

Registered number: 02268007

**ENTERTAINMENT RETAILERS ASSOCIATION  
DIRECTORS' REPORT AND  
FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 MARCH 2019**



**Entertainment Retailers Association  
Directors' Report and Financial Statements  
For The Year Ended 31 March 2019**

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**Entertainment Retailers Association  
Company Information  
For The Year Ended 31 March 2019**

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<b>Directors</b>	Mr Ralph Pighin Mr James Cooke Mr James Morton Mr Thomas Papps Ms Rebecca Suter Mr Tom Connaughton Mr Andrew Hill Mr Michael Boothroyd Ms Anastasia Mitsopoulos Ms Ashlie Green Mr Rudolf Osorio Mr Eduard Castello Mr Mark Green Ms Natasha Youngs Mr Raoul Chatterjee Mr Alan Jordan Mr Philip Barton Ms Kim Bayley
<b>Secretary</b>	Ms Kim Bayley
<b>Company Number</b>	02268007
<b>Registered Office</b>	3rd Floor 3 Soho Square London W1D 3HD
<b>Accountants</b>	FD Works Unit 14 Greenway Farm Bath Road Wick Bristol Gloucestershire BS30 5RL
<b>Bankers</b>	Coutts & Co 440 The Strand London WC2R 0QS
<b>Solicitors</b>	Clifford Chance 10 Upper Bank Street London E14 5JJ

**Entertainment Retailers Association**  
**Company No. 02268007**  
**Directors' Report For The Year Ended 31 March 2019**

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The directors present their report and the financial statements for the year ended 31 March 2019.

**Statement of Directors' Responsibilities**

The directors are responsible for preparing the Directors' Report and the financial statements in accordance with applicable law and regulations. Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the surplus or deficit of the company for that period. In preparing the financial statements the directors are required to:

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

**Principal Activity**

The company's principal activity continues to be that of providing a forum for all members of the retail entertainment industry.

**Directors**

The directors who held office during the year were as follows:

Mr James Morton	RESIGNED	21/08/2018		
Mr James Morton	APPOINTED	19/09/2018		
Mr John Hill	APPOINTED	19/09/2018	RESIGNED	29/03/2019
Mr Thomas Papps	APPOINTED	22/08/2018		
Ms Rebecca Suter	APPOINTED	19/09/2018		
Mr Tom Connaughton	APPOINTED	02/05/2018		
Mr Andrew Hill				
Mr David Twells	RESIGNED	01/08/2018		
Mr Michael Boothroyd				
Ms Anastasia Mitsopoulos				
Ms Ashlie Green				
Mr Rudolf Osorio				
Mr Eduard Castello				
Mr Graham Lambdon	RESIGNED	19/09/2018		
Mr Peter Selby	RESIGNED	17/07/2018		
Mr Philip Moore	RESIGNED	20/03/2019		
Mr Mark Green				
Mr Paul Quirk	RESIGNED	19/09/2018		
Ms Natasha Youngs				
Mr Raoul Chatterjee				
Mr Alan Jordan				
Mr Philip Barton				
Ms Kim Bayley				

**Entertainment Retailers Association  
Directors' Report (continued)  
For The Year Ended 31 March 2019**

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**Small Company Rules**

This report has been prepared in accordance with the special provisions relating to companies subject to the small companies regime within Part 15 of the Companies Act 2006.

On behalf of the board

A handwritten signature in black ink, appearing to read 'Kim Bayley', written over a horizontal dotted line.

**Ms Kim Bayley**

**10/07/2019**

**Entertainment Retailers Association  
Accountant's Report  
For The Year Ended 31 March 2019**

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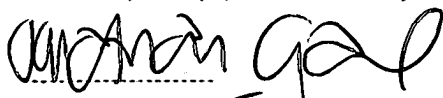
In order to assist you to fulfil your duties under the Companies Act 2006, we have prepared for your approval the financial statements of Entertainment Retailers Association for the year ended year which comprise the Income and Expenditure Account, the Balance Sheet, and the related notes from the company's accounting records and from information and explanations you have given us.

As a practising member firm of the Chartered Institute of Management Accountants, we are subject to its ethical and other professional requirements which are detailed at <http://www.cimaglobal.com>.

This report is made solely to the directors of Entertainment Retailers Association in accordance with our terms of engagement. Our work has been undertaken solely to prepare for your approval the financial statements of Entertainment Retailers Association and state those matters that we have agreed to state to the directors of Entertainment Retailers Association in this report in accordance with the requirements of the Chartered Institute of Management Accountants as detailed at <http://www.cimaglobal.com>. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and its director for our work or for this report.

