operating activities	4,618,055	2,521,357
Returns on investments and servicing of finance		
Interest received	711	1,350
Net cash inflow for returns on investments and servicing of finance	711	1,350
Taxation	(1,189,594)	-
Capital expenditure		
Payments to acquire intangible assets	(233,111)	(152,302)
Payments to acquire tangible assets	(449,959)	(132,747)
Receipts from sales of tangible assets	48,137	18,721
Net cash outflow for capital expenditure	(634,933)	(266,328)
Dividends paid	(3,086,532)	(1,317,263)
Net cash (outflow)/inflow before management of liquid resources and financing	(288,607)	939,116
(Decrease)/increase in cash in the year	(288,607)	939,116

ALPHASIGHTS LIMITED

NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2013

1	Reconciliation of operating profit to net cash inflow from operating activities	2013	2012
		£	£
	Operating profit	5,640,947	2,873,087
	Depreciation of tangible assets	159,249	94,713
	Profit on disposal of tangible assets	(19,964)	(6,503)
	Increase in debtors	(2,151,462)	(368,503)
	Increase/(decrease) in creditors within one year	989,285	(76,904)
	Net effect of foreign exchange differences	3,686	5,467
	Net cash inflow from operating activities	4,621,741	2,521,357

2	Analysis of net funds	1 January 2013	Cash flow	Other non-cash changes	31 December 2013
		£	£	£	£
	Net cash:				
	Cash at bank and in hand	2,741,205	(288,607)	-	2,452,598
	Net funds	2,741,205	(288,607)	-	2,452,598

3	Reconciliation of net cash flow to movement in net funds	2013	2012
		£	£
	(Decrease)/increase in cash in the year	(288,607)	939,116
	Movement in net funds in the year	(288,607)	939,116
	Opening net funds	2,741,205	1,802,089
	Closing net funds	2,452,598	2,741,205

ALPHASIGHTS LIMITED

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013

1 Accounting policies

1.1 Accounting convention

The financial statements are prepared under the historical cost convention modified to include the revaluation of intangible assets.

1.2 Compliance with accounting standards

The financial statements are prepared in accordance with applicable United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), which have been applied consistently (except as otherwise stated).

1.3 Basis of consolidation

The consolidated profit and loss account and balance sheet include the financial statements of the company and its subsidiary undertakings made up to 31 December 2013. The results of subsidiaries sold or acquired are included in the profit and loss account up to, or from the date control passes. Intra-group sales and profits are eliminated fully on consolidation.

1.4 Turnover

Turnover represents amounts receivable in respect of information services rendered to clients net of VAT. Revenue is recognised at the point each interaction is completed.

1.5 Intangible fixed assets and amortisation

Costs associated with maintaining software is recognised as an expense as incurred. Development cost that is directly attributable to the design and construction of software controlled by the group is recognised as an intangible asset when it satisfies the criteria set out in FRS 10, Goodwill and Intangible assets. At the end of each financial year, the directors revalue the intangible assets based on conservative estimates of economic benefit derived from them. Revaluation gains and losses are recognised in the statement of total recognised gains and losses unless losses exceed the previously recognised gains or reflect a clear consumption of economic benefits, in which case the losses are recognised in the Profit and Loss Account. Intangible assets are amortised on a straight-line bases over 15 years.

1.6 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost or valuation less depreciation. Depreciation is provided at rates calculated to write off the cost or valuation less estimated residual value of each asset over its expected useful life, as follows:

Land and buildings Leasehold	straight line over the life of lease
Computer equipment	33% straight line
Fixtures, fittings & equipment	25% straight line

1.7 Leasing

Rentals payable under operating leases are charged against income 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 period until the committed contractual term expires or until the date the rent is expected to be adjusted to the prevailing market rate.

1.8 Investments

Fixed asset investments are stated at cost less provision for diminution in value.

ALPHASIGHTS LIMITED

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2013

1 Accounting policies

(continued)

1.9 Pensions

Each of the company's executive directors may elect to have the company make either defined contributions to pension arrangements or equivalent disbursements, provided always the economic position of the Company is left identical in either case. Any contributions or disbursements payable are charged to the profit and loss account in the period they are payable.

