STRATEGIC REPORT, DIRECTOR'S REPORT AND
FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020
FOR

HEATH LAMBERT OVERSEAS LIMITED

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# COMPANYINFORMATION FOR THE YEAR ENDED 31 DECEMBER 2020

DIRECTOR:

C Crawford

C Scott

SECRETARY:

A Peel

REGISTERED OFFICE:

The Walbrook Building 25 Walbrook

25 Walbrook London EC4N 8AW

REGISTERED NUMBER:

01977373 (England and Wales)

INDEPENDENT AUDITOR:

Ernst & Young LLP Statutory Auditor 25 Churchill Place Canary Wharf London E14 5EY

## STRATEG IC REPORT FOR THE YEAR ENDED 31 DECEMBER 2020

The Director presents their Strategic Report for the year ended 31 December 2020.

### **REVIEW OF BUSINESS**

The principal activity of the Company in the period under review was that of an intermediate holding company. It is expected that there will be no significant change to the nature of the Company's activities in the foreseeable future.

The Company is a wholly owned subsidiary of Arthur J. Gallagher & Co., a company incorporated in the United States of America and is included in the publicly available consolidated financial statements of Arthur J. Gallagher & Co. ("the Group"). The Group's strategic focus continues to be on the organic growth of existing core business and the acquisition of businesses to enhance future turnover and profitability.

The results of the Company for the year ended 31 December 2020 are set out in the financial statements on pages 8 to 14

For the year ended 31 December 2020 the Company has recorded a profit before tax of £274k compared to £6,835k in 2019. The reduction is primarily due to the £6.6m dividend received from former subsidiary Lambert Fenchurch Overseas Limited in 2019 when the subsidiary was formally dissolved on 16 April 2019.

Given the external developments and geopolitical disruption in relation to the ongoing COVID-19 pandemic, future forecasts and projections have taken these conditions into account. The Company is fully operational, has deployed continuity protocols and has not been materially impacted by the COVID-19 pandemic. The Company has adequate resources to continue in operational existence for a period to 30 September 2022 and that no material uncertainties related to going concern have been identified.

### PRINCIPAL RISKS AND UNCERTAINTIES

The Group's international operations and debt profile expose it to a variety of financial and operational risks including the effects of change in foreign currency exchange rates, counterparty credit risks, compliance risk, liquidity and interest rates. The UK Group's Board of Directors are responsible for setting the UK Group's risk appetite and ensuring that it has an appropriate and effective risk management framework and monitors the ongoing process for identifying, evaluating, managing, and reporting the most material risks. To facilitate this, the UK Group maintains a risk framework, through which the key risks affecting the UK Group are identified, assessed and monitored. Each business entity also undertakes a similar process and these risk profiles help inform the overall risk profile of the UK business. This is reviewed by each business division's risk and conduct committee and in turn the combined risk profile is overseen by the GGB –UK Risk Committee, which is chaired and attended by independent non-executive members, and reports to the Board of Directors

The UK Group has in place a risk management programme and policies in the context of the wider Group risk framework. This risk management programme seeks to manage any adverse impact upon the Group caused by the nature of its principal activity. The approach to the significant risks is noted below.

### Borrowing facilities and liquidity risk

Operations for the Group are financed by a mixture of shareholders' funds, external borrowing facilities, inter-group borrowings and cash reserves. The objective is to ensure a mix of funding methods offering flexibility and cost effectiveness to match the needs of the Group. Forward looking cash flow projections are prepared on a regular basis to assess funding requirements.

BY ORDER OF THE BOARD:

Alista	ir C. Peel
A Peel	- Secretary
Date:	28 September 2021

# DIRECTOR'S REPORT FOR THE YEAR ENDED 31 DECEMBER 2020

The Director presents their report with the audited financial statements of the C ompany for the year ended 31 December 2020. The results for the Company for the year ended 31 December 2020 and future developments are discussed in the Strategic Report.

### **DIRECTORS**

The Directors who have held office during the period from 1 January 2020 to the date of this report are as follows:

C Crawford

C Scott

### **DIVIDENDS**

No dividends will be distributed for the year ended 31 December 2020 (2019: £nil).

### **EVENTS AFTER THE REPORTING PERIOD**

Information relating to events after the reporting period is given in note 12 to the financial statements.

### **EMPLOYEES**

The Company is an equal opportunities employer and bases all decisions on individual ability regardless of race, religion, gender, age or disability.

