Royal London Cash Management Limited
Annual report and financial statements
for the period ended 31 December 2013

Registered Number 1963229

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## DIRECTORS AND AUDITORS FOR THE YEAR ENDED 31 DECEMBER 2013

# Registered Office

55 Gracechurch Street London, EC3V 0UF

## **Registered Number**

1963229

### Directors

Andrew Carter (Chairman) Christopher Chudley Richard James Thomas Meade Robert Talbut

### **Company Secretary**

Royal London Management Services Limited

## **Independent Auditors**

PricewaterhouseCoopers LLP
Chartered Accountants and Statutory Auditors
7 More London Riverside
London
SE1 2RT

### STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2013

#### 1 Review of the business

## **Results and Performance**

During the year Royal London Cash Management Limited ("RLCM" or the "company") continued to win new cash management mandates across a variety of sectors, against a backdrop of historically low interest rates; continued uncertainty in respect of banking and sovereign risk; and direct competition from banks themselves.

Profitability decreased during the year by £76k after tax (a decrease of 4.1% against 2012).

Profitability was supported by RLCM continuing to maintain an efficient, lean, and scaleable business model.

## **Business environment / Strategy**

Managing segregated cash portfolios in recent times has presented challenges, but we believe we have been meeting these challenges through a series of measures designed to increase security, provide liquidity and enhance return for our clients

RLCM remain focused on capital preservation, with our approach acknowledging that clients with cash value security first and foremost.

Despite the low interest rate environment, client demand remained robust but external net outflows during the year totalling £543 million, resulting from a structural change in the way NHS Foundation Trusts could invest their cash funds, one large client redemption for an acquisition and clients moving some of their cash investments into other assets managed by Royal London, resulted in total external cash under management decreasing to £2.1 billion by the end of the year.

#### Key performance indicators

The directors review a range of key performance indicators ("KPIs") on a monthly basis to monitor the performance of the Company and the funds the Company manages. These are included as part of the pack prepared for each Board meeting. Profit before tax, net external client fund flows, and funds under management are some of key KPIs.

Profit before taxation for the year was £1,753k (2012: £1,829k).

Net external client fund outflows was £542,951k (2012: inflows £223,063k)

Funds under management at the end of the year were £3,766,448k (2012: £4,746,790k)

The Board also consider a range of non-financial issues and indicators during the year, covering other aspects pertinent to the continued successful management of the business.

### 2 Principal risks and uncertainties

The company's business involves the acceptance and management of risk. The principal risks and uncertainties facing the company are listed below:

### Market risk

RLCM does not hold investments in its own name and as a Limited License Investment Firm does not typically hold the necessary permissions to trade on its own behalf. Therefore the exposure to market risk is limited.

### Counterparty failure or exposure

The exposure within RLCM is considered to be quite limited, due to the small period of time between trading and settlement. There is no significant concentration in an individual counterparty and no amounts held are significant enough to threaten the ability of RLCM to continue business. Close and continuous monitoring of counterparties is performed on a local level, and procedures for immediate escalation to the Credit and Market Risk Committee members are in operation.

### Concentration risk

RLCM has cash balances held with a small number of banks which does represent a concentration risk. Ratings given to these banks by agencies such as Standard & Poor's and Moodys are high and provide assurance that this risk is unlikely to materialise. RLCM fee incomes are concentrated across a limited number of client sectors.

### Contagion risk

The impact of contagion across businesses within the Royal London Group ("Group") through the crystallisation of a risk event in one business entity giving rise to a cost or loss in another, through, for example, financial links or investor sentiment is more common in groups that share brands. The Group carries a number of brands, products, market sectors and legal entities that do not reflect a uniform front that would be materially impacted by contagion. In addition, all companies within the Group conduct and operate different business models, under separate brands.

Royal London Group approved commitment to a single brand strategy in October 2013, and propose to implement this change in May 2014 through a high profile launch. The Directors of RLCM do not believe the change to a single brand. will introduce additional risk to the business.

# STRATEGIC REPORT STRATEGIC REPORT

Interest rate risk from non-trading activities

The current or prospective risk to RLCM's earnings and capital may arise from adverse movements in interest rates.

