Company Registration No. 07610874 (England and Wales)

Evercore ISI International Limited (Formerly International Strategy & Investment (UK) Limited)

Annual report and financial statements for the year ended 31 December 2018

FRIDAY



A08 20/09/2019 COMPANIES HOUSE

# **Company information**

**Directors** 

Davinder Bahia

Arndt Ellinghorst

Company number

07610874

Registered office

16 New Burlington Place

London

United Kingdom W1S 2HX

Independent Auditor

Deloitte LLP Statutory auditor 1 New Street Square

London

United Kingdom EC4A 3HQ

**Bankers** 

National Westminster Bank plc

1 Princes Street

London EC2R 8PA

# Contents

	Page
Strategic report	1
Directors' report	2-3
Independent auditor's report	4 - 6
Statement of comprehensive income	7
Statement of financial position	8
Statement of changes in equity	9
Notes to the financial statements	10 - 19

Strategic report For the year ended 31 December 2018

The directors present the strategic report for the year ended 31 December 2018.

#### Review of the business

The results for 2018 showed a 21% reduction in revenue to £9.9m (2017: £12.5m). Administrative expenses decreased by 16% to £8.7m (2017: £10.4m) resulting in a decrease in operating profit by 43% to £1.2m (2017: £2.1m). These results reflect management's decision to close the UK based trading operations of the company in January 2018. This decision resulted in a reduction in staff numbers from 22 to 16, and the early cessation of certain supplier contracts. The closure of the UK based trading operations has not been classified as a discontinued operation as it is not a major line of business.

Evercore ISI International Limited, the company, continued to support its clients with superior research and sales.

## **Future Prospects**

The business will continue to focus on delivering superior client service on a content-led platform to support our clients' money management needs.

## Key performance indicators

Other than the standard revenue and profitability indicators, the company is focused on expanding the number of client relationships and broadening existing relationships. The ability to offer more investment research industry groups, with both European and US clients, is key.

## Principal risks and uncertainties

The key risks are:

- Reliance on support from other group companies. The ability to continue investing and building the company are reliant on their continuing support
- · Employee development and retention

Mul

· Operational risk

In each case, the risks are formally reviewed by the Board and appropriate processes are in place to monitor and mitigate them to an appropriate level. The company conducts an annual review of the risks inherent within the business, assesses the impact of the risk and considers mitigating factors and controls in place.

The directors are satisfied that the company operates systems and controls to mitigate any adverse effects across the range of risks it faces.

On behalf of the board

Arndt Ellinghorst

Director

25 APLIL 2019

## Directors' report For the year ended 31 December 2018

The directors present their annual report and the audited financial statements for the year ended 31 December 2018.

## **Principal activities**

The principal activity of the company continued to be that of provision of investment research and sales to ISI Group LLC and the company's European client base. The UK based trading operations of the company were closed within the year. The company is regulated by the Financial Conduct Authority in the United Kingdom.

#### **Directors**

The directors who held office during the year and up to the date of signature of the financial statements were as follows:

Bruce Weir Davinder Bahia Arndt Ellinghorst

(Retired 31 January 2019)

## **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.

## **Going Concern**

As at 31 December 2018, the company had net current assets of £4.6m (2017: £4.0m) and a cash balance of £7.3m (2017: £6.5m). The company is expected to generate positive cash flows on its own account for the foreseeable future.

# Results and dividends

The statement of comprehensive income for the year ended 31 December 2018 is set out on page 7.

A dividend of £3,000,000 was paid subsequent to the year end (2017: £2,000,000).

## **Auditor**

Deloitte LLP have expressed their willingness to continue in office.

Directors' report (continued)
For the year ended 31 December 2018

# Statement of directors' responsibilities

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;

llul

- · 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 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.

## Statement of disclosure to Independent auditor

So far as the directors are aware, there is no relevant audit information of which the company's Independent auditor 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 company's Independent auditor are aware of that information. This confirmation is given and should be interpreted in accordance with the provisions of s418 of the Companies Act 2006.

This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies exemption.

On behalf of the board

Amdt Ellinghorst

Director

LS APLIL 1010

Independent auditor's report

To the members of Evercore ISI International Limited (Formerly International Strategy & Investment (UK) Limited)

## 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 2018 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 International Strategy & Investment (UK) Limited (the 'company') which comprise:

- · the statement of comprehensive income;
- · the statement of financial position;
- · the statement of changes in equity;
- · the related notes 1 to 18.

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 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 are required by ISAs (UK) to report in respect of the following matters where:

- the directors' use of the going concern basis of accounting in 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.

We have nothing to report in respect of these matters.

