



THE WIGMORE HALL TRUST
(LIMITED BY GUARANTEE)

TRUSTEES' REPORT AND FINANCIAL STATEMENTS

31 July 2018



Company Number: 2754525
Registered Charity Number: 1024838



CONTENTS	PAGE
Legal and administrative details	2 - 3
Chairman's statement	4
Trustees' report	5 - 12
Independent auditor's report	13 - 15
Statement of financial activities	16
Balance sheet	17
Cash flow statement	18
Notes to the financial statements	19 - 30



LEGAL AND ADMINISTRATIVE DETAILS

Trustees

New Trustees are appointed by the Members on the recommendation of existing Trustees.

The Trustees, who are the statutory directors of the company for the purposes of company law, that served during the year, and since the year end were as follows:

Aubrey Adams	<i>Chairman</i>
Tony Allen	
Lady Julia Boyd	
Mark Hawtin	
Alan Leibowitz	
Dame Felicity Lott	
Julia MacRae	<i>retired 7 December 2017</i>
Lady Mary Stirrup	<i>appointed 7 December 2017, retired 26 November 2018</i>

Tenure

The freehold for the Wigmore Hall is owned by the Howard de Walden Estate. In December 2005 the charity purchased a 250 year lease on the property for £3.2 million (£3.1 million the lease and £0.1 million for legal costs).

Other information

Registered Address:	Wigmore Hall 36 Wigmore Street London W1U 2BP
Country of registration:	England & Wales
Country of incorporation:	United Kingdom
Company Secretary:	Peter Jervis
Auditor:	RSM UK Audit LLP 25 Farringdon Street London EC4A 4AB
Solicitors:	Harbottle & Lewis Hanover House 14 Hanover Square London W1S 1HP



LEGAL AND ADMINISTRATIVE DETAILS – *continued*

Other information

Company Reg no: 2754525

Charity Reg no: 1024838

Bankers: Lloyds TSB Plc
25 Gresham Street
London
EC2V 7HN

The Royal Bank of Scotland Plc
28 Cavendish Square
London
W1G 0DB

Investment Managers: Partners Capital LLP
5 Young Street
London W8 5EH



CHAIRMAN'S STATEMENT

During the 2017/18 season we achieved an unrestricted surplus, before gains on investments, of £33,982 reflecting strong ticket sales and a substantial fundraising effort. We drew down from Restricted Funds as planned to host the very successful Wigmore Hall/Kohn Foundation International Song Competition and the Wigmore Hall International String Quartet Competition. Restricted funds were also used for the planned purchase of broadcasting and studio equipment. The number of concerts and learning activities promoted by the Trust continued to number over 1,000 events. Almost 85% of concerts at Wigmore Hall are our own or shared promotions meaning we can programme a diverse range of artists and repertoire of the very highest quality. £299,662 was contributed by Arts Council England to unrestricted funds vitally underpinning all that we do. Our reach via digital means continued to expand as we add more live streams, podcasts and broadcasts to our output, many of which are free of charge to diverse audiences worldwide.

Wigmore Hall is working hard to create and maintain long lasting relationships with its donors and to identify ways in which they can become meaningfully involved. This is imperative as we are currently in a very challenging economic environment. A major survey of current funders and their views of the organisation proved very useful last season giving many pointers for the future. Connecting with new donors as well as discussing rewarding and long term opportunities with current supporters is a priority. We are also enhancing our resources around membership and donor schemes to ensure growth and increase the level of renewal. Equally, we will seek to build up our Endowment Fund to prepare for the future: Wigmore Hall has been able to invest in great art for the benefit of artists and the general public thanks to all the generosity of our donors and the Endowment Fund has been an essential part of the mix in helping us achieve our artistic goals. A major campaign to grow the fund is in its planning phase.