The impact of these adverse interest rate movements could result in a loss of clients. This is a factor affecting the market as a whole and is a factor determined by economic indicators and confidence in the market. Whilst this may lead to a divergence of funds, RLCM does not believe the loss would be significant as clients would still want to place their money on deposit and achieve the best return possible in line with the level of the security they are seeking.

Pension obligation risk
This risk is caused by the firm's contractual or other liabilities to or with respect to a pension scheme.
The Royal London Group ("the Group") requires RLCM to make regular monthly contributions to the scheme and may require it to make one-off lump sum payments in the future. The next actuarial valuation is due on 31 December 2014.

Operational risk of loss or negative impact to RLCM resulting from inadequate or failed internal process, people and systems or from external factors such as regulation and key suppliers. It includes legal and financial crime risk but excludes business risk.

Operational risk is a key risk factor for RLCM as an asset manager. RLCM will not engage in activities that in the opinion of the Board would fall outside the scope of the definition of investment management used by the Capital Requirements Directive in relation to the calculation of operational risk capital.

Reputation risk solution is a fundamental tenet of its business and success. The risk is that damage to the reputation could in turn lead to negative publicity, coatly litigation, a decline in the customer base or the exit of key employees and therefore directly or indirectly leading to a loss of revenue.

Potential exposure to reputation risk is reduced by having a well established control environment which ensures compliance and adherence to the regulatory, market and ethical obligations imposed on the company.

Credit risk

Credit risk

Credit risk

Credit risk of non-payment is mitigated by the investment management fees being deducted from the client portfolios on a monthly basis. The outstanding the investment management fees being deducted from the client portfolios on a monthly basis. The outstanding balances due from clients are regularly reviewed and action taken to recover the outstanding fees.

Liquidity risk

This represents the risk that adequate liquid funds are not available to settle liabilities or when the firm experiences sudden unexpected cash outflows. The approach adopted by RLCM has been incorporated into the projection of cash flows and the adaptation of these to stressed environments. This provides assurance that enough liquid funds are available if this type of risk was to crystallise.

3 Future developments
The Business Plan targets a number of significant growth objectives over the coming five years for the wider Royal London Wealth division, and RLCM continue to remain an integral part of those plans.

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Andrew Carter Director 28 March 2014

### DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2013

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

### **Principal activities**

RLCM is the cash management operation of the Royal London Group (the "Group"). Our core business is the provision of specialist cash management services for a wide range of clients including the Group, charities, insurance companies, universities and public companies.

#### **Business review**

The Directors' Report should be read in conjunction with the Strategic Report on page 2 (which is incorporated in this Directors' Report by reference), which together, include information about the company's business, its financial performance during the year, and likely developments in the future.

### Results and dividends

The profit for the year, after tax, was £1,345,206 (2012: £1,380,386). No dividend was paid in the year (2012: no dividend). The results for the year and the state of the company's affairs are set out in the financial statements on pages 7 to 13.

### Directors

The directors who held office during the year and up to the date of signing the financial statements are given below:

Andrew Carter (Chairman)
Christopher Chudley (Re-signed 19th July 2013)
Richard James
Thomas Meade
Robert Talbut

### Directors' qualifying third party indemnity provisions

The directors have the benefit of a qualifying third party indemnity provision (as defined in section 234 of the Companies Act 2006). This provision was in force throughout the financial year and through the date the financial statements were approved. The group also maintains directors' and officers' liability insurance in respect of the company and its directors.

# DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2013 (continued)

### Statement of directors' responsibilities

The directors are responsible for preparing the Strategic Report, 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 prepared 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 profit or loss of the company for that period.

In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- 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.

The directors are responsible for the maintenance and integrity of the company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

### Disclosure of information to auditors

The directors who held office as at the date of approval of this Directors' Report confirm that;

- (a) so far as the director is aware, there is no relevant audit information of which the company's auditors are
- (b) he has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

### Independent Auditors

The auditors, PricewaterhouseCoopers LLP, have indicated their willingness to continue in office and a resolution concerning their re-appointment will be proposed at the Annual General Meeting.