## Independent auditor's report (continued)

To the members of Evercore ISI International Limited (Formerly International Strategy & Investment (UK) Limited)

#### Other information

The directors are responsible for the other information. The other information comprises the information included in the annual report, other than the financial statements and our auditor's report 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 respect of these matters.

### Responsibilities of directors

As explained more fully in the statement of directors' responsibilities, 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. This description forms part of our auditor's report.

Independent auditor's report (continued)

To the members of Evercore ISI International Limited (Formerly International Strategy & Investment (UK) Limited)

# Report on other legal and regulatory requirements

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

In our opinion, based on the work undertaken in the course of our 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 and 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.

**Christopher Brough ACA (Senior Statutory Auditor)** 

Gritaghe Bray

for and on behalf of Deloitte LLP

Statutory auditor

London, United Kingdom

Date:

25 April 2019

# Statement of comprehensive income For the year ended 31 December 2018

	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	2018	2017
	Notes	£	£
Revenue	3	9,886,701	12,492,222
Administrative expenses		(8,701,058)	(10,411,869)
Other operating income		4,514	1,312
Operating profit	4	1,190,157	2,081,665
Profit before taxation		1,190,157	2,081,665
Taxation	7	(232,800)	(410,797)
Profit for the financial year		957,357	1,670,868
Total comprehensive income for the year		957,357	1,670,868
•		<del></del>	

The Income Statement has been prepared on the basis that all operations are continuing operations.

The notes on pages 10 - 19 form an integral part of the financial statements.

# Statement of financial position As at 31 December 2018

			2018		2017
	Notes	£	£	3	£
Non-current assets					
Property, plant and equipment	8		346,564		12,062
Deferred tax	9		113,835		98,386
			460,399		110,448
Current assets					
Trade and other receivables - other	10	1,625,906		1,134,499	
Cash at bank and in hand		7,284,439		6,470,013	
		8,910,345		7,604,512	
Current liabilities	11	(4,345,799)		(3,647,371)	
Net current assets			4,564,546		3,957,141
Total assets less current liabilities			5,024,945		4,067,589
٠					=
Equity					
Called up share capital	14		610,000		610,000
Retained earnings			4,414,945		3,457,589
Total equity			5,024,945		4,067,589
• •					

The notes on pages 10 - 19 form an integral part of the financial statements

The financial statements of Evercore ISI International Limited (Formerly International Strategy & Investment (UK) Limited) were approved by the board of directors and authorised for issue on 25... ACL 19

Arndt Ellinghorst

Director

Company Registration No. 07610874

# Statement of changes in equity for the year ended 31 December 2018

	Share capital £	Retained earnings £	Total £
Balance at 1 January 2017	610,000	3,786,721	4,396,721
Year ended 31 December 2017: Profit and total comprehensive income for the year Dividends	- -	1,670,868 (2,000,000)	<del></del> .
Balance at 31 December 2017	610,000	3,457,589	4,067,589
Year ended 31 December 2018: Profit and total comprehensive income for the year		957,357	957,357
Balance at 31 December 2018	610,000	4,414,945	5,024,945

The notes on pages 10 to 19 form an integral part of the financial statements.

# Notes to the financial statements For the Year ended 31 December 2018

## 1 Accounting policies

## Company information

Evercore ISI International Limited (Formerly International Strategy & Investment (UK) Limited) is a private company limited by shares incorporated in England and Wales. The registered office is 16 New Burlington Place, London, United Kingdom, W1S 2HX.

### 1.1 Basis of preparation

These financial statements have been prepared in accordance with FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" ("FRS 102") and the requirements of the Companies Act 2006.

The company meets the definition of a qualifying entity under FRS 102 and has therefore taken advantage of the exemptions included within paragraph 1.12 in relation to the requirement of section 7 statement of cash flows and section 3 financial statement presentation paragraph 3.17 (d).

International Strategy & Investment (UK) Limited primarily derives the majority of its income through recharging its expenses, plus a markup, to Evercore Group LLC. The company is dependent on the support of Evercore Group LLC.

The directors of International Strategy & Investment (UK) Limited have a reasonable expectation that the Company has adequate resources to continue in operational existence for the next 12 months from the date of signing these financial statements. Thus they continue to adopt the going concern basis of accounting in preparing the annual report and financial statements. Certain items in the prior period have been reclassified for more accurate presentation of the financial statements.

The financial statements are prepared in sterling, which is the functional currency of the company.

The financial statements have been prepared under the historical cost convention. The principal accounting policies adopted are set out below.