### **DIRECTOR'S INDEMNITY PROVISIONS**

The Director has benefited from qualifying third party indemnity provisions in place during the financial year and to the date of this report.

### DIRECTOR'S RESPONSIBILITIES STATEMENT

The Director's are responsible for preparing the Strategic Report, Director's 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 applicable law and United Kingdom Accounting Standards (United Kingdom 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 accounting estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- 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.

# DIRECTOR'S REPORT FOR THE YEAR ENDED 31 DECEMBER 2020

# STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITOR

So far as the Directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the Company's auditor is unaware, and each director has taken all the steps that they ought to have taken as a Director in order to make themselves aware of any relevant audit information and to establish that the Company's auditor is aware of that information.

# **AU DITOR**

The auditor, Ernst & Young LLP, will be proposed for re-appointment in accordance with section 487(2) of the Companies Act 2006.

BY ORDER OF THE BOARD:

Alista	rir C. Peel
A Peel	- Secretary
Date:	28 September 2021

# INDEPENDENT A UDITOR'S REPORT TO THE MEMBERS OF HEATH LAMBERT OVERSEAS LIMITED

### Opinion

We have audited the financial statements of Heath Lambert Overseas Limited for the year ended 31 December 2020 which comprise the Statement of Comprehensive Income, the Statement of Financial Position, the Statement of Changes in Equity and the related notes 1 to 12, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards including FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

In our opinion, the financial statements:

- give a true and fair view of the Company's affairs as at 31 December 2020 and of its profit for the year then ended:
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report below. 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

In auditing the financial statements, we have concluded that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the company's ability to continue as a going concern for a period to 30 September 2022 from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report. However, because not all future events or conditions can be predicted, this statement is not a guarantee as to the company's ability to continue as a going concern.

### Other information

The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. The directors are responsible for the other information contained within the annual report.

Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in this report, we do not express any form of assurance conclusion thereon.

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 course of 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 themselves. If, based on the work we have performed, we conclude that there is a material misstatement of the other information, we are required to report that fact.

We have nothing to report in this regard.

# Opinions on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Strategic Report and the Director's Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Strategic Report and Director's Report have been prepared in accordance with applicable legal requirements.

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF HEATH LAMBERT OVERSEAS LIMITED

## Matters on which we are required to report by exception

In the light of the knowledge and understanding of the Company and its environment obtained in the course of the audit, we have not identified material misstatements in the Strategic Report or Director's Report.

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

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

### Responsibilities of Director

As explained more fully in the Director's Responsibilities Statement set out on page 3, the Director is 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 Director determines 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 Director is 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 Director either intends to liquidate the Company or to cease operations, or has 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.

### Explanation as to what extent the audit was considered capable of detecting irregularities, including fraud

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect irregularities, including fraud. The risk of not detecting a material misstatement due to fraud is higher than the risk of not detecting one resulting from error, as fraud may involve deliberate concealment by, for example, forgery or intentional misrepresentations, or through collusion. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below. However, the primary responsibility for the prevention and detection of fraud rests with both those charged with governance of the entity and management.

Our approach was as follows:

- We obtained an understanding of the legal and regulatory frameworks that are applicable to the company and determined that the most significant are those that relate to the reporting framework (FRS 102) and the elements of the Companies Act 2006 and tax legislation;
- We understood how Company is complying with those frameworks by making inquiries of management and those
  responsible for legal and compliance matters. We also reviewed correspondence between the Company and the
  regulatory bodies; reviewed minutes of Board; and gained an understanding of the Company's approach to
  governance;
- We assessed the susceptibility of the company's financial statements to material misstatement, including how fraud
  might occur by considering controls the Company has established to address the risks identified by the entity, or that
  otherwise seek to prevent, detect, or deter fraud. These procedures included testing manual journals related to
  revenue and were designed to provide reasonable assurance that the financial statements are free from fraud or
  error.
- Based on this understanding we designed our audit procedures to identify noncompliance with such laws and regulations. For direct laws and regulations, we considered the extent of compliance with those laws and regulations as part of our procedures on the related financial statements items. For both direct and other laws and regulations, our procedures involved: making inquiry of those charged with governance and the senior management for their awareness of any non-compliance of laws or regulations, inquiring about the policies that have been established to prevent non-compliance with laws and regulations by officers and employees, inquiring about the Company's methods of enforcing and monitoring compliance with such policies, and inspecting significant correspondence with Regulators.