By order of the Board

Andrew Carter Director 28 March 2014

# INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF ROYAL LONDON CASH MANAGEMENT LIMITED

#### Our opinion

In our opinion the financial statements, defined below:

- · give a true and fair view of the state of the company's affairs as at 31 December 2013 and of its profit for the year then ended:
- · have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

This opinion is to be read in the context of what we say in the remainder of this report.

### What we have audited

The financial statements, which are prepared by Royal London Cash Management Limited, comprise:

- · the balance sheet as at 31 December 2013;
- · the profit and loss account for the year then ended;
- the notes to the financial statements, which include other explanatory information.

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).

In applying the financial reporting framework, the directors have made a number of subjective judgements, for example in respect of significant accounting estimates. In making such estimates, they have made assumptions and considered future events.

#### What an audit of financial statements involves

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) ("ISAs (UK & Ireland)"). 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 Strategic Report and Directors' 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 other matter prescribed by the Companies Act 2006

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

### Other matters on which we are required to report by exception

### Adequacy of accounting records and information and explanations received

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- · we have not received all the information and explanations we require for our audit; or
- 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.

We have no exceptions to report arising from this responsibility.

## Directors' remuneration

Under the Companies Act 2006 we are required to report to you if, in our opinion, certain disclosures of directors' remuneration specified by law are not made. We have no exceptions to report arising from this responsibility.

# Responsibilities for the financial statements and the audit

### Our responsibilities and those of the directors

As explained more fully in the Directors' Responsibilities Statement set out on page 4 and 5, 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 ISAs (UK & Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

This report, including the opinions, has been prepared for and only for the company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

Philip Wotson

Philip Watson (Senior Statutory Auditor)
For and on behalf of PricewaterhouseCoopers LLP
Chartered Accountants and Statutory Auditors
London
28 March 2014

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

	Note	2013 £	2012 £
Turnover	1(c)	3,339,480	3,491,742
Administrative expenses Operating profit		(1,623,225) 1,716,255	(1,701,390) 1,790,352
Interest receivable and similar income Profit on ordinary activities before taxation	2 3	<u>36,653</u>	38,231 1,828,583
Tax on profit on ordinary activities Profit for the financial year	6 10	(407,702) 1,345,206	(448,197) 1,380,386

The company has no recognised gains or losses other than the profit for the financial years above and accordingly no statement of total recognised gains and losses has been prepared.

There is no material difference between the profits as described in the profit and loss account and the results on an unmodified historical cost basis. Accordingly, a note of the historical cost profits and losses for the financial years is not given.

All the amounts above are in respect of continuing operations.

The accounting policies and notes on pages 10 to 13 form an integral part of these financial statements.

# RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS FOR THE YEAR ENDED 31 DECEMBER 2013

	2013 £	2012 £
Profit for the financial year	1,345,206	1,380,386
Dividends Net change in shareholders' funds	1,345,206	1,380,386
Shareholders' funds as at 1 January Shareholders' funds as at 31 December	7,679,708 9,024,914	6,299,322 7,679,708

The accounting policies and notes on pages 10 to 13 form an integral part of these financial statements.

### BALANCE SHEET AS AT 31 DECEMBER 2013

		2013	2012
	Note	£	£
Current assets			
Debtors	7	331,405	482,722
Cash at bank and in hand		9,178,183	7,527,265
		9,509,588	8,009,987
Creditors: amounts falling due within one year	8	485,384	331,110
Net current assets		9,024,204	7,678,877
Deferred tax asset	6(c)	710	831
Net assets		9,024,914	7,679,708
Capital and reserves			
Called up share capital	9	885,000	885,000
Profit and loss account	10	8,139,914	6,794,708
Total shareholders' funds		9,024,914	7,679,708

The accounting policies and notes on pages 10 to 13 form an integral part of these financial statements.

The financial statements on pages 7 to 13 were appreved by the board of directors on 28 March 2014

and signed on its behalf by:

Andrew Carter
Director

Royal London Cash Management Limited

Registered number

1963229

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

### 1 Accounting policies

### (a) Basis of preparation

These financial statements are prepared on the going concern basis, under the historical cost convention and in accordance with the Companies Act 2006 and applicable accounting standards in the United Kingdom. The principal accounting policies, which have been applied consistently throughout the year, are set out below.

