

MoneySavingExpert.com Limited

Statutory accounts

Registered number 08021764

31 December 2022



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Officers and professional advisers

Directors	P B Duffy N McBride
Company secretary	S Stinton
Registered and head office	One Dean Street London W1D 3RB
Legal advisers	Herbert Smith Exchange House Primrose Street London EC2A 2EG Addleshaw Goddard One St Peter's Square Manchester M2 3DE Addleshaw Goddard One St Peter's Square Manchester M2 3DE
Auditor	KPMG LLP 1 St Peter's Square Manchester M2 3AE
Bankers	Barclays Bank plc 3 Hardman Street Manchester M3 3AX

Strategic report

The directors present their strategic report, directors' report and the audited financial statements for the year ended 31 December 2022.

Principal activities

MoneySavingExpert.com Limited (the "Company" and "MSE") provides UK based personal finance journalism websites, providing its users with free online access to a wide range of services and information related to money and personal finance including guides, tips, tools and techniques. The Company's activities are expected to continue in future periods.

MSE is owned by Moneysupermarket.com Financial Group Limited and is part of the Moneysupermarket Group ("the Group"), its ultimate parent company is Moneysupermarket.com Group plc. Moneysupermarket.com Financial Group Limited is regulated by the Financial Conduct Authority (FCA) as the Company is engaged in providing regulated products and services. MoneySavingExpert.com Limited is an appointed representative and can act on behalf of Moneysupermarket.com Financial Group Limited.

Performance of the business

The Company made a profit before taxation of £36.4m for the year ended 31 December 2022 (2021: £26.5m).

Trading has strengthened year on year, with revenue increasing by 25% to £47.9m compared with £38.4m in 2021. The key driver of this has been strong demand for banking products.

The Company ended the year with net assets of £39.6m (2021: £31.5m) and cash balances of £0.2m (2021: £0.2m).

Section 172 statement

The directors of the Company must act in accordance with a set of general duties. These duties are detailed in the Companies Act 2006 (the "Act") and include a duty to promote the success of the Company.

The Company is a key operating entity within the Moneysupermarket.com Group plc ("the Group") and the directors of the Company are the two executive directors of Moneysupermarket.com Group plc. A summary of how the directors have performed their duties under s.172 of the Act in respect of the Group is presented in the following table, which has been taken from Moneysupermarket.com Group plc's Annual Report for the year ended 31 December 2022.

<p>Long-term decision-making (s.172 (a))</p> <p>The Board delegates day-to-day management and decision making to its senior management whilst maintaining oversight of the Company's performance, and reserves to itself specific matters for approval, including the strategic direction of the Group, M&A activity and entering into material contracts above set thresholds.</p>	<p>How the Board of Directors have engaged:</p> <ul style="list-style-type: none"> • The Board received presentations on specific business areas and, through ongoing discussion with members of senior management, determined strategic priorities and the development of robust supporting operating plans; • The Board agreed the Group's principal risks, considered emerging risks and received regular risk management and internal control reviews throughout the year, including specific consideration of risks arising from regulatory changes and changes to the energy and insurance markets; and • The Board set annual budgets and capital allocation and oversaw business performance against targets, enabling the Board to confirm the going concern statement and the Group's longer-term viability.
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Strategic report

Section 172 statement (continued)

<p>Employee interests (s.172(b))</p> <p>A highly skilled and motivated workforce is essential to the success of the Group. We work to create a diverse and inclusive workplace where employees can reach their full potential. Engaging with our employees ensures we can retain and develop the best talent. During 2022, employee engagement continued to be adapted to reflect our hybrid way of working, with increased communication and engagement via online mechanisms.</p>	<p>How the Board of Directors have engaged:</p> <ul style="list-style-type: none"> • Non-Executive Directors held quarterly informal sessions with employees to understand what it feels like to work at Moneysupermarket Group; • The Group has Employee Resource Groups ('ERGs'), including ERGs for mental health and inclusion of under-represented groups, to help ensure our people can thrive. The Board received updates from the NED Employee Champion on employee engagement; • Our Executive Team presented updates to the Board on their respective areas, to provide feedback and to invite the Board to provide challenge; • The Board received updates from the NED Employee Champion on employee engagement; • The Board reviewed succession planning across the Group to ensure that both short-term and long-term interests are aligned between all stakeholder groups and the Company's values and culture; • The Board received the results of the biannual employee engagement survey; • The Board received reports relating to our independent whistleblowing helpline which allows all staff to raise concerns confidentially; • As part of its regular functional updates, the Board received regular updates on our diversity and inclusion progress.
<p>Relations with external parties (s.172(c))</p> <p>The Group works with a significant number and variety of customers, suppliers, providers and other third parties. It is of great importance that relations with those parties are appropriate.</p>	<p>How the Board of Directors have engaged:</p> <ul style="list-style-type: none"> • The Board regularly considered the marketplaces within which the Group's customers operate and the challenges they face, and opportunities available. This helped shape the way in which resources were allocated in order to ensure that the Group was well-positioned to meet the needs of its third parties.