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF HEATH LAMBERT OVERSEAS LIMITED

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at https://www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

# 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.

Emst & Young LLP

Vinood Ramabhai (Senior Statutory Auditor) for and on behalf of Ernst & Young LLP Statutory Auditor London

Date: ......

# STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2020

	Notes	2020 £'000	2019 £'000
Administrative expenses		(30)	(10)
OPERATING LOSS	3	(30)	(10)
Investment income	4	304	6,845
PROFIT BEFORE TAXATION		274	6,835
Taxon profit	5	2	1
PROFIT FOR THE FINANCIAL YEAR		<u>276</u>	6,836

# HEATH LAMBERT OVERSEAS LIMITED (REG ISTEREDNUMBER: 01977373)

# STATEMENT OF FINANCIAL POSITION 31 DECEMBER 2020

	Notes	£'000	2020 £'000	£'000	2019 £'000
FIXED ASSETS Investments	6		553		553
CURRENT ASSETS Debtors	7	7,284		7,033	
CREDITORS Amounts falling due within one year	8	1		26	
NET CURRENT ASSETS			7,283		7,007
TOTAL ASSETS LESS CURRENT LI		7,836		7,560	
CAPITAL AND RESERVES Called up share capital	9		_		_
Retained earnings	10		7,836		7,560
SHAREHOLDERS' FUNDS			7,836		7,560

and were signed by:

C Scott - Director

# STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2020

	Called up s ha re ca pital £'000	Retained earnings £'000	Total equity £'000
Balance at 1 January 2019	-	724	724
Changes in equity Profit for the financial year  Balance at 31 December 2019		6,836 7,560	6,836 7,560
Changes in equity Profit for the financial year		276	276
Balance at 31 December 2020	-	7,836	7,836

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

#### 1. ACCOUNTING POLICIES

# Accounting convention

These financial statements have been prepared in accordance with applicable United Kingdom Accounting Standards, including FRS 102 "The Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland", and with the Companies Act 2006.

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

#### Basis of preparation

The Company has taken advantage of Section 401 of the Companies Act 2006 in not preparing consolidated financial statements on the basis that the results of the Company are included within the consolidated financial statements of Arthur J. Gallagher & Co., a company incorporated in the United States of America and for which results are publicly available from the Company's registered office.

The Company has also taken advantage of the exemptions, under FRS 102 paragraph 1.12(b) & (e) respectively, from preparing a Statement of Cash Flows and disclosure of key management compensation, on the basis that it is a qualifying entity and its ultimate holding company, Arthur J. Gallagher & Co., includes such disclosures in its own consolidated financial statements.

The financial statements have been prepared on a going concern basis, under the historical cost basis. Given the external developments and geopolitical disruption in relation to the ongoing COVID-19 pandemic, future forecasts and projections have taken these conditions into account. The Company has adequate resources to continue in operational existence for a period to 30 September 2022, and that no material uncertainties related to going concern have been identified. The Company is fully operational, has deployed continuity protocols and has not been materially impacted by the COVID-19 pandemic. The Directors therefore continue to prepare the accounts on a going concern basis.

### Significant judgements and estimates

The preparation of financial statements in conformity with FRS 102 requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Company's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements include:

# i. Impairment of investments

Where there are indicators of impairment of individual assets, the Group performs impairment tests based on a value in use calculation. The value in use calculation is based on a net asset or revenue multiple basis. Both methods are derived from the financial statements and do not include restructuring activities that the Group is not yet committed to or significant future investments that will enhance the asset's performance of the cash generating unit being tested. The multiple rate used is in line with recent acquisitions.

## **Taxation**

Provision is made at current enacted rates for taxation. Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the Statement of Financial Position date where transactions or events have occurred at that date that will result in an obligation to pay more, or a right to pay less or to receive more, tax in future periods.

Deferred tax assets are recognised only to the extent that the Directors consider that it is more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing difference can be deducted.

Deferred tax assets and liabilities are not discounted.

# Fixed asset investments

Fixed asset investments in the financial statements are stated at costless provision for any impairment in value.

### Foreign currencies

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated at the exchange rate ruling at the date of the Statement of Financial Position. All exchange rate differences are taken to the Statement of Comprehensive Income.

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2020

# 2. DIRECTOR'S REMUNERATION

The Director was remunerated during the year by a fellow subsidiary within the Group and Arthur J. Gallagher & Co., the ultimate holding company. The Director has not received any remuneration during the year in respect of their services as a Director of the Company (2019: £nil) and it would not be practicable to apportion their remuneration between their services as a Director of the Company and their services as a Director of other Group companies. The Company has not been recharged any amount for the remuneration of this Director (2019: £nil).