### (b) Cash flow statements and related parties

The company is a wholly owned subsidiary of The Royal London Mutual Insurance Society Limited and is included in the consolidated financial statements of that company, which are publicly available. Consequently, the company has taken advantage of the exemption within Financial Reporting Standard 1 (Revised 1996), 'Cash Flow Statements' from preparing a cash flow statement and the exemption within Financial Reporting Standard 8, 'Related Party Disclosures', not to disclose related party transactions with undertakings controlled within the group.

#### (c) Turnover

This comprises fees receivable for the provision of investment cash management services to clients and arises wholly within the United Kingdom. It is recognised when the related services have been provided and is stated net of value added tax.

### (d) Taxation

Provision is made for taxation at current rates on the appropriate adjusted trading profit and relief for overseas taxation is taken where appropriate. Deferred taxation is provided on all untaxed gains and other timing differences, between their recognition in the financial statements and their recognition in the tax computations, except that overall assets are only recognised if, on the basis of all available evidence, it is regarded as more likely than not that the timing differences will reverse in the foreseeable future. The value of the resultant deferred tax assets and liabilities has been calculated on a discounted basis reflecting the fact that the timing differences are projected to reverse over several years. The discount rates used are post-tax yields to maturity that could be obtained at the balance sheet date on government bonds with maturity dates similar to those of the deferred tax assets and liabilities.

#### 2 Interest receivable and similar income

	2013	2012
	£	£
Bank interest	36,653	38,231

### 3 Profit on ordinary activities before taxation

The company has no employees (2012: nil). Staff are employed by the ultimate parent undertaking, The Royal London Mutual Insurance Society Limited. They are seconded to Royal London Management Services Limited which recharges their employment costs to Royal London Asset Management Limited, which in turn recharges the costs to Royal London Cash Management Limited and it is this company that bears these costs. The aggregate amount payable in respect of these expenses for the year was £1,372,833 (2012: £1,018,790).

Full details of staff costs, including relevant pension scheme details, are given in the published financial statements of the ultimate parent undertaking.

		2013 £	2012 £
Auditors' remuneration	Audit fees	20,811	20,811

Disclosure is not made of non-audit remuneration receivable by the company's auditors or an associate of the company's auditors in accordance with Statutory Instrument 2008 No.489, regulation 5(1)(b), as this is complied with in the group consolidated financial statements of the ultimate parent company, The Royal London Mutual Insurance Society Limited.

# NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

#### 4 Staff number information

The average monthly number of people (including executive directors) seconded to the company during the year was:

	By activity:	2013 Number	2012 Number
	Fund management	2	2
	Sales and marketing	2	3
	Administration and other	<u> </u>	9
5	Directors' emoluments		
		2013	2012
		£	£
	Directors' emoluments Aggregate emoluments	614,398	691,732

The aggregate emoluments of the highest paid director were £267,146 (2012: £255,039) including £63,022 (2012: £63,158) for amounts receivable under long term incentive schemes. He is a member of a defined benefits scheme, under which the accrued pension to which he would be entitled from normal retirement date if he were to retire at the year end, was £57,000 (2012: £54,000).

Three (2012: three) of the directors are paid emoluments by Royal London Asset Management Limited, a related party of the company. The portion of these emoluments given for the provision of services to the company during the year is £204,619 (2012: £277,878), of which £68,331 (2012: £100,211) relates to aggregate amounts receivable (excluding shares) under long term incentive schemes.

Retirement benefits are accruing to two directors at the year end (2012: two) under a defined benefit scheme.

#### 6 Tax on profit on ordinary activities

			2013	2012
			£	£
(a)	Tax on profit on ordinary activities		407,702	448,197
	Current Tax			
	UK corporation tax on the profits for the year		407,385	447,932
	Adjustment in respect of prior periods		196	(4)
	Total current tax charge	(Note 6(b))	407,581	447,928
	Total deferred tax	(Note 6(c))	121	269
	Tax on profit on ordinary activities	, ,,,,	407,702	448,197

### (b) Factors affecting the tax charge

The tax assessed for the year is different from the standard rate of corporation tax in the UK of 23.25% (2012: 24.5%) applied to the profit before tax. The differences are explained below:

		2013 £	2012 £
Profit on ordinary activities before tax	:	1,752,908	1,828,583
Profit on ordinary activities multiplied by standard rate of 23.25% (2012: 24.5%)	of corporation tax	407,551	448,003
Effects of: Capital allowances for the period in excess of deprecia Disallowed entertaining expenses Adjustment to tax charge in respect of prior periods Interest imputed for tax purposes on intra-group loans and other adjustments	ition	(199) 395 196 (362)	(213) 490 (4) (348)
Current tax charge for the year	(Note 6(a))	407,581	447,928

During the year, as a result of a change in the UK main corporation tax rate to 23%, which was substantively enacted on 3 July 2012 and was effective from 1 April 2013, the company's profit for this accounting year is taxed at an effective rate of 23.25%.

Further reductions to the UK corporation tax rate has been announced. The tax rate will reduce to 21% from 1 April 2014 and to 20% from 1 April 2015; these changes were substantively enacted on 2 July 2013 and, therefore, are recognised in these financial statements.

# NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

## 6 Tax on profit on ordinary activities (continued)

### (c) Deferred tax asset

A deferred tax asset has been provided for at the year-end to recognise that capital allowances in the sum of £3,901 (2012: £3,827) that have accumulated in prior years will be utilised in future accounting periods. The tax provision has been computed using the standard corporation tax rate of 20% (2012: 23%) and has been discounted in accordance with current standard accounting practices. The full provision amounts to £780 (2012: £880) but with application of a discount totalling £70 (2012: £49), is reduced to the sum of £710 (2012: £831). There are no unrecognised deferred tax assets.

	At the start of the year	2013 £ 831	2012 £ 1,100
	Deferred tax charge in the profit and loss account for the year At the end of the year	(121) 710	(269) - 831
	The above balance is analysed as follows:		
	Capital allowances on plant and machinery expenditure	710 710	831 831
7	Debtors	2013 £	2012 £
	Trade debtors Amounts owed by group undertakings Prepayment and Accrued income	328,419 - 2,986 331,405	412,664 66,641 3,417 482,722

All debtors are due within one year (2013: All).

All amounts owed by group undertakings are unsecured, interest free and repayable on demand.

### 8 Creditors: amounts falling due within one year

2013	2012
£	Ł
1,151	1,151
196,681	93,810
200,891	236,149
86,661	-
485,384	331,110
	£ 1,151 196,681 200,891 86,661

# NOTES TO THE FINANCIAL STATEMENTS (continued) FOR THE YEAR ENDED 31 DECEMBER 2013

### 9 Called up share capital

		2013 £	2012 £
	Allotted, and fully paid 885,000 (2012: 885,000) ordinary shares of £1 each	885,000	885,000
10	Profit and loss account	2013 £	2012 £
	At 1 January Profit for the financial year Dividend paid At 31 December	6,794,708 1,345,206 - 8,139,914	5,414,322 1,380,386 - - 6,794,708

## 11 Risk management objectives and policies for managing capital

A copy of the Pills 3 Disclosure document is available at 55 Gracechurch Street, London EC3V 0UF. This information is also available on the company's website (www.rlcm.co.uk).

#### 12 FCA Remuneration Code

The company complies with the FCA Remuneration Code. The remuneration disclosure relates to "Code Staff", that is staff whose professional activities have a material impact on the company's risk profile. Therefore, this may include staff that may not be directors of the company. The required disclosure under BIPRU 11.5.18 is available on the Royal London Group website (www.royallondongroup.co.uk).

### 13 Client money balances held

As required by the UK Financial Services and Markets Act 2000 and in accordance with FCA rules, the company maintains certain client money balances on behalf of clients with banks totalling £716m (2012: £1,283m). The company maintains custody asset balances with custodian banks totalling £3,053m (2012: £3,469m). These amounts and any related liabilities are not included in the company's balance sheet.

## 14 Ultimate parent undertaking and controlling party

Royal London Cash Management Limited is a wholly owned subsidiary of The Royal London Mutual Insurance Society Limited.

The immediate and ultimate parent undertaking and controlling party is Royal London Mutual Insurance Society Limited which is the parent company of the smallest and largest group to consolidate these financial statements. Copies of the group annual financial statements can be obtained from 55 Gracechurch Street, London EC3V 0UF.