I am grateful to the Trustees for their unstinting support, advice, dedication and encouragement during the year, and on behalf of the entire Board of Trustees, I would like to congratulate our Artistic Director John Gilhooly on his high quality international programme, conceived and delivered on the tightest of financial margins. The past decade has been another golden period in the Hall's illustrious history. John has been honoured by the Presidents of Germany, Finland, Austria and Italy with various Orders of Merit, underlining the Hall's position in the international music world and the wide impact of his artistic vision. Recently, the city of Heidelberg honoured him for his diverse programming and commitment to young audiences. This is underlined in our new relationship with Classic FM, offering 25,000 tickets to young concert goers throughout the season at the greatly subsidised price of £5 per ticket. The entire Wigmore staff continues to support John's bold vision for the Hall and the Trustees are very grateful to each and every member of staff for all that they do, often beyond the call of duty.

These are exciting times for Wigmore Hall as we continue to embrace all opportunities to move us forward in the years ahead.

Aubrey Adams
Chairman



TRUSTEES' REPORT FOR THE YEAR ENDED 31 JULY 2018

The Trustees are pleased to present their annual Trustees' report together with the financial statements of the Charity for the year ending 31 July 2018 which are also prepared to meet the requirements for a directors' report and accounts for Companies Act purposes.

The financial statements comply with the Charities Act 2011, the Companies Act 2006, and Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2015).

STRUCTURE, GOVERNANCE AND MANAGEMENT

Governing Document

The Wigmore Hall Trust is a private company limited by guarantee. It was incorporated on 9 October 1992 and is governed by its Memorandum and Articles of Association. The company was registered as a charity on 11 August 1993.

Recruitment and Appointment of Trustees

New Trustees are appointed by the Members on the recommendation of existing Trustees.

Trustee Induction and Training

New Trustees are given an induction session during their first year of tenure and ongoing training is provided to Trustees as required.

Risk Management

The Trustees conduct comprehensive reviews of the Charity's activities, setting out the major opportunities available to the Charity and the risks to which it is exposed. A great deal of preparation is put into the preparation of board papers. The Trustees monitor progress against the strategic objectives. As part of this process, the Trustees have implemented a risk management strategy that comprises:

- An annual review of the risks faced by the charity,
- The establishment of systems and procedures to mitigate those risks identified in the plan, and
- The implementation of procedures designed to minimise any potential impact on the Charity, should any of those risks materialise.

Organisation Structure

A Board of Trustees is responsible for the policies, planning, direction and organisation of the charity. By definition, all Trustees are directors of the charitable company. Each Trustee is also a member of the charity.

The day to day operations of the charity are run by The Director, assisted by The Deputy Director, the Director of Development, the Director of Technology, the Learning Director and the General Manager, Director's Office. The three senior positions are appointed by the Trustees. The Artistic Director and Chief Executive of the charity is John Gilhooly OBE.

The charity's activities take place almost exclusively at Wigmore Hall. Learning events take place across London.



TRUSTEES' REPORT FOR THE YEAR ENDED 31 JULY 2018 – *continued*

Related parties and co-operation with other organisations

None of our Trustees receive remuneration or other benefit from their work with the charity. Any connection between a Trustee or senior manager of the charity with any other charity / company / performer must be disclosed to the full Board of Trustees in the same way as any other contractual relationship with a related party. In the current year, no such related party transactions were reported.

Pay policy for senior staff

The directors consider the Board of Trustees, and the directorate to be the key management personnel of the charity in charge of directing and controlling, running and operating the charity on a day to day basis. All Trustees give of their time freely and no Trustee received remuneration in the year. Details of Trustees' expenses and related party transactions are disclosed in note 5 to the accounts.

The pay of the senior staff is reviewed annually and normally increased in accordance with average earnings. In view of the nature of the charity, the Trustees benchmark against pay levels in other venues of a similar size run on a voluntary basis. Inflationary rises are not always guaranteed and this is applied across the organisation.

PURPOSES AND ACTIVITIES

Purposes

The key objectives of the Trust are to maintain and administer Wigmore Hall, to promote appreciation and knowledge of chamber music, song and other art forms, for the benefit of the public and to raise funds from individuals, trusts and foundations.

Policies

To further its key objectives the Trust undertakes the promotion of concerts of classical music and jazz, delivers an education programme to support its artistic programme, arranges music-related and other events, and makes Wigmore Hall available to leading music promoters.

Public Benefit Statement

The Trustees confirm that, in exercising their powers and fulfilling their responsibilities in pursuit of the areas described on pages 5 and 6, they have paid due regard to the guidance on public benefit published by the Charity Commission.