1.10 Deferred taxation

Deferred taxation is provided in full in respect of taxation deferred by timing differences between the treatment of certain items for taxation and accounting purposes. The deferred tax balance has not been discounted.

1.11 Foreign currency translation

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. All differences are taken to profit and loss account.

1.12 Comparatives

In 2012, AlphaSights Limited had taken advantage of the exemption to prepare group accounts under section 467 paragraph 3 of Companies Act 2006, where the group qualified as small in the preceding financial year. The company is no longer entitled to small company exemption due to the fact that it is a medium size company.

The comparative figures are the consolidated figures for 2012.

2 Turnover

The total turnover of the group for the year has been derived from its principal activity invoiced from the United Kingdom.

3 Operating profit

	2013	2012
	£	£
Operating profit is stated after charging:		
Depreciation of tangible assets	159,249	94,713
Loss on foreign exchange transactions	401,859	75,318
Auditors' remuneration - Audit work	6,500	3,000
- Accountancy and tax work	24,440	20,252
and after crediting:		
Profit on disposal of tangible assets	(19,964)	(6,503)

ALPHASIGHTS LIMITED

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2013

4	Investment income	2013	2012
		£	£
	Bank interest	711	1,026
		<u>711</u>	<u>1,026</u>
5	Taxation	2013	2012
		£	£
	Domestic current year tax		
	UK corporation tax	1,225,243	549,317
	Total current tax	<u>1,225,243</u>	<u>549,317</u>
	Factors affecting the tax charge for the year		
	Profit on ordinary activities before taxation	<u>5,641,658</u>	<u>2,874,437</u>
	Profit on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 23.00% (2012 - 24.00%)	<u>1,297,581</u>	<u>689,865</u>
	Effects of:		
	Non deductible expenses	6,914	1,183
	Depreciation add back	20,240	14,995
	Capital allowances	(36,527)	(11,717)
	Research and development	(67,738)	(43,418)
	Chargeable disposals	(584)	(1,561)
	Other tax adjustments	5,357	(100,030)
		<u>(72,338)</u>	<u>(140,548)</u>
	Current tax charge for the year	<u>1,225,243</u>	<u>549,317</u>
6	Profit for the financial period		
	As permitted by section 408 Companies Act 2006, the holding company's profit and loss account has not been included in these financial statements. The profit for the financial year is made up as follows:		
		2013	2012
		£	£
	Holding company's profit for the financial period	<u>4,611,818</u>	<u>2,512,137</u>

ALPHASIGHTS LIMITED

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2013

7	Dividends	2013 £	2012 £
	Ordinary and Series A paid	3,086,532	1,317,263

8	Intangible fixed assets Group	Software development costs £
	Cost	
	At 1 January 2013	466,739
	Revaluation	7,050,932
	Additions	233,111
	At 31 December 2013	7,750,782
	Net book value	
	At 31 December 2013	7,750,782
	At 31 December 2012	466,739

Intangible assets are stated at market value based on valuation conducted by the directors. Should the market value of the intangible assets be realised, there could be a potential tax liability of £1,410,186. No deferred tax liability has been provided in the accounts.

Intangible fixed assets (continued)

	Company	Software development cost £
	Cost	
	At 1 January 2013	466,739
	Revaluation	7,050,932
	Additions	233,111
	At 31 December 2013	7,750,782
	Net book value	
	At 31 December 2013	7,750,782
	At 31 December 2012	466,739

ALPHASIGHTS LIMITED

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2013

9 Tangible fixed assets

Group	Land and buildings Leasehold £	Plant and machinery £	Fixtures, fittings & equipment £	Total £
Cost or valuation				
At 1 January 2013	81,848	198,925	91,630	372,403
Exchange differences	(875)	(2,323)	(5)	(3,203)
Additions	100,772	208,577	140,610	449,959
Disposals	-	(13,245)	(43,147)	(56,392)
At 31 December 2013	181,745	391,934	189,088	762,767
Depreciation				
At 1 January 2013	43,973	83,536	32,883	160,392
Exchange differences	(758)	(2,199)	(1,329)	(4,286)
On disposals	-	(9,698)	(18,521)	(28,219)
Charge for the year	42,007	88,162	29,080	159,249
At 31 December 2013	85,222	159,801	42,113	287,136
Net book value				
At 31 December 2013	96,523	232,133	146,975	475,631
At 31 December 2012	37,440	114,572	59,999	212,011