Strategic report
Section 172 statement (continued)

<p>Relations with external parties (s.172(c)) (continued)</p> <p>Regulators/Government</p> <p>Open communications and dialogue help to create understanding of our business, strategy and culture and ensure regulatory and legislative compliance.</p>	<p>How the Board of Directors have engaged:</p> <ul style="list-style-type: none"> • Regular updates are provided to the Board as well as specific reports/updates on any significant interactions with regulators; • The Board received updates on the Government's proposal on 'Restoring trust in audit and corporate governance' and considered implications for the Group; • The Board reviewed the Group's FCA Consumer Duty Plan in October 2022; • The Board received updated SM&CR training in August 2022.
<p>Community and environment (s.172(d))</p> <p>The Group seeks to ensure that it provides a positive contribution to the communities in which it operates and to the environment.</p>	<p>How the Board of Directors have engaged:</p> <ul style="list-style-type: none"> • The Board Approved a Group Sustainability Framework, and the formation of a Risk and Sustainability Committee, to closer align its ESG activities with its clear social purpose; • The Board receives an annual update on our charities and communities initiatives from the Chief People Officer; • The Board has overseen the Group's external climate-related commitments, including a revision of the Group's net zero targets; • Regular updates were provided to the Board on sustainability throughout the year, including on our TCFD Report.
<p>Reputation for high standards of business conduct (s.172(e))</p> <p>The Board is responsible for developing a corporate culture across the Group that promotes integrity and transparency. It has established a comprehensive corporate governance framework and approves policies and procedures which promote corporate responsibility and ethical behaviour.</p>	<p>How the Board of Directors have engaged:</p> <ul style="list-style-type: none"> • The Board received regular reports from the Chief Risk Officer designed to strengthen governance and compliance, and the identification and management of existing and emerging risks; • The Board received regular governance updates and training on key areas of law and regulation; • The Board approved the Group's Modern Slavery Act Statement, describing the steps it had taken to ensure that slavery and human trafficking were not taking place; • The Board reviewed the Group's implementation of the 2018 UK Corporate Governance Code, ensuring that the Group continued to remain compliant with the Code.

Strategic report

Section 172 statement (continued)

<p>Need to act fairly as between members of the company (s.172(f))</p> <p>Access to capital is vital to the long-term performance of our business and the Board aims to understand the views of shareholders and to always act in their best interests. We ensure that we provide fair, balanced and understandable information to shareholders and investment analysts and work to ensure they have a strong understanding of our purpose, strategy, performance, culture, values and ambitions.</p>	<p>How the Board of Directors have engaged:</p> <ul style="list-style-type: none"> • The Board attended the Group's AGM to offer shareholders the opportunity to engage and raise questions about the Group's performance; • The Chair of the Remuneration Committee consulted with the Group's top 15 shareholders in November 2022 in relation to our proposed Remuneration Policy; • Investor associations' voting recommendations and commentary on our general meeting resolutions and Annual Report and Accounts are brought to the Board's attention ahead of our Annual General Meeting; • Analyst reports are provided to the Board.
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Strategic report (continued)

Key risks and uncertainties

The table below summarises the material operational and financial risks to the Company, and how we seek to mitigate them in the day-to-day running of the business:

Risk area	Potential impact	Mitigation
Brand strength and reputation	Reduction in customer loyalty with existing customers and an inability to attract new customers if its reputation is negatively impacted by any event, such as the loss or misuse of customer personal data.	<p>Robust independence of editorial conduct is ensured through the Editorial Code.</p> <p>Rigorous checking of the website through audit and review will maintain the accuracy of the information displayed.</p> <p>Use of internal controls and testing of the Company's systems together with infrastructure investment will ensure the integrity and robustness of the Company's systems.</p> <p>Providing consumers with guidance for making significant financial decisions.</p> <p>Introduction of an app in May to appeal to a wider audience.</p>
Regulation	Risk of being non-compliant with new and existing regulations	<p>We maintain regular and ongoing dialogue with key regulatory bodies.</p> <p>Our Risk and Compliance team works across the Group to ensure it remains compliant with new and existing regulations.</p>

Strategic report (continued)

Key risks and uncertainties (continued)

Data security and cyber	<p>The Company must protect itself from security breaches or successful cyber attacks which could impact our ability to operate our websites and services.</p> <p>Loss or misuse of customer personal data by an employee or third party.</p>	<p>Rigorous monitoring and testing of the Company's systems and infrastructure. Enhancing controls to our data and systems through the implementation of our Information Security Management System ("ISMS")</p> <p>We continue to invest in our cyber governance framework and ISMS.</p>
Economic conditions	<p>Weaknesses in the UK economy including the cost of living crisis and unprecedented energy market conditions have led to more challenging conditions in one or more markets in which we operate.</p>	<p>MSE continues to assess and consider the potential challenges associated with energy prices and is well placed to help consumers seeking to reduce their energy costs when wholesale prices reduce by switching provider.</p> <p>MSE is able to provide relevant products and services to its users even in unstable economic conditions. This has recently included guidance for consumers through changes in the energy market and the cost of living crisis.</p>