It is your duty to ensure that Entertainment Retailers Association has kept adequate accounting records and to prepare statutory financial statements that give a true and fair view of the assets, liabilities, financial position and profit of Entertainment Retailers Association. You consider that Entertainment Retailers Association is exempt from the statutory audit requirement for the year.

We have not been instructed to carry out an audit or a review of the financial statements of Entertainment Retailers Association. For this reason, we have not verified the accuracy or completeness of the accounting records or information and explanations you have given to us and we do not, therefore, express any opinion on the statutory financial statements.



**FD Works Limited**

**10/07/2019**

**FD Works**

Unit 14 Greenway Farm Bath Road  
Wick  
Bristol  
Gloucestershire  
BS30 5RL

**Entertainment Retailers Association  
Income and Expenditure Account  
For The Year Ended 31 March 2019**

	Notes	2019 £	2018 £
<b>TURNOVER</b>		1,971,604	2,135,172
<b>GROSS SURPLUS</b>		1,971,604	2,135,172
Distribution costs		(39)	-
Administrative expenses		(2,089,013)	(2,370,257)
Other operating income		26,057	40,680
<b>OPERATING DEFICIT</b>		(91,391)	(194,405)
Other interest receivable and similar income		11,179	6,205
Interest payable and similar charges		-	(47)
<b>DEFICIT BEFORE TAXATION</b>		(80,212)	(188,247)
Tax on Deficit		34,051	-
<b>DEFICIT AFTER TAXATION BEING DEFICIT FOR THE FINANCIAL YEAR</b>		(46,161)	(188,247)

The notes on pages 9 to 12 form part of these financial statements.

**Entertainment Retailers Association  
Balance Sheet  
As at 31 March 2019**

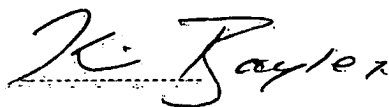
		2019		2018	
	Notes	£	£	£	£
<b>FIXED ASSETS</b>					
Investments	4		50		50
			50		50
<b>CURRENT ASSETS</b>					
Debtors	5	739,747		770,276	
Cash at bank and in hand		1,660,192		1,631,832	
		2,399,939		2,402,108	
<b>Creditors: Amounts Falling Due Within One Year</b>	6	(2,079,748)		(2,035,756)	
<b>NET CURRENT ASSETS (LIABILITIES)</b>			320,191		366,352
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>			320,241		366,402
<b>NET ASSETS</b>			320,241		366,402
Income and Expenditure Account			320,241		366,402
<b>MEMBERS' FUNDS</b>			320,241		366,402

For the year ending 31 March 2019 the company was entitled to exemption from audit under section 477 of the Companies Act 2006 relating to small companies.

**Directors' responsibilities:**

- The members have not required the company to obtain an audit in accordance with section 476 of the Companies Act 2006.
- The directors acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and the preparation of accounts.
- These accounts have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

On behalf of the board



Ms Kim Bayley

10/07/2019



**Entertainment Retailers Association  
Balance Sheet (continued)  
As at 31 March 2019**

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The notes on pages 9 to 12 form part of these financial statements.

**Entertainment Retailers Association  
Statement of Changes in Equity  
For The Year Ended 31 March 2019**

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	<b>Income and Expenditure Account</b>
	<b>£</b>
As at 1 April 2017	554,649
Loss for the year and total comprehensive income	<u>(188,247)</u>
As at 31 March 2018 and 1 April 2018	<u>366,402</u>
Loss for the year and total comprehensive income	<u>(46,161)</u>
As at 31 March 2019	<u>320,241</u>

**Entertainment Retailers Association  
Notes to the Financial Statements  
For The Year Ended 31 March 2019**

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**1. Accounting Policies**

**1.1. Basis of Preparation of Financial Statements**

Entertainment Retailers Association is a company limited by guarantee, incorporated in England & Wales. The address of the registered office is 3rd Floor, Soho Square, London W1D 3HD.

The financial statements have been prepared in accordance with the provisions of the Financial Reporting Standard 102 Section 1A for small entities. There were no material departures from that standard.

The financial statements for the year ended 31 March 2017 are the first financial statements that comply with FRS 102 Section 1A for small entities. The date of transition is 1 April 2015. The transition has resulted in no changes in accounting policies to those used previously.

**1.2. Turnover**

Turnover is measured at the fair value of the consideration received or receivable, net of discounts and value added taxes. Turnover includes revenue earned from the sale of goods and from the rendering of services. Turnover from the sale of goods is recognised when the significant risks and rewards of ownership of the goods have transferred to the buyer.