TRUSTEES' REPORT FOR THE YEAR ENDED 31 JULY 2018 – *continued*

STRATEGIC REPORT

Achievements and performance for the year

Maintaining and administering Wigmore Hall

Wigmore Hall's 2017/18 season yielded £3.5 million in concert revenue, with over 1,000 concerts and Learning events, and more than 200,000 attendances.

The Hall's commitment to excellence and sharing great music with the widest possible audience, was underlined in 2017/18 by a thriving artistic programme and a lowest ticket price of £15 or less for every concert. 11,967 people visited Wigmore Hall for the first time in 2017/18, and the Hall continued to make 20,000 tickets available throughout the season for those under the age of 35.

The number of hall hire events taking place at the Hall was further reduced in 2017/18, which increased the scope for the Director to programme boldly and present multi-concert series which are unique within the musical life of the UK.

Wigmore Hall's programme in 2017/18 ranged from ancient polyphony to world premières of works by living composers, from new insights into canonical chamber music to explorations of folk music, jazz and rap. Wigmore Hall continued to pursue artistic diversity throughout the season and welcomed the UK's first majority BME orchestra, Chineke! to the Hall for its debut concert, as well as celebrating Macedonian music with Simon Trpčeski, and promoting a special concert to mark 100 years of Polish independence.

The Hall's digital and broadcast ambitions continued to flourish, with live stream audiences around the world, weekly broadcasts on BBC Radio 3, a renewed podcast series, and a number of acclaimed releases on the Wigmore Hall Live CD label, including Schubert Songs with Ian Bostridge and Julius Drake, and Beethoven String Quartets with the Elias Quartet.

Promote appreciation and knowledge of chamber music, song and other art forms

2017/18 was a particularly successful season for Wigmore Hall artistically, with performances by some of the world's finest musicians taking place throughout the year. 2017/18 highlights included a major residency for Isabelle Faust; a focus on composer, clarinettist and conductor Jörg Widmann featuring Tabea Zimmermann; the Hagen Quartet; the Heath Quartet; Sir Andrés Schiff and the Tetzlaff Quartet; Dunedin Consort in residency; Sonia Prina with Concerto Copenhagen and Akademie für Alte Musik Berlin; Roderick Williams performing Schubert's song cycles; a seventeen concert survey of Haydn's string quartets with the Castalian, Doric, Heath and Schumann string quartets; a complete cycle of Beethoven's string quartets by Cuarteto Casals and a major focus on Bach with Angela Hewitt, James Ehnes, Philip Higham, Mahan Esfahani, and Les Arts Florissants.

Other highlights included concerts by Mark Padmore and Mitsuko Uchida, Ian Bostridge, Sarah Connolly, Joyce DiDonato, Iestyn Davies, Christian Gerhaher, Matthias Goerne, Philippe Jaroussky, Simon Keenlyside, Jonathan Biss, Kirill Gerstein, Richard Goode, Igor Levit, Daniil Trifonov, Joshua Bell, Julia Fischer, Alina Ibragimova and Patricia Kopatchinskaja, Leonidas Kavakos and Yuja Wang.

In 2017/18, Wigmore Hall Learning had 29,784 visits to the programme, working in partnership with a range of community, health, social care and education organisations to engage people who are socially isolated and who might not otherwise have the opportunity to take part, leading creative music making with families, schools, hospitals, young people, people who have experienced homelessness and domestic violence, people living with HIV, and those living with dementia.



TRUSTEES' REPORT FOR THE YEAR ENDED 31 JULY 2018 – *continued*

From the risk management strategy the Trustees have identified the following as the principal risks and uncertainties:

- Damage to artistic reputation
- Unexpected loss of key management personnel
- Damage to building(s)
- Loss of donor income
- Income forecasts not fulfilled
- E-commerce platform breach
- CRM system/credit card data breach
- Critical IT systems failure or data loss

Risks are managed and mitigated by the following strategies:

Damage to reputation: *Avoid / Mitigate*

- Retain management of PR through in-house and external agencies
- Continue to ensure journalists and critics are kept informed about our activities
- Use social media channels wisely