## 1.2 Revenue

Revenue is recognised when services are provided to ISI Group LLC and its European client base. Revenue from investment research, sales services and other services in support of ISI Group LLC is measured using a margin on expenses and represents amounts billed and receivable. Commission revenue from the Company's European client base is recognised on a trade date basis. All amounts are recognised net of VAT.

# 1.3 Property, plant and equipment

Property, plant and equipment are initially measured at cost and subsequently measured at cost or valuation, net of depreciation and any impairment losses.

Depreciation is recognised so as to write off the cost or valuation of assets less their residual values over their useful lives on the following bases:

Leasehold improvements
Fixtures, fittings & equipment
Computer equipment

Over the term of the lease 5 years straight line 3 years straight line

Notes to the financial statements (continued) For the Year ended 31 December 2018

## 1 Accounting policies (continued)

The gain or loss arising on the disposal of an asset is determined as the difference between the sale proceeds and the carrying value of the asset, and is credited or charged to profit or loss.

## 1.4 Cash and cash equivalents

Cash and cash equivalents include cash in hand, deposits held at call with banks, other short-term liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities.

#### 1.5 Financial instruments

The company has elected to apply the provisions of Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instruments Issues' of FRS 102 to all of its financial instruments.

Financial instruments are recognised in the company's statement of financial position when the company becomes party to the contractual provisions of the instrument.

Financial assets and liabilities are offset, with the net amounts presented in the financial statements, when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

#### Basic financial assets

Basic financial assets, which include trade and other receivables and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest. Financial assets classified as receivable within one year are not amortised.

# Other financial assets

Interest is recognised by applying the effective interest rate, except for short-term receivables when the recognition of interest would be immaterial. The effective interest method is a method of calculating the amortised cost of a debt instrument and of allocating the interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts through the expected life of the debt instrument to the net carrying amount on initial recognition.

## Classification of financial liabilities

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.

Notes to the financial statements (continued) For the Year ended 31 December 2018

# 1 Accounting policies (continued)

## Basic financial liabilities

Basic financial liabilities, including trade and other payables, bank loans loans from fellow group companies and preference shares that are classified as debt, are initially recognised at transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest. Financial liabilities classified as payable within one year are not amortised.

Debt instruments are subsequently carried at amortised cost, using the effective interest rate method.

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Amounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Trade payables are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest method.

## Other financial liabilities

Other financial liabilities, including debt instruments that do not meet the definition of a basic financial instrument, are measured at fair value through profit or loss.

Derivatives, including interest rate swaps and forward foreign exchange contracts, are not basic financial instruments. Derivatives are initially recognised at fair value on the date a derivative contract is entered into and are subsequently re-measured at their fair value. Changes in the fair value of derivatives are recognised in profit or loss in finance costs or finance income as appropriate, unless hedge accounting is applied and the hedge is a cash flow hedge.

Debt instruments that do not meet the conditions in FRS 102 paragraph 11.9 are subsequently measured at fair value through profit or loss. Debt instruments may be designated as being measured at fair value though profit or loss to eliminate or reduce an accounting mismatch or if the instruments are measured and their performance evaluated on a fair value basis in accordance with a documented risk management or investment strategy.

Notes to the financial statements (continued) For the Year ended 31 December 2018

## 1 Accounting policies (continued)

#### 1.6 Taxation

The tax expense represents the sum of the tax currently payable and deferred tax.

#### Current tax

The tax currently payable is based on taxable profit for the year. Taxable profit differs from net profit as reported in the income statement because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the reporting end date.

#### Deferred tax

Deferred tax liabilities are generally recognised for all timing differences and deferred tax assets are recognised to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits. Such assets and liabilities are not recognised if the timing difference arises from goodwill or from the initial recognition of other assets and liabilities in a transaction that affects neither the tax profit nor the accounting profit.

The carrying amount of deferred tax assets is reviewed at each reporting end date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered. Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised. Deferred tax is charged or credited in the income statement, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity. Deferred tax assets and liabilities are offset when the company has a legally enforceable right to offset current tax assets and liabilities and the deferred tax assets and liabilities relate to taxes levied by the same tax authority.

# 1.7 Foreign exchange

Transactions in currencies other than pounds sterling are recorded at the rates of exchange prevailing at the dates of the transactions. At each reporting end date, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing on the reporting end date. Gains and losses arising on translation are included in the statement of comprehensive income for the period.

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

In the application of the company's accounting policies, the directors are required to make judgements, estimates and assumptions about the carrying amount 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 where the revision affects only that period, or in the period of the revision and future periods where the revision affects both current and future periods.