### 3. OPERATING LOSS

Total tax credit

The operating loss is stated after charging:

	2020	2019
	£'000	£'000
Foreign exchange differences	30	10
•		

Auditor's remuneration in the current year of £7 k (2019: £3k) has been borne by a fellow group undertaking and has not been recharged to the Company.

4.	INVESTMENT INCOME  Dividend income from participating interests	2020 £'000 304	2019 £'000 6,845
5.	TAXATION		
	Analysis of the tax credit The tax credit on the profit for the year was as follows:	2020 £'000	2019 £'000
	Current tax UK corporation tax	(2)	(1)

Reconciliation of total tax credit included in profit and loss  The tax assessed for the year is the same as the standard rate of corporation tax is	in the UK.	
Profit before tax	2020 £'000 274	2019 £'000 6,835
Profit multiplied by the standard rate of corporation tax in the UK of 19% (2019 - 19%)	52	1,299
Effects of:		
Income not taxable Transfer pricing adjustments	(58) 4	(1,303) 3

(2)

(1)

# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2020

### 5. TAXATION- continued

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The Company profits are taxable in the UK under the standard rate of corporation tax being 19% (2019: 19%). The Company is expected to continue to attract the standard rate of UK corporation tax. During 2020 the UK Government cancelled a previously legislated reduction in the main rate of corporation tax to 17% which had been reflected in the prior year closing deferred tax balance. The restatement of the 19% rate has been reflected in the closing deferred tax balance. Subsequent to the balance sheet date the UK Government legislated to increase the main rate of corporation tax to 25% as of 1 April 2023. This increase has not been reflected in the 2020 closing deferred tax asset, as it was not enacted at the balance sheet date.

## 6. FIXED ASSET INVESTMENTS

At 31 December 2019

Shares in group undertakings/participating interests £'000

COST
At 1 January 2020
and 31 December 2020

At 1 January 2020
and 31 December 2020

At 1 January 2020
and 31 December 2020

NET BOOK VALUE
At 31 December 2020

Shares in group undertakings/participating interests £'000

1,195

The Company's investments at the Statement of Financial Position date, in the share capital of group undertakings, comprise the following:

			Proportion of
Name of Company	Registered Address	Holding	shares held
Fenchurch Faris Limited	Jordan	Ordinary Shares	10%
Fenchurch Faris Limited	Saudi Arabia	Ordinary Shares	14%

Registered Address	Street Address
Jordan	PO Box 84031, Office Number 1, Jordan Insurance Company
	Building, Amman Mountain, 11181 Jordan
Saudi Arabia	164 Al Ahsa Street, Riyadh, Riyadh Province, Saudi Arabia

# 7. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

Amounts owed by group undertakings Corporation tax	2020 £'000 7.282	£'000 7.032
		7,032
	7,284	7,033

Amounts owed by group undertakings are unsecured, repayable on demand and are on an interest free basis.

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# NOTES TO THE FINANCIAL STATEMENTS - continued FOR THE YEAR ENDED 31 DECEMBER 2020

### 8. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	£'000	2019 £'000
Amounts owed to group undertakings	1	26

Amounts owed to group undertakings are unsecured, repayable on demand and are on an interest free basis.

# 9. CALLED UP SHARE CAPITAL

Allotted, issu	ied and fully paid:			
Number:	Class:	Nominal	2020	2019
		value:	£	£
56	Ordinary	£1	56	56

Ordinary shares have attached to them full voting, dividend and capital distribution (including on winding up) rights; they do not confer any rights of redemption.

# 10. RESERVES

Called.Up Share Capital - represents the nominal value of shares that have been issued.

Retained Earnings - includes all current and prior period profits and losses.

## 11. PARENT COMPANY AND ULTIMATE HOLDING COMPANY

The immediate parent company is Heath Lambert Limited, a company registered in England and Wales. The largest group of undertakings of which the Company is a member and for which financial statements are prepared, is headed up by Arthur J. Gallagher & Co., a company incorporated in the United States of America, which is the ultimate holding company. The registered address of Arthur J. Gallagher & Co. is 2850 W. Golf Rd., Rolling Meadows, IL 60008. A copy of these consolidated financial statements is available from the registered office of the Company.

# 12. EVENTS AFTER THE REPORTING PERIOD

The Director confirms that there are no events after the reporting period that are required to be disclosed.