Unexpected loss of a member of senior management team: *Mitigate*

- Artistic programme is planned over four years in advance
- Role(s) can be absorbed by other senior staff until interim replacements are found
- Good record keeping and documentation

Damage to building: *Avoid / Mitigate*

- Staff are fully trained in health and safety and building operating rules and regulations
- Maintenance records are kept up to date and recommendations to improve/repair are acted upon
- Fully insured for building damage and loss of income

Loss of donor income and/or donor fatigue: *Avoid*

- Continue to broaden repertoire
- Continue to engage with donors at all levels

Income forecasts not fulfilled: *Avoid / Mitigate*

- Conservative budgeting, particularly for ticket sales
- Increased investment in Marketing
- Careful monitoring of sales



TRUSTEES' REPORT FOR THE YEAR ENDED 31 JULY 2018 – *continued*

E-Commerce platform breach: *Mitigate / Transfer*

- Keep technology stack patched
- House web, CRM and services servers offsite in secure datacentre
- Use secure checkout for credit card entry, so no credit card data is excluded from web traffic
- Implement strong passwords for customer accounts

CRM system / credit card data breach: *Mitigate*

- Always up-to-date Firewall and endpoint security (anti-virus, email policy and USB port protection) in place
- Protect cardholder data when received on paper
- Manage passwords in encrypted databases
- Regular admin password change
- 2017/18: Install compliant PDQ machines that work on our wi-fi network
- Use 2-factor authentication for remote access

Critical IT Systems failure or data loss: *Transfer / Mitigate*

- Where appropriate, host/migrate critical workloads to Cloud / secure datacentre
- 2017/18: Develop and implement Incident Response plan
- 2017/18: Engage a System Administrator and formalise infrastructure management and reporting

Fundraising

Annual giving towards this season was strong for both Artistic and Learning projects. Collectively, our major donors, Season Patrons, Season Benefactors, concert sponsors, members of our Circles, Trusts and Foundations, corporate and individual members and donors to the Annual Fund contributed £2.4 million.

The Trust has a professional fundraising department led by the Director of Development. The team is responsible for fundraising from individuals, events, trust and foundations and businesses and works within the guidelines set out by the Fundraising Regulator and Code of Fundraising Practice.

The Trust does not engage any external partners or fundraising agencies to carry out fundraising on its behalf. Nor do we engage in fundraising activities that would place vulnerable people at risk. There were no fundraising complaints received during the year.

The Trust has voluntarily subscribed to the Fundraising Regulator. The Philanthropy Manager, Trusts & Foundations is a member of the Institute of Fundraising.

FINANCIAL REVIEW

Key Performance Indicators

During 2017/18 we achieved:

- 203,437 attendances to our concert and learning programmes (2016/17 209,488).
- 1,087 events took place (2016/17 1,201 events)
- 6 concerts were live-streamed to an audience of over 67,000 across YouTube, Facebook and Wigmore-Hall.org.uk (2016/17 2 concerts on YouTube only).



TRUSTEES' REPORT FOR THE YEAR ENDED 31 JULY 2018 – *continued*

- Fundraising for Unrestricted funds totalled £2,305,792 (2016/17 £1,893,641).
- Staff were given mental health awareness training by representatives of MIND, an Employee Assistance Programme (EAP) was introduced and we continued to offer training to all staff as Dementia Friends.

Principal Funding Sources

The principal funding sources are income generated from the promotion of concerts and the hire of Wigmore Hall, the Arts Council of England, income generated from fundraising (individuals, trusts and foundations) and income generated from membership schemes.

Investment Policy

Surplus cash is invested in short-term deposit accounts and money markets. In February 2014 the Trust appointed Partners Capital to manage investment of the Catalyst Endowment Fund plus other funds as agreed by the Investment Committee. The Investment Committee comprises of Trustees and meets regularly with the investment managers to monitor progress. An investment policy has been set with a performance target of inflation plus 3%. The return for 2017/18 was 4.8%.

Reserves Policy

The Trust's policy is that it is committed to building free reserves to a level which will provide appropriate protection against the normal financial risks of business and which will also provide the necessary stable financial foundation for Wigmore Hall's future developments. The Trust is working towards free reserves of £2.9 million which is approximately six months income. Once this target has been met the Trust will review its reserves policy. As at 31 July 2018 the Trust's free reserves stood at £1,525,199, total reserves stood at £7,570,115.