At the year end, the key estimate assumed by the directors is a bonus accrual of £2,076,856 (2017: £2,210,030).

Notes to the financial statements (continued) For the year ended 31 December 2018

# 3 Revenue

The total revenue of the Company for the year has been derived from its principal activity wholly undertaken in the United Kingdom. The results for 2018 showed commission revenue of £1,453,930 (2017: £1,139,539) and cost plus revenue of £8,432,771 (2017: £11,352,683).

# 4 Operating profit

	2018	2017
Operating profit for the year is stated after charging/(crediting):	£	£
Exchange (gains)/losses	(22,894)	11,317
Fees payable to the company's Independent auditor for the audit of the company's financial statements	40.560	38,000
Fees payable to the company's Independent auditor for the other services	,	,
pursuant to legislation	7,561	7,270
Depreciation of owned property, plant and equipment	73,729	13,071
Operating lease charges	361,249	397,345

# 5 Employees

The average monthly number of persons (including directors) employed by the company during the year was:

2017 Number	2018 Number		
4	4	Administrative	
18	12	Operational	
22	16		
2017	2018		
£	£		
		Their aggregate remuneration comprised:	
6,054,374	4,424,142	Wages and salaries	
741,880	601,882	Social security costs	
131,593	113,523	Pension costs	
6,927,847	5,139,547		
<del></del>			
		Directors' remuneration	3
2017	2018		
£	£		
883,878	815,820	Remuneration for qualifying services	
10,000	10,000	Company pension contributions to defined contribution schemes	
893,878	825,820		

# Notes to the financial statements (continued) For the year ended 31 December 2018

Other permanent differences

Taxation for the year

6	Directors' remuneration (continued)		
	Remuneration disclosed above include the following amounts paid to the high	est paid director:	
	Remuneration for qualifying services	825,820	893,878
	The Director is considered to be the only member of key management who is the company	s remunerated fo	r services to
7	Taxation		
		2018 £	2017 £
	Current tax	~	,
	UK corporation tax on profits for the current period	235,521	455,788
	Adjustments in respect of prior periods	12,728	(2,777
	Total current tax	248,249	453,011
	Deferred tax		
	Origination and reversal of timing differences	(15,550)	(44,340)
	Adjustment in respect of prior periods	101	2,126
	Total deferred tax	(15,449)	(42,214
	Total tax charge	232,800	410,797
	The actual charge for the year can be reconciled to the expected charge for the loss and the standard rate of tax as follows:	ne year based on	the profit or
		2018	2017
		£	£
	Profit before tax	1,190,157	2,081,665
	Expected tax charge based on corporation tax rate of 19% (2017 - 19.25%)	223,403	400,721
	Tax effect of expenses that are not deductible in determining taxable profit	25,705	34,430
	Adjustments in respect of prior years	12,830	(651)
	Effect of rate changes on deferred tax balances	1,829	(222)
	Excess deduction on share based payments	(35,065)	(29,571)
	Fixed assets ineligible depreciation and other adjustments	4,098	6,241

(151)

410,797

232,800

# Notes to the financial statements (continued) For the year ended 31 December 2018

Property, plant and equipment	Leasehold improvements	Fixtures, fittings &	Computer equipment	Total
		equipment		
	£	£	£	£
Cost				
At 1 January 2018	228,501	81,593	281,430	591,524
Additions	300,021	104,614	3,597	408,232
At 31 December 2018	528,522	186,207	285,027	999,756
Depreciation and impairment	<del></del>	<del></del>	<del> </del>	
At 1 January 2018	228,501	81,593	269,369	579,463
Depreciation charged in the year	43,140	20,342	10,247	73,729
At 31 December 2018	271,641	101,935	279,616	653,192
Carrying amount				
At 31 December 2018	256,881	84,272	5,411	346,564
At 31 December 2017	-	-	12,062	12,062

# 9 Deferred taxation

Deferred tax assets and liabilities are offset where the company has a legally enforceable right to do so. Deferred taxation provided for at 17% (2018: 17%) in the financial statements is set out below, The following is the analysis of the deferred tax balances (after offset) for financial reporting purposes:

	Assets 2018	Assets 2017
Balances:	£	£
Timing differences related to tax depreciation	14,868	16,659
Timing differences related to share based payments	98,967	81,727
	113,835	98,386

It is probable that the Company will generate sufficient taxable profits in the future against which these assets will reverse. The amount of the net (reversal)/origination of deferred tax expected to occur next year is £32,037 (2018: £44,763), related to the reversal of existing timing differences and the origination of new timing differences on tangible fixed assets and share based payments.