By order of the board



S Stinton
Secretary
30 June 2023

Directors' report

Directors

The directors who held office during the current year, prior year and thereafter were:

P B Duffy
N McBride (appointed 20 February 2023)
S Grimble (resigned 17 February 2023)

Company secretary

S Stinton (appointed 9 May 2022)
A Rivers (resigned 9 May 2022)

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.

Environment

The Moneysupermarket.com Group (the 'Group'), of which the Company is a part, has an established team called the 'Green Team' which comprises a volunteer group of employees who meet regularly and whose aim is to reduce energy and raw material usage throughout the Company to support environmental and financial performance.

Political and charitable contributions

The Company has not made any political donations or incurred any political expenditure during the year (2021: £nil).

Launched in May 2008, the MSE Charity (registered charity number: 1121320) is a grant giving charity dedicated to improving information and education about debt, money and consumer issues. The Charity is independent from the Company and is run by an independent board of trustees. Funds are generated from three sources:

- Donations from well-wishers;
- Donations from MSE, which totalled £100,000 during 2022 (2021: £100,000); and
- Revenue from book sales.

Future developments

The Company will continue to embed a risk aware culture within the strategic initiatives where risk management is part of everyday business decision-making and is understood by the wider business.

We continue to develop our management information and risk metrics in the light of our strategic initiatives and ensure that specialist risk knowledge is readily available to enable our team to take and be fully accountable for risk-based decisions, whilst providing an effective level of risk and compliance oversight for the Company.

Employees

The Company is committed to an equal opportunities policy. The Company aims to ensure that no employee is discriminated against, directly or indirectly, on the grounds of colour, race, ethnic and national origins, sexual orientation or gender, marital status, disability, religion or belief, being part time, or on the grounds of age.

The Moneysupermarket.com Group (the 'Group'), of which the Company is a part, actively encourages employee involvement and consultation and places considerable emphasis on keeping its employees informed of the Group's activities via formal half yearly business performance updates, regular update briefings, regular team meetings, the Group's intranet site which enables easy access to the latest Group information as well as Group policies, and the circulation to employees of relevant information including corporate announcements. This also helps to achieve a common awareness amongst employees of the financial and economic factors affecting the performance of the Group.

Directors' report (continued)

Employees (continued)

The Group has an established employee forum through which nominated representatives ensure that employees' views are considered regarding issues that are likely to affect them. A robust employee engagement survey process is also in place to ensure that employees are given a voice in the organisation and that the Group can take action based on employee feedback.

The Company recognises the importance of health and safety and the positive benefits to the Company. Therefore, our commitment to health and safety makes good business sense. The Company has a health and safety policy which is communicated to all employees through a health and safety handbook, which is regularly reviewed and updated.

Disabled persons have equal opportunity when applying for vacancies, with due regard to their skills and abilities. Procedures ensure that disabled employees are fairly treated in respect of training and career development. For those employees becoming disabled during the course of their employment, the Group is supportive so as to provide an opportunity for them to remain with the Group, wherever reasonably practicable.

Business ethics

The Group, of which this Company is part, has formal ethics and anti-bribery policies which incorporate the Group's key principles and standards governing business conduct towards our key stakeholder groups. We believe we should treat all of these groups with honesty and integrity.

Dividends

The Company has paid an interim dividend of £21.5m (2021: £25.3m) and does not recommend the payment of a final dividend (2021: £nil).

Going concern

The directors have a reasonable expectation that the Company has adequate resources to continue to trade for at least 12 months from the date of approval of these financial statements. They have therefore chosen to adopt the going concern basis in preparing the financial statements. In making this assessment the directors have considered the key risks and uncertainties highlighted in the strategic report, and would like to draw your attention to the following:

- The Company has net assets at the balance sheet date of £39.6m (2021: £31.5m) and generated £29.6m (2021: £21.5m) of profit after taxation; and
- The Company has access to £0.2m (2021: £0.2m) of liquid assets in the form of cash.

MoneySavingExpert is able to provide relevant products and services to its users even in unstable economic conditions, including the cost of living crisis and the impact of wholesale energy prices on switching in the Home Services vertical, whilst remaining strongly profitable. As such, management are confident that the viability of the business is not threatened and that the use of the going concern assumption is appropriate.