Plans for Future Periods

Wigmore Hall looks forward to a vibrant 18/19 season. Following the successful refurbishment of facilities front of house over summer 2018, the Hall is better equipped than ever. The Hall also plans a renewed focus on live streams across the season, which make the Wigmore Hall experience available to anyone in the world with access to the internet.

Major themes in the 18/19 season include a Fauré and Schumann Series with Steven Isserlis and friends; a Russian Song Series with Iain Burnside; a major focus on the work of Sir George Benjamin at Wigmore Hall and also at the Roundhouse in Camden; a Ravel Song Series; the complete Elliott Carter String Quartets; an American Series with the Escher String Quartet; residencies from Dame Sarah Connolly, Vox Luminis, Alexander Melnikov, Pekka Kuusisto and Christian Blackshaw; a special day dedicated to celebrating the oboe with Nicholas Daniel; a Schumann Song Series with Malcolm Martineau; Mozart and the Second Viennese School with Elisabeth Leonskaja; Schubert song cycles with Ian Bostridge; and a multi-concert Variations Series from Igor Levit.

Other landmark recitals for 18/19 include appearances from Christian Gerhaher, René Pape, Sir András Schiff, Richard Goode, Emmanuel Ax, Evgeny Kissin, Sir Simon Keenlyside, Dame Emma Kirkby; Steven Isserlis's 60th birthday recital; Piotr Anderszewski's 50th birthday; and jazz from Joshua Redman, Brad Mehldau and Django Bates.

We remain very grateful to Arts Council England and all of our donors for their generosity, support and encouragement.



TRUSTEES' REPORT FOR THE YEAR ENDED 31 JULY 2018 – *continued*

Statement of Trustees' Responsibilities

The Trustees (who are also directors of The Wigmore Hall Trust for the purposes of company law) are responsible for preparing the Trustees' annual report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the Trustees to prepare financial statements for each financial year. Under company law the Trustees 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 charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing these financial statements, the Trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgments and estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business.
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements

The Trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charitable 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 charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

In so far as the Trustees are aware:

- there is no relevant audit information of which the charitable company's auditor is unaware; and
- the Trustees have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information.



TRUSTEES' REPORT FOR THE YEAR ENDED 31 JULY 2018 – *continued*

Auditors

RSM UK Audit LLP have expressed their willingness to continue in office and a resolution to reappoint them will be proposed at the annual general meeting.

Approved by the Board of Trustees on 28 February 2019
and signed on its behalf by

A handwritten signature in black ink, appearing to read 'A. Adams'.

Aubrey Adams – Chairman



INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF THE WIGMORE HALL TRUST (LIMITED BY GUARANTEE)

Opinion on financial statements

We have audited the financial statements of The Wigmore Hall Trust (the 'charitable company') for the year ended 31 July 2018 which comprise the Statement of Financial Activities (incorporating income and expenditure account), the Balance Sheet, the Statement of Cash Flows and notes to the financial statements, 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 state of the charitable company's affairs as at 31 July 2018 and of its incoming resources and application of resources, including its income and expenditure, 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. We are independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the trustees' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the charitable company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

Other information

The trustees are responsible for the other information. The other information comprises the information included in the Annual Report other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we



conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Opinion 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 Trustees' Report and the incorporated Strategic Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Trustees' Report and the incorporated Strategic Report have been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the Trustees' Report and the incorporated Strategic Report.

We have nothing to report in respect of the following matters where 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 trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

Responsibilities of trustees

As explained more fully in the Statement of Trustees' responsibilities set out on page 11, the trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the trustees are responsible for assessing the charitable 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 trustees either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.



A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at <http://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 charitable 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 charitable 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 charitable company and the charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.