- Subscriptions
- Management fees
- Events
- Research services
- Supply of sales data

**1.3. Tangible Fixed Assets and Depreciation**

Tangible fixed assets are measured at cost less accumulated depreciation and any accumulated impairment losses. Depreciation is provided at rates calculated to write off the cost of the fixed assets, less their estimated residual value, over their expected useful lives on the following bases:

Plant & Machinery	straight line over 3 - 5 years
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**1.4. Taxation**

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

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

Deferred tax is recognised on timing differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable surplus. Deferred tax liabilities are generally recognised for all taxable timing differences. Deferred tax assets are generally recognised for all deductible temporary differences to the extent that it is probable that taxable surplus will be available against which those deductible timing differences can be utilised. The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable surplus will be available to allow all or part of the asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the period in which the liability is settled or the asset realised, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period. Deferred tax liabilities are presented within provisions for liabilities and deferred tax assets within debtors. The measurement of deferred tax liabilities and asset reflects the tax consequences that would follow from the manner in which the Company expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities.

Current or deferred tax for the year is recognised in surplus or deficit, except when they related to items that are recognised in other comprehensive income or directly in equity, in which case, the current and deferred tax is also recognised in other comprehensive income or directly in equity respectively.

**1.5. Pensions**

Contributions to defined contribution plans are expensed in the period to which they relate.

**Entertainment Retailers Association  
Notes to the Financial Statements (continued)  
For The Year Ended 31 March 2019**

**1.6. Investments**

Investments in subsidiaries, associates and joint ventures are measured at cost less any accumulated impairment losses.

**2. Average Number of Employees**

Average number of employees, including directors, during the year was as follows:

	2019	2018
Employees	9	7
	9	7

**3. Tangible Assets**

	<b>Plant &amp; Machinery</b>
	<b>£</b>
<b>Cost</b>	
As at 1 April 2018	9,723
As at 31 March 2019	9,723
<b>Depreciation</b>	
As at 1 April 2018	9,723
As at 31 March 2019	9,723
<b>Net Book Value</b>	
As at 31 March 2019	-
As at 1 April 2018	-

**4. Investments**

	<b>Unlisted</b>
	<b>£</b>
<b>Cost</b>	
As at 1 April 2018	50
As at 31 March 2019	50
<b>Provision</b>	
As at 1 April 2018	-
As at 31 March 2019	-
<b>Net Book Value</b>	
As at 31 March 2019	50
As at 1 April 2018	50

**Entertainment Retailers Association  
Notes to the Financial Statements (continued)  
For The Year Ended 31 March 2019**

**5. Debtors**

	2019	2018
	£	£
<b>Due within one year</b>		
Trade debtors	41,387	-
Prepayments and accrued income	63,150	53,607
Other debtors	600,000	654,346
VAT	35,210	62,323
	<u>739,747</u>	<u>770,276</u>

**6. Creditors: Amounts Falling Due Within One Year**

	2019	2018
	£	£
Trade creditors	67,398	109,474
Other taxes and social security	9,626	9,794
Other creditors	1,920,239	1,912,916
Accruals and deferred income	82,485	3,572
	<u>2,079,748</u>	<u>2,035,756</u>

**7. Other Commitments**

The below lease is ongoing on an annual basis, renewable in April each year and a full years commitment has been stated.

	Land and buildings
	2019
	£
Within 1 year	71,235
	<u>71,235</u>

**8. Related Party Transactions**

**The Official UK Charts Company Limited**

During the year the company charged The Official UK Charts Company Limited £833,615 (2018: £813,082) for the supply of information and £600,000 (2018: £650,000) for management fees. Management fees of £600,000 were unpaid at the balance sheet date.

The Official UK Charts Company charged the company £335,434 (2018: £326,291) for online access.

The company owns 100% class "B" shares in the company above.

**9. Company limited by guarantee**

The company is limited by guarantee and has no share capital.

Every member of the company undertakes to contribute to the assets of the company, in the event of a winding up, such an amount as may be required not exceeding £1.

**10. Ultimate Controlling Party**

The company is controlled by its directors.

**Entertainment Retailers Association  
Notes to the Financial Statements (continued)  
For The Year Ended 31 March 2019**

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**11. General Information**

Entertainment Retailers Association is a private company, limited by guarantee, incorporated in England & Wales, registered number 02268007. The registered office is 3rd Floor, 3 Soho Square, London, W1D 3HD.