Greenhouse gas disclosure exemption

The Company has taken the exemption under section 20A of Schedule 7A of the Companies (Directors' Report) and Limited Liability Partnerships (Energy and Carbon Report) Regulations 2018. Disclosures regarding greenhouse gas emissions and energy consumption are included in the consolidated financial statements of the Company's ultimate parent undertaking, Moneysupermarket.com Group plc.

Other information

An indication of likely future developments in the business and particulars of significant events which have occurred since the end of the financial year have been included in the strategic report.

Directors' report (continued)

Auditor

Each of the persons who is a director at the date of approval of this report confirms that:

- so far as the director is aware, there is no relevant audit information of which the Company's auditor is unaware; and
- the director has taken all the steps that he/she ought to have taken as a director in order to make him/herself aware of any relevant audit information and to establish that the Company's auditor is aware of that information.

Pursuant to section 487 of the Companies Act 2006, the auditor will be deemed to be reappointed and KPMG LLP will continue in office.

By order of the board



S Stinton
Secretary
30 June 2023

Moneysupermarket House
St David's Park
Ewloe
Chester, UK
CH5 3UZ

Statement of directors' responsibilities

The directors are responsible for preparing the statutory accounts 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 they have elected to prepare the financial statements in accordance with UK accounting standards and applicable law (UK Generally Accepted Accounting Practice), 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;
- make judgements and 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;
- assess the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern; and
- use the going concern basis of accounting unless they either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

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 responsible for such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error, and have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the Company and to prevent and detect fraud and other irregularities.

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the Company's website. Legislation in the UK governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

Independent Auditor's report to the members of the MoneySavingExpert.com Limited

Opinion

We have audited the financial statements of MoneySavingExpert.com Limited ("the Company") for the year ended 31 December 2022 which comprise the Profit and loss account and other comprehensive income, Balance sheet, Statement of changes in equity and related notes, including the accounting policies in note 1.

In our opinion the financial statements:

- give a true and fair view of the state of the Company's affairs as at 31 December 2022 and of its profit for the year then ended;
- have been properly prepared in accordance with UK accounting standards, including FRS 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.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs (UK)") and applicable law. Our responsibilities are described below. We have fulfilled our ethical responsibilities under, and are independent of the Company in accordance with, UK ethical requirements including the FRC Ethical Standard. We believe that the audit evidence we have obtained is a sufficient and appropriate basis for our opinion.

Going concern

The directors have prepared the financial statements on the going concern basis as they do not intend to liquidate the Company or to cease its operations, and as they have concluded that the Company's financial position means that this is realistic. They have also concluded that there are no material uncertainties that could have cast significant doubt over its ability to continue as a going concern for at least a year from the date of approval of the financial statements ("the going concern period").

In our evaluation of the directors' conclusions, we considered the inherent risks to the Company's business model and analysed how those risks might affect the Company's financial resources or ability to continue operations over the going concern period.

Our conclusions based on this work:

- we consider that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate;
- we have not identified, and concur with the directors' assessment that there is not, a material uncertainty related to events or conditions that, individually or collectively, may cast significant doubt on the Company's ability to continue as a going concern for the going concern period.

However, as we cannot predict all future events or conditions and as subsequent events may result in outcomes that are inconsistent with judgements that were reasonable at the time they were made, the above conclusions are not a guarantee that the Company will continue in operation.

Fraud and breaches of laws and regulations – ability to detect

Identifying and responding to risks of material misstatement due to fraud

To identify risks of material misstatement due to fraud ("fraud risks") we assessed events or conditions that could indicate an incentive or pressure to commit fraud or provide an opportunity to commit fraud. Our risk assessment procedures included:

- Enquiring of directors, internal audit and inspection of policy documentation as to the Company's high-level policies and procedures to prevent and detect fraud, including the internal audit function, and the Company's channel for "whistleblowing", as well as whether they have knowledge of any actual, suspected or alleged fraud.
- Reading Board minutes.

Independent Auditor's report to the members of the Moneysavingexpert.com Limited (continued)

- Considering remuneration incentive schemes and performance targets for directors' remuneration.
- Using analytical procedures to identify any unusual or unexpected relationships.

We communicated identified fraud risks throughout the audit team and remained alert to any indications of fraud throughout the audit.

As required by auditing standards, and taking into account possible pressures to meet profit targets, we perform procedures to address the risk of management override of controls, in particular the risk that management may be in a position to make inappropriate accounting entries. On this audit we do not believe there is a fraud risk related to revenue recognition because the degree of estimation subjectivity for the revenue accrual is low and revenue generated throughout the period converts to cash within a relatively short period.

We did not identify any additional fraud risks.

We performed procedures including identifying journal entries and other adjustments to test based on risk criteria and comparing the identified entries to supporting documentation. These included those posted to unusual accounts.

Identifying and responding to risks of material misstatement related to compliance with laws and regulations

We identified areas of laws and regulations that could reasonably be expected to have a material effect on the financial statements from our general commercial and sector experience, and through discussion with the directors and other management (as required by auditing standards), and discussed with the directors and other management the policies and procedures regarding compliance with laws and regulations.