ALPHASIGHTS LIMITED

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2013

Tangible fixed assets

Company

	Land and buildings Leasehold £	Plant and machinery £	Fixtures, fittings & equipment £	Total £
Cost or valuation				
At 1 January 2013	64,732	139,349	40,245	244,326
Additions	14,582	101,731	54,594	170,907
Disposals	-	(1,797)	-	(1,797)
At 31 December 2013	79,314	239,283	94,839	413,436
Depreciation				
At 1 January 2013	37,670	65,974	19,473	123,117
On disposals	-	(1,797)	-	(1,797)
Charge for the year	22,132	53,786	11,147	87,065
At 31 December 2013	59,802	117,963	30,620	208,385
Net book value				
At 31 December 2013	19,512	121,320	64,219	205,051
At 31 December 2012	27,061	73,375	20,773	121,209

ALPHASIGHTS LIMITED

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2013

10 Fixed asset investments

Company	Shares in group undertakings £
Cost or valuation	
At 1 January 2013	27,806
Additions	8,855
At 31 December 2013	36,661
Net book value	
At 31 December 2013	36,661
At 31 December 2012	27,806

In the opinion of the directors, the aggregate value of the company's investment in subsidiary undertakings is not less than the amount included in the balance sheet.

Holdings of more than 20%

The company holds more than 20% of the share capital of the following companies:

Company	Country of registration or incorporation	Shares held Class	%
Subsidiary undertakings			
AlphaSights Inc	USA	Ordinary	100
AlphaSights Limited	Hong Kong	Ordinary	100
AlphaSights FZ-LLC	United Arab Emirates	Ordinary	100

The principal activity of these undertakings for the last relevant financial year was as follows:

	Principal activity
AlphaSights Inc	Business information services
AlphaSights Limited	Business information services
AlphaSights FZ-LLC	Business information services

ALPHASIGHTS LIMITED

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 DECEMBER 2013

11 Debtors

	Group		Company	
	2013	2012	2013	2012
	£	£	£	£
Trade debtors	2,477,759	1,337,587	2,477,818	1,338,528
Amounts owed by group undertakings	-	-	1,658,720	760,472
Other debtors	434,453	197,577	110,700	110,700
Prepayments and accrued income	1,216,362	441,948	912,790	405,943
	<u>4,128,574</u>	<u>1,977,112</u>	<u>5,160,028</u>	<u>2,615,643</u>

12 Creditors: amounts falling due within one year

	Group		Company	
	2013	2012	2013	2012
	£	£	£	£
Trade creditors	199,714	87,260	693,027	285,339
Corporation tax	584,966	549,317	584,966	549,317
Taxes and social security costs	270,013	192,529	269,717	190,647
Other creditors	25,099	7,354	2,303	1,465
Accruals and deferred income	1,397,800	616,198	940,530	608,560
	<u>2,477,592</u>	<u>1,452,658</u>	<u>2,490,543</u>	<u>1,635,328</u>

13 Pension and other post-retirement benefit commitments

Defined contribution

	2013	2012
	£	£
Contributions payable by the group for the year	<u>7,200</u>	<u>7,200</u>

ALPHASIGHTS LIMITED

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2013

14	Share capital	2013 £	2012 £
	Allotted, called up and fully paid		
	7,330,120 Ordinary Shares of 5p each	366,506	355,931
	3,111,065 Series 'A' Shares of 5p each	155,553	155,553
	296,117 Deferred Consideration Shares of 5p each	14,806	23,135
	79,872 Deferred Shares of 5p each	3,994	6,240
		<hr/>	<hr/>
		540,859	540,859
		<hr/>	<hr/>

During the year 44,928 of the Deferred Shares were converted into 44,928 Ordinary Shares of £0.05 each at par. 166,566 of the Deferred Consideration Shares were converted into 166,566 Ordinary Shares of £0.05 each at par.

Ordinary Shares and Series 'A' Shares rank pari passu in terms of voting rights or rights to receive any distribution of profits or proceeds of capital.

Deferred Consideration Shares and Deferred Shares have no voting rights or rights to receive any distribution of profits or proceeds of capital.