# Notes to the financial statements (continued) For the year ended 31 December 2018

10	Trade and other receivables	0040	0047
	Amounts falling due within one year:	2018 £	2017 £
	Trade receivables	665,989	1,001,270
	Amounts due from group undertakings	872,360	•
	Other receivables	2,946	72,626
	Prepayments and accrued income	84,611	60,603
		1,625,906	1,134,499
11	Current liabilities	2018 £	2017 £
	Trade payables	1,365,030	508,672
	Corporation tax	75,097	258,295
	Other taxation and social security	77,699	276,066
	Other payables	258,629	
	Accruals and deferred income	2,569,344	2,604,338
		4,345,799	3,647,371
12	Retirement benefit schemes	<del>,</del>	
12	National Denoit Scholies	2018	2017
	Defined contribution schemes	£	£

The company operates a defined contribution pension scheme for all qualifying employees. The assets of the scheme are held separately from those of the company in an independently administered fund.

Notes to the financial statements (continued) For the year ended 31 December 2018

### 13 Restricted stock units

During the year International Strategy & Investment (UK) Limited participated in an equity incentive plan of Evercore Inc., the ultimate holding company, to motivate employees and members and allow them to participate in the ownership of its stock through the award of Restricted Stock Units ("RSUs"), which represent the right to a future payment equal to one share of Evercore Inc. stock. RSUs typically vest over a period of four years beginning on the first anniversary of the award date, and to the extent RSUs are outstanding at the time a dividend is paid on common stock, a dividend equivalent is paid to the holders of the RSUs.

RSUs are issued to employees and members as part of an annual bonus award and as compensation for new hires. International Strategy & Investment (UK) Limited accounts for these awards by recording a charge to compensation expenses.

The RSUs are valued in the financial statements using the weighted average share price on the day the equity award is entered into.

The number of units awarded in the year was 8,843 (2017: 11,768) with a weighted average fair value of £68.17 (2017: £60.07) at the date of grant. The fair value is based on the market price of Evercore Inc.'s shares.

International Strategy & Investment (UK) Limited recognised total expenses in respect of RSUs of £438,170 (2017: £414,421) in the period.

International Strategy & Investment (UK) Limited owes £438,170 (2017: £414,421) to Evercore LP in relation to stock amortisation recharges.

Further details of the RSUs are as follows;

		Number of RSUs 2018	Number of RSUs 2017
	At 1 January	22,662	14,655
	Granted	8,843	11,768
	Forfeited	(3,801)	(1,485)
	Exercised	(10,392)	(2,276)
	Outstanding at 31 December	17,312	22,662
	The weighted average contractual life of the RSUs is 4 years (2017: 1 year)		
14	Share capital		
		2018	2017
		£	£
	Ordinary share capital		
	Issued and fully paid		
	610,000 Ordinary Shares of £1 each	610,000	610,000
			<del></del>

Notes to the financial statements (continued) For the year ended 31 December 2018

## 15 Related party transactions

The company recharges its fellow group company, Evercore Group LLC, its expenses plus a 10% markup. Evercore Group LLC recharges the company 70% of the gross revenue generated in relation to Group Brokerage services. During the year the company charged Evercore Group LLC £8,432,771 (2017: £11,352,682). At the year end the company was owed £522,380 by Evercore Group LLC (2017: £502,759).

At the year end the company owed Evercore Partners international LLP £1,180,975 (2017: £379,455). Within the year Evercore Partners International LLP charged the company a fixed fee in relation to expenses which amounted to £315,141 (2017: £315,141).

The total remuneration for key management personnel for the period totalled £825,820 (2017: £893,119), being remuneration disclosed in note 6 of £815,820 (2017: £883,878) and Restricted Stock Units of £234,605 (2017: £378,563).

## 16 Controlling Party

The immediate parent company is Evercore LP, a company registered in the United States. The ultimate parent company, smallest and largest group of which the company is a member and which prepares consolidated accounts, and ultimate controlling party is Evercore Inc., a US company registered on the New York Stock Exchange and registered at 55 East 52nd Street, New York, NY 10055, USA. Evercore Inc. prepares group financial statements and copies can be obtained from 55 East 52nd Street, New York, NY 10055, USA.

## 17 Financial commitments

At 31 December 2018 the company was committed to making the following future minimum lease payments under non-cancellable operating leases, in the year ended 31 December 2018:

	. Land and buildings		
	2018 £	2017 £	
Within one year	159,989	5,778	
Between 2 and 5 years	629,420	-	
	789,409	5,778	
		<del></del>	

# 18 Post balance sheet events

A dividend of £3,000,000 was declared and paid in March 2019.