We communicated identified laws and regulations throughout our team and remained alert to any indications of non-compliance throughout the audit.

The potential effect of these laws and regulations on the financial statements varies considerably.

Firstly, the Company is subject to laws and regulations that directly affect the financial statements including financial reporting legislation (including related companies legislation), distributable profits legislation and taxation legislation and we assessed the extent of compliance with these laws and regulations as part of our procedures on the related financial statement items.

Secondly, the Company is subject to many other laws and regulations where the consequences of non-compliance could have a material effect on amounts or disclosures in the financial statements, for instance through the imposition of fines or litigation. We identified the following areas as those most likely to have such an effect: data protection laws, and laws and regulations of various bodies that regulate the Company's activities including the Competition and Market Authority (CMA), the Information Commissioner's Office (ICO), the Office of Gas and Electricity (Ofgem) and the Office of Communications (Ofcom). Auditing standards limit the required audit procedures to identify non-compliance with these laws and regulations to enquiry of the directors and other management and inspection of regulatory and legal correspondence, if any. Therefore if a breach of operational regulations is not disclosed to us or evident from relevant correspondence, an audit will not detect that breach.

Context of the ability of the audit to detect fraud or breaches of law or regulation

Owing to the inherent limitations of an audit, there is an unavoidable risk that we may not have detected some material misstatements in the financial statements, even though we have properly planned and performed our audit in accordance with auditing standards. For example, the further removed non-compliance with laws and regulations is from the events and transactions reflected in the financial statements, the less likely the inherently limited procedures required by auditing standards would identify it.

Independent Auditor's report to the members of the Moneysavingexpert.com Limited (continued)

In addition, as with any audit, there remained a higher risk of non-detection of fraud, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal controls. Our audit procedures are designed to detect material misstatement. We are not responsible for preventing non-compliance or fraud and cannot be expected to detect non-compliance with all laws and regulations.

Strategic report and directors' report

The directors are responsible for the strategic report and the directors' report. Our opinion on the financial statements does not cover those reports and we do not express an audit opinion thereon.

Our responsibility is to read the strategic report and the directors' report and, in doing so, consider whether, based on our financial statements audit work, the information therein is materially misstated or inconsistent with the financial statements or our audit knowledge. Based solely on that work:

- we have not identified material misstatements in the strategic report and the directors' report;
- in our opinion the information given in those reports for the financial year is consistent with the financial statements; and
- in our opinion those reports have been prepared in accordance with the Companies Act 2006.

Matters on which we are required to report by exception

Under the Companies Act 2006 we are required 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

We have nothing to report in these respects.

Directors' responsibilities

As explained more fully in their statement set out on page 11, the directors are responsible for: the preparation of the financial statements and for being satisfied that they give a true and fair view; such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error; 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 they either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities

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 our opinion in an auditor's report. Reasonable assurance is a high level of assurance, but does not 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 aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

A fuller description of our responsibilities is provided on the FRC's website at www.frc.org.uk/auditorsresponsibilities.

Independent Auditor's report to the members of the Moneysavingexpert.com Limited (continued)

The purpose of our audit work and to whom we owe our responsibilities

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.



Nicola Baldwin (Senior Statutory Auditor)
for and on behalf of KPMG LLP, Statutory Auditor
Chartered Accountants
1 St Peter's Square
Manchester
M2 3AE

30 June 2023

Profit and loss account and other comprehensive income

For the year ended 31 December 2022

	<i>Note</i>	2022 £m	2021 £m
Turnover	3	47.9	38.4
Cost of sales		(4.5)	(4.4)
Gross profit		43.4	34.0
Distribution costs		(0.2)	(0.1)
Administrative expenses		(6.8)	(7.4)
Operating profit and profit before taxation	4	36.4	26.5
Taxation	6	(6.8)	(5.0)
Profit after taxation and total comprehensive income		29.6	21.5

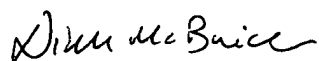
All results relate to continuing operations.