**Entertainment Retailers Association  
Management Income and Expenditure Account - Summary  
For The Year Ended 31 March 2019**

	2019 £	2018 £
<b>SURPLUS/(DEFICIT) ON ORDINARY ACTIVITIES BEFORE TAXATION</b>		
ERA	24,186	(66,433)
Members	<u>(104,399)</u>	<u>(121,815)</u>
	(80,212)	(188,248)
<b>TAXATION</b>	<u>34,051</u>	<u>-</u>
<b>SURPLUS/(DEFICIT) FOR THE FINANCIAL YEAR</b>	(46,161)	(188,248)
<b>RETAINED SURPLUS BROUGHT FORWARD</b>	<u>366,401</u>	<u>554,649</u>
<b>RETAINED SURPLUS/(DEFICIT) CARRIED FORWARD</b>	<u><u>320,241</u></u>	<u><u>366,401</u></u>

The notes on pages 13 - 17 do not form part of these financial statements

**Entertainment Retailers Association**  
**Management Income and Expenditure Account - ERA Account**  
**For The Year Ended 31 March 2019**

	2019		2018
	£		£
<b>INCOME</b>			
Subscriptions (including sales discounts)	232,390		224,326
Transfer from members' client account	600,000		500,000
Management fees	4,740		3,680
Members' Research Income	37,000		43,000
Lets Play May income	101,894		-
Golf day events Income	2,378		-
Must See Movies Income	125,767		258,531
Events Income	2,050		-
Record store day Income	31,770		25,942
	<u>1,137,989</u>		<u>1,055,479</u>
<b>EXPENSES</b>			
Salaries and wages	354,184	329,540	
Establishment expenses	108,142	107,049	
Travel and entertaining	43,673	40,665	
Administrative expenses	619,008	570,753	
Anti-Piracy contribution	20,000	118,000	
Financial expenses	3,016	2,143	
Depreciation and sale of fixed assets	-	274	
	<u>1,148,023</u>	<u>1,168,424</u>	
<b>OPERATING SURPLUS</b>			
Other operating income	<u>26,057</u>	<u>40,680</u>	
	16,023	(72,265)	
<b>INTEREST RECEIVABLE</b>			
Bank deposit interest	<u>8,163</u>	<u>5,832</u>	
<b>SURPLUS/(DEFICIT) BEFORE TAXATION</b>	<u>24,186</u>	<u>(66,433)</u>	

The notes on pages 13 - 17 do not form part of these financial statements



**Entertainment Retailers Association  
Administrative Expenses  
For The Year Ended 31 March 2019**

	2019 £	2018 £
<b>Salaries and wages</b>		
Wages and salaries	178,938	155,413
Directors' remuneration	121,480	125,590
Directors pensions	15,602	12,559
Staff pensions	7,819	8,184
Employer's NI	30,345	27,794
	<u>354,184</u>	<u>329,540</u>
<b>Establishment expenses</b>		
Rent	108,142	107,049
	<u>108,142</u>	<u>107,049</u>
<b>Travel and entertaining</b>		
Travel and meetings	42,655	39,615
Entertaining	1,017	1,050
	<u>43,672</u>	<u>40,665</u>

The notes on pages 13 - 17 do not form part of these financial statements

**Entertainment Retailers Association  
Administrative Expenses  
For The Year Ended 31 March 2019**

	2019 £	2018 £
<b>Administrative expenses</b>		
Staff training and recruitment	8,260	126
Telephone and fax	2,008	2,210
Equipment expensed	2,130	325
Printing, postage and stationery	5,405	6,384
Internet and computer expenses	5,646	5,870
Subscriptions	9,733	14,035
Insurance	4,814	4,533
Charities and donations	2,200	2,663
Yearbook	7,416	7,391
Repairs and maintenance	1,000	-
Golf day	2,378	2,178
Record Stores Day	28,126	13,267
Sundry expenses	1,597	3,902
Audit fees	2,060	2,750
Accountancy fees	14,599	14,723
Legal and professional	3,324	10,139
Public relations	34,770	33,440
Must See Movies expenses	125,767	258,531
Consultancy	5,387	6,765
Awards and events	36,452	27,723
Research expenses	195,976	153,798
Lets Play May	101,894	-
Manifesto	12,753	-
National Album Day	8,329	-
	<u>622,024</u>	<u>570,753</u>
<b>Financial expenses</b>		
Bank charges	<u>3,016</u>	<u>2,143</u>
	<u>3,016</u>	<u>2,143</u>
<b>Depreciation and sale of fixed assets</b>		
Depreciation	<u>-</u>	<u>274</u>

The notes on pages 13 - 17 do not form part of these financial statements