RSM UK Audit LLP

MALCOLM PIROUET (Senior Statutory Auditor)
For and on behalf of RSM UK AUDIT LLP, Statutory Auditor
Chartered Accountants
25 Farringdon Street
London EC4A 4AB

Date **5 March 2019**



STATEMENT OF FINANCIAL ACTIVITIES (INCORPORATING INCOME AND EXPENDITURE ACCOUNT) FOR THE YEAR ENDED 31 JULY 2018

		Unrestricted General Funds 2018 £	Restricted Funds 2018 £	Total 2018 £	Total 2017 £
	Note				
Income from:					
Charitable activities		3,437,776	53,294	3,491,070	3,462,076
Grants receivable from					
Government and other public bodies	2 (a)	299,662	-	299,662	299,652
Other grants, donations	2 (b)	821,872	88,808	910,680	1,981,940
Investments		948	-	948	1,757
Other trading activities		1,483,920	-	1,483,920	910,198
Other		164,347	-	164,347	258,227
TOTAL INCOME		6,208,525	142,102	6,350,627	6,913,850
Expenditure on					
Charitable activities	3	5,704,126	627,020	6,331,146	5,814,575
Raising funds	3	470,417	-	470,417	472,032
TOTAL EXPENDITURE		6,174,543	627,020	6,801,563	6,286,607
Net (expenditure)/income and net movement in funds before gains on investments and transfers		33,982	(484,918)	(450,936)	627,243
Gain on investments		171,886	-	171,886	264,791
Net (expenditure)/income for the year	4	205,868	(484,918)	(279,050)	892,034
TOTAL FUNDS BROUGHT FORWARD		1,269,331	6,529,834	7,799,165	6,907,131
TOTAL FUNDS CARRIED FORWARD		1,475,199	6,044,916	7,520,115	7,799,165

The notes on pages 19 to 29 form part of these financial statements.



BALANCE SHEET AS AT 31 JULY 2018

		Company no: 2754525	
	Notes	2018 £	2017 £
FIXED ASSETS			
Tangible assets	6	4,681,892	4,696,010
Investments	7	3,839,149	3,490,708
		<hr/>	<hr/>
		8,521,041	8,186,718
		<hr/>	<hr/>
CURRENT ASSETS			
Stocks	8	33,806	127,216
Debtors	9	444,986	627,474
Short term deposits		4,206	47,119
Cash at bank and in hand		960,072	1,319,893
		<hr/>	<hr/>
		1,443,070	2,121,702
		<hr/>	<hr/>
CREDITORS: Amounts falling due within one year	10	(2,365,444)	(2,001,641)
		<hr/>	<hr/>
NET CURRENT (LIABILITIES)/ASSETS		(922,374)	120,061
		<hr/>	<hr/>
TOTAL ASSETS LESS CURRENT LIABILITIES		7,598,667	8,306,779
		<hr/>	<hr/>
CREDITORS: Amounts falling due after one year:	11	(78,552)	(507,614)
		<hr/>	<hr/>
NET ASSETS		7,520,115	7,799,165
		<hr/>	<hr/>
FUNDS			
General fund – unrestricted		1,475,199	1,269,331
Restricted funds	12	6,044,916	6,529,834
		<hr/>	<hr/>
		7,520,115	7,799,165
		<hr/>	<hr/>

Approved by the Board of Trustees and authorised for issue on 28 February 2019
and signed on its behalf by


Aubrey Adams – Chairman

The notes on pages 19 to 29 form part of these financial statements.

**STATEMENT OF CASHFLOWS AS AT 31 JULY 2018**

	2018	2017
	£	£
Cash flows from operating activities		
Net cash provided by operating activities	(31,943)	855,381
Cash flows from investing activities		
Purchase of property, plant & equipment	(195,184)	(55,783)
Purchase of investments	(176,555)	(600,000)
Interest received	948	1,757
Net cash used in investing activities	(370,791)	(654,026)
 (Decrease)/Increase in cash	 (402,734)	 201,355
 RECONCILIATION OF NET CASH INFLOW TO MOVEMENT IN NET FUNDS		
Change in cash and cash equivalents in the reporting period	(402,734)	201,355
Cash and cash equivalents at the beginning of the reporting period	1,367,012	1,165,657
Cash and cash equivalents at the end of the reporting period	964,278	1,367,012
 RECONCILIATION OF CASH AND CASH EQUIVALENTS		
Short term deposits	4,206	47,119
Cash at bank and in hand	960,072	1,319,893
Cash and cash equivalents	964,278	1,367,012
 RECONCILIATION OF NET INCOME TO NET CASH FLOW FROM OPERATING ACTIVITIES		
	2018	2017
	£	£
Net income for the reporting period (as per statement of financial activities)	(279,050)	892,034
Adjustment for:		
Depreciation charge	209,302	204,569
Decrease in stocks	93,410	24,045
(Increase)/Decrease in debtors	182,488	(277,936)
(Decrease)/Increase in creditors	(65,259)	279,217
Gain on investments	(171,886)	(264,791)
Interest receivable	(948)	(1,757)
Net cash provided by operating activities	(31,943)	855,381



NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JULY 2018

1. ACCOUNTING POLICIES

The principal accounting policies adopted, judgements and key sources of estimation uncertainty in the preparation of the financial statements are as follows:

Basis of preparation

The financial statements have been prepared in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2015) - (Charities SORP (FRS 102)), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Companies Act 2006.

The Wigmore Hall Trust meets the definition of a public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy note(s).

Going Concern

The Trustees are not aware of any material uncertainties related to events or conditions that may cast significant doubt about the ability of the Charity to continue as a going concern and have a reasonable expectation that the Charity has adequate resources to continue in operational existence for the foreseeable future. Thus they continue to adopt the going concern basis of accounting in preparing the annual financial statements.

INCOME

Concert Income

Income represents the total amount, excluding Value Added Tax, receivable by the Charity in the ordinary course of business in respect of the provision of concert facilities. All concert income arises from business within the United Kingdom. Concert income from ticket sales paid in advance is recognised on the date the concert is held and held on the balance sheet as deferred income if this is after the balance sheet date.

Grants (including government grants) and donations

Grants and donations of a revenue nature are recognised where there is entitlement, probability of receipt and the amount can be measured with sufficient reliability. Performance conditions attached to the grant must be met for Arts Council England grants.

Friends Scheme and Rubinstein Circle

Income arising from members of the Friends of Wigmore Hall and members of the Rubinstein Circle is recognised as income when received.

Mailing list income

Mailing list subscriptions are renewed throughout the year and income is recognised over the period to which the subscription relates.

Investment income

Investment income is recognised on an accruals basis.

Legacy income

Legacy income is recognised at the point at which the charity is notified by the personal representative that payment is likely to be made.



NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 JULY 2018 - *continued*

Sponsorship income and other income

Sponsorship income and other income are included in the Statement of Financial Activities when the charity is legally entitled to the income and the amount can be quantified with reasonable accuracy.

EXPENDITURE

All expenditure is recognised once there is a legal or constructive obligation to make a payment to a third party, it is probable that settlement will be required and the amount of the obligation can be measured reliably, inclusive of any VAT which cannot be recovered. Certain expenditure is directly allocated to specific activities and has been included in those cost categories. Certain other costs, which are attributable to more than one activity, are apportioned across cost categories on the basis of head count in the various categories.

Charitable activities

Fees paid to artists, concert related costs, costs of running the building and other support costs.

Costs of generating funds

Fundraising salaries and administration costs for the fundraising department.

Governance costs

Costs associated with the meeting, constitutional and statutory requirements of the charity. These are apportioned to charitable activities.

Leases

Rentals paid under operating leases are included in the Statement of Financial Activities on a straight-line basis over the lease term.

Stocks

Stocks of publications and compact discs are stated at the lower of cost and net realisable value.

Tangible fixed assets

Tangible fixed assets are stated at cost less a provision for depreciation. Items over £1,000 are capitalised.

Depreciation is calculated to write off the cost, less estimated residual value, of tangible assets over their estimated useful lives to the charity. The annual depreciation rates are:

Computers (including website)	25%
Fixtures and equipment	25%
Musical instruments	5-10%
Leasehold improvements	4-10%

Lease

The lease of the Wigmore Hall, acquired in December 2005, is held at cost and is subject to an impairment review each year by the trustees.

Fund accounting

Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the trustees. Restricted funds comprise monies where a restriction has been placed on their use by a donor (for a purpose that falls within, but is narrower than the general charitable objectives). Restricted funds