Balance sheet

As at 31 December 2022

	Note	2022 £m	2021 £m
Fixed assets			
Intangible assets	7	5.0	3.2
Current assets			
Debtors	8	37.2	30.9
Cash and cash equivalents		0.2	0.2
		<u>37.4</u>	<u>31.1</u>
Creditors: amounts falling due within one year	9	<u>(2.8)</u>	<u>(2.8)</u>
Net current assets		<u>34.6</u>	<u>28.3</u>
Total assets less current liabilities		<u>39.6</u>	<u>31.5</u>
Net assets		<u>39.6</u>	<u>31.5</u>
Capital and reserves			
Called up share capital	10	10.0	10.0
Profit and loss account		29.6	21.5
Total shareholder's funds		<u>39.6</u>	<u>31.5</u>

These financial statements were approved by the board of directors on 30 June 2023 and were signed on its behalf by:



N McBride

Director

Registered number 08021764

Statement of changes in equity
For the year ended 31 December 2022

	Called up share capital £m	Profit and loss account £m	Total shareholder's funds £m
At 1 January 2021	10.0	25.3	35.3
Total comprehensive income	-	21.5	21.5
Equity dividends	-	(25.3)	(25.3)
At 31 December 2021	10.0	21.5	31.5
Total comprehensive income	-	29.6	29.6
Equity dividends	-	(21.5)	(21.5)
At 31 December 2022	10.0	29.6	39.6

Notes to the financial statements

1. Company information

MoneySavingExpert.com Limited is a private limited liability Company incorporated, domiciled and registered in England and Wales in the UK. The registered number is 08021764. The registered address is One Dean Street, London, W1D 2EP.

2. Statement of accounting policies

The following accounting policies have been applied consistently in dealing with items which are considered material in relation to the Company's financial statements.

Basis of preparation

These financial statements were prepared in accordance with Financial Reporting Standard 102 – *The Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102)*. The presentation currency of these financial statements is Sterling. All amounts in the Financial Statements have been rounded to the nearest one hundred thousand. These financial statements are prepared on the historical cost basis.

The Company's ultimate parent undertaking, Moneysupermarket.com Group plc, includes the Company in its own published consolidated financial statements. The consolidated financial statements of Moneysupermarket.com Group plc are prepared in accordance with international accounting standards in conformity with the requirements of the Companies Act 2006 and applicable law and are available to the public, and a copy may be obtained from Moneysupermarket House, St David's Park, Ewloe, CH5 3UZ. In these financial statements, the Company is considered to be a qualifying entity and has applied the exemptions available under FRS 102 in respect of the following disclosures:

- Cash flow statement and related notes; and
- Key management personnel compensation.

As the consolidated financial statements include the equivalent disclosures, the Company has also taken the exemptions under FRS 102 available in respect of the following disclosures:

- Certain disclosures required by FRS 102.26 *Share Based Payments*; and,
- The disclosures required by FRS 102.11 *Basic Financial Instruments* and FRS 102.12 *Other Financial Instrument Issues* in respect of financial instruments not falling within the fair value accounting rules of Paragraph 36(4) of Schedule 1.

The accounting policies set out below have, unless otherwise stated, been applied consistently to all periods presented in these financial statements.

Use of estimates and judgements

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

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 and in any future periods affected.

Revenue accruals are calculated by applying revenue per transaction based on historic trends to the number of clicks tracked.

Information about assumptions and estimation uncertainties at 31 December 2022 that may have a risk of resulting in an adjustment to the carrying amounts of assets and liabilities in the next financial year is included in the following note:

- Note 8 revenue recognition (focussing on revenue accrued that has not been received in cash at the balance sheet date)

Information about judgements made in applying accounting policies that have the most significant effects on the amounts recognised in the financial statements is included in the following note:

- Note 7 capitalisation of software and development costs

2. Statement of accounting policies (continued)

Going concern

The directors have prepared the financial statements on a going concern basis for the following reasons. The Company is profitable, cash generative and has no debt external to the Group. Revenue has increased year on year despite unstable economic conditions, including the cost of living crisis and the impact of wholesale energy prices on the Home Services vertical.

The directors have prepared cash flow forecasts for the Company, including its cash position, for a period of at least 12 months from the date of approval of these financial statements. The directors have also considered the effects of ongoing macroeconomic factors upon the Company's business, financial position, and liquidity in severe, but plausible, downside scenarios, using stress testing, and scenario analysis techniques. They include a base scenario derived from the Company's latest forecasts.

The scenarios tested showed that the Company will be able to operate at adequate levels of liquidity for a period of at least 12 months from the date of approval of these financial statements.

The directors, therefore, consider that the Company has adequate resources to continue in operational existence for at least the next 12 months and have prepared the financial statements on a going concern basis.

Revenue recognition

The Company generates fees from internet lead generation (click based revenue), through the operation of the MoneySavingExpert.com website. The MoneySavingExpert.com website contains links to third party websites, of which a number are revenue-generating.

The Company recognises click based revenues and associated costs in the period that the lead is generated. Revenue is recognised net of value added tax.

Employee benefits

Defined contribution plans

During the year, MoneySavingExpert.com operated a voluntary defined contribution pension scheme in respect of its employees. Obligations for contributions to defined contribution pension schemes are recognised as an expense in the profit and loss account as incurred. The assets of the scheme are held separately from those of MoneySavingExpert.com in an independently administered fund. Employees were given the option of contributing into the Moneysupermarket.com Group pension scheme; during 2022 a number of MoneySavingExpert.com employees took up this option.