ALPHASIGHTS LIMITED

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2013

15 Statement of movements on reserves Group

	Share premium account £	Revaluation reserve £	Profit and loss account £
Balance at 1 January 2013	2,465,947	-	470,864
Prior year adjustment	-	-	466,739
Balance at 1 January 2013 as restated	2,465,947	-	937,603
Profit for the year	-	-	4,416,415
Foreign currency translation differences	-	-	4,769
Dividends paid	-	-	(3,086,532)
Revaluation during the year	-	7,050,932	-
Balance at 31 December 2013	2,465,947	7,050,932	2,272,255

Company

	Share premium account £	Revaluation reserve £	Profit and loss account £
Balance at 1 January 2013	2,465,947	-	749,908
Prior year adjustment	-	-	466,739
Balance at 1 January 2013 as restated	2,465,947	-	1,216,647
Profit for the year	-	-	4,611,818
Dividends paid	-	-	(3,086,532)
Revaluation during the year	-	7,050,932	-
Balance at 31 December 2013	2,465,947	7,050,932	2,741,933

Prior year adjustment

Software development expenditure used to be recognised as an expense in the period in which it was incurred. The directors have reviewed this policy and consider capitalising and revaluing software development expenditure as intangible assets provides a fairer presentation of the group's trading activities. The comparative figures have been restated to reflect the change in the accounting policy. The adjustment increases the profits and net assets of the company by £466,739.

ALPHASIGHTS LIMITED

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2013

16 Reconciliation of movements in shareholders' funds	2013	2012
Group	£	£
Profit for the financial year	4,416,415	2,325,120
Dividends	(3,086,532)	(1,317,263)
	<u>1,329,883</u>	<u>1,007,857</u>
Other recognised gains and losses	7,055,701	2,936
	<u>8,385,584</u>	<u>1,010,793</u>
Net addition to shareholders' funds	3,944,409	2,933,616
Opening shareholders' funds	<u>12,329,993</u>	<u>3,944,409</u>
Closing shareholders' funds	<u>12,329,993</u>	<u>3,944,409</u>

Opening shareholders' funds were originally £3,477,670 before adding prior year adjustments of £466,739.

Company	2013	2012
	£	£
Profit for the financial year	4,611,818	2,512,137
Dividends	(3,086,532)	(1,317,263)
	<u>1,525,286</u>	<u>1,194,874</u>
Other recognised gains and losses	7,050,932	-
	<u>8,576,218</u>	<u>1,194,874</u>
Net addition to shareholders' funds	4,223,454	3,028,580
Opening shareholders' funds	<u>12,799,671</u>	<u>4,223,454</u>
Closing shareholders' funds	<u>12,799,671</u>	<u>4,223,454</u>

Opening shareholders' funds were originally £3,756,715 before adding prior year adjustments of £466,739.

ALPHASIGHTS LIMITED

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2013

17 Financial commitments

At 31 December 2013 the group had annual commitments under non-cancellable operating leases as follows:

	2013 £	2012 £
Operating leases which expire:		
Between two and five years	1,217,395	327,617

At 31 December 2013 the company had annual commitments under non-cancellable operating leases as follows:

	Land and buildings	
	2013 £	2012 £
Expiry date:		
Between two and five years	333,250	184,500

18 Directors' remuneration

	2013 £	2012 £
Remuneration for qualifying services	203,206	203,206
Company pension contributions to defined contribution schemes	7,200	7,200
	210,406	210,406

Remuneration disclosed above include the following amounts paid to the highest paid director:

Remuneration for qualifying services	107,206	107,206
--------------------------------------	---------	---------

ALPHASIGHTS LIMITED

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2013

19 Employees

Number of employees

The average monthly number of employees (including directors) during the year was:

	2013 Number	2012 Number
Commercial and administration	108	63

Employment costs

	2013 £	2012 £
Wages and salaries	5,607,126	2,959,282
Social security costs	541,181	285,117
Other pension costs	7,200	7,200
	6,155,507	3,251,599

20 Related party relationships and transactions

Group

The company made profit distributions to Harley Street Nominees Ltd in the amount of £2,153,212 (2012: £912,824) which included distributions to the company's directors' family interests.

Company

The company has taken advantage of the exemption available in FRS 8 "Related party disclosures" whereby it has not disclosed transactions with the ultimate parent company or any wholly owned subsidiary undertaking of the group.