Dividends on shares presented within shareholder's funds

Dividends unpaid at the balance sheet date are only recognised as a liability at that date to the extent that they are appropriately authorised and are no longer at the discretion of the Company. Unpaid dividends that do not meet these criteria are disclosed in the notes to the financial statements.

Basic financial instruments

Trade and other debtors/creditors

Trade and other debtors/creditors are recognised initially at transaction prices less/plus any attributable transaction costs. Subsequent to initial recognition they are measured at amortised cost using the effective interest method, less any impairment losses in the case of trade debtors.

Notes to the financial statements (continued)

2. Statement of accounting policies (continued)

Cash and cash equivalents

Cash and cash equivalents comprise cash balances.

Taxation

Tax on the profit or loss for the year comprises current and deferred tax. Tax is recognised in the profit and loss account.

Current tax is the expected tax payable on the taxable income for the year, using tax rates in force for the year, and any adjustment to tax payable in respect of previous years.

Intangible assets and goodwill

Intangible assets

After initial recognition, intangible assets are carried at cost less any accumulated amortisation and any accumulated impairment losses. All of the Company's intangible assets have been identified as having finite useful lives. As such they are amortised on a straight-line basis over their useful economic life and assessed for impairment whenever there is an indication that the intangible asset may be impaired. Technology-based intangible assets are amortised on a straight-line basis over the estimated useful life of 3 – 5 years.

These assets relate to innovations and technical advances such as computer software, patented and unpatented technology, databases and trade secrets.

Impairment testing

Goodwill and other intangible assets are tested for impairment in accordance with Section 27 of FRS 102. Impairment testing of assets occur annually at each reporting date to determine whether there is an indication that goodwill or an intangible asset may be impaired.

If an indicator exists, the assets recoverable amount is estimated and compared to its carrying value to determine if an impairment loss should be recognised.

Research and development

Expenditure on research activities is recognised in the profit and loss account as an expense as incurred. Expenditure on development activities may be capitalised if the product or process is technically and commercially feasible and the Company intends and has the technical ability and sufficient resources to complete development, future economic benefits are probable and if the Company can measure reliably the expenditure attributable to the intangible asset during its development. Development activities involve design for, construction or testing of the production of new or substantially improved products or processes. The expenditure capitalised includes the cost of materials, direct labour and an appropriate proportion of overheads and capitalised borrowing costs. Other development expenditure is recognised in the profit and loss account as an expense as incurred. Capitalised development expenditure is stated at cost less accumulated amortisation and less accumulated impairment loss.

3. Turnover

All of the £47.9m (2021: £38.4m) of revenue was generated in the UK from its principal activity.

4. Operating profit

	2022 £m	2021 £m
<i>Operating profit is stated after charging:</i>		
Amortisation of intangible assets	0.9	1.6

The audit fee for the current year was £26,000 (2021: £25,000).

Notes to the financial statements (continued)

4. Operating profit (continued)

The directors of this Company are also directors of other companies within the Moneysupermarket.com Group and accordingly the cost of their remuneration has been fully incurred by the ultimate parent Company. £173,000 (2021: £518,000) of the total cost of this remuneration has been allocated to this Company on the basis of their services as directors of each group Company. The remuneration of the highest paid director is £126,000 (2021: £289,000). The above amounts include salary, bonus, pension and LTIPs.

5. Staff numbers and costs

The average number of persons employed by the Company (including directors) during the year, analysed by category, was as follows:

	Number of employees 2022	Number of employees 2021
Administration	68	74

The aggregate payroll costs of these persons were as follows:

	2022 £m	2021 £m
Wages and salaries	4.2	3.9
Social security	0.5	0.4
Pension costs	0.2	0.2
Share based payments	0.5	0.2
	5.4	4.7

Staff costs relating to employees of the Company are recharged to other companies within the Moneysupermarket.com Group plc group. This does not include staff costs relating to the executive directors of the Company, who are both employed by Moneysupermarket.com Group plc.

The Group operates two share-based payment schemes, the costs relating to which are also recharged to other companies in the Group. Both schemes are equity settled with ordinary shares in the Company's ultimate parent undertaking, Moneysupermarket.com Group plc. Under a Share Incentive Plan scheme ('SIP'), eligible employees are awarded ordinary shares on the condition that they remain employed by the Group for a period of three years. Under a Long-Term Incentive Plan scheme ('LTIP'), conditional awards are made to senior employees that vest over periods of one to three years dependent on certain performance criteria being met.

6. Taxation

Analysis of taxation in the year:

	2022 £m	2021 £m
<i>UK corporation tax</i>		
Current tax on profits for the year	6.8	5.0

Notes to the financial statements (continued)

6. Taxation (continued)

Factors affecting the tax result for the current year:

The current tax result for the year is the same as (2021: the same as) the standard rate of corporation tax in the UK of 19% (2021: 19%). The differences are explained below:

	2022 £m	2021 £m
Profit before taxation	36.4	26.5
Current tax at 19% (2021: 19%)	6.8	5.0
<i>Effects of:</i>		
Movement relating to share based payments	0.0	0.0
Taxation	6.8	5.0

7. Intangible assets

	Technology £m
<i>Cost</i>	
At 1 January 2022	17.1
Additions internally generated	2.7
Disposals	(1.8)
At 31 December 2022	18.0
<i>Amortisation</i>	
At 1 January 2022	13.9
Charge for year	0.9
Eliminated on disposal	(1.8)
At 31 December 2022	13.0
<i>Net book value</i>	
At 31 December 2022	5.0
At 31 December 2021	3.2

Notes to the financial statements (continued)

7. Intangible assets (continued)

In order to accurately quantify the value of internally generated technology assets the Company undertakes project tracking to record the cost of both internal and contract staff wholly assigned to each project. Third party costs incurred are allocated to investment projects and recognised at purchase cost. This approach ensures that technology related intangible assets accurately reflect the cost of development. There is a degree of uncertainty regarding the recognition of costs incurred in developing technology related intangible assets. This is due to the asset recognition criteria being predicated on future economic benefit flowing from that asset.

Since the year end, a review has been performed of assets with £nil net book value to determine whether any that are no longer in use should be retired.

8. Debtors

	2022 £m	2021 £m
Amounts falling due within one year:		
Trade and other receivables	1.8	2.2
Amounts owed by parent undertakings	7.7	11.0
Amounts owed by other group companies	27.4	17.5
Prepayments	0.3	0.2
	<hr/>	<hr/>
	37.2	30.9
	<hr/>	<hr/>

As a result of click based revenue being recognised in the period that the lead is generated, there is an element of subjectivity in calculating a revenue accrual as a result of estimating the number of successful applications on the provider's website in the period between the latest provider data available and the year end. This revenue accrual can typically represent approximately one month's revenue.

The accrued revenue is estimated by considering the volume of clicks that have passed from MoneySavingExpert's websites through to provider websites in the period, the historic conversion of such clicks into completed product purchases, and contracted revenue per transaction. From historical experience and post year end confirmation, MoneySavingExpert expects any differences between the amounts accrued at year end and those amounts subsequently billed to be not materially different.

The under and overestimates on revenue are typically in a region of +/- 3%, historically this has been an under estimate of revenue. A +/- 3% difference on the £2.0m revenue accrual (2021: £2.2m) would equate to approximately £0.1m (2021: £0.1m).

Amounts owed by parent undertakings and other group companies of £35.1m (2021: £28.5m) are unsecured, interest free and are repayable on demand.

9. Creditors: amounts falling due within one year

	2022 £m	2021 £m
Trade creditors	0.7	0.5
Accruals	2.0	2.3
Amounts owed to parent undertakings	0.1	-
Amounts owed to other group companies	0.0	-
	<hr/>	<hr/>
	2.8	2.8
	<hr/>	<hr/>

Notes to the financial statements (continued)

10. Called up share capital

	2022		2021	
	Number of shares in million	£m	Number of shares in million	£m
<i>Allotted, called up and fully paid</i>				
Ordinary shares of £1 each	10.0	10.0	10.0	10.0

No shares were issued during the year ended 2022 (2021: none).

The holders of ordinary shares were entitled to returns of capital, receive a dividend when declared and vote.

11. Pensions

MoneySavingExpert.com operates a voluntary defined contribution pension scheme in respect of its employees. The assets of the scheme are held separately from those of MoneySavingExpert.com in independently administered funds. The amounts charged to the profit and loss account represent the contributions payable to the schemes in respect of the accounting period. In the year ended 31 December 2022, these amounted to £0.2m (2021: £0.2m). As at 31 December 2022, no contributions were outstanding on the balance sheet (2020: £nil). Employees are also given the option of contributing into the Moneysupermarket.com Group pension scheme.

12. Ultimate parent company

The ultimate parent company and controlling party is Moneysupermarket.com Group plc, registered at Moneysupermarket House, St David's Park, Ewloe, CH5 3UZ. Moneysupermarket.com Group plc accounts are both the smallest and the largest group into which this Company has been consolidated. Copies of Moneysupermarket.com Group plc accounts can be obtained from Companies House, Crown Way, Cardiff, CF14 3UZ.

13. Commitments and contingencies

Together with other group companies, the Company is a guarantor on a £90m revolving credit facility and a £50m term loan agreement entered into by the Company's ultimate parent, Moneysupermarket.com Group plc. As part of the agreement, the Company is liable to meet commitments and payments on the finance agreement if Moneysupermarket.com Group plc is unable to make these repayments when liabilities fall due. As at 31 December 2022, the amount owed on the revolving credit facility was £4.0m and the outstanding balance on the term loan agreement was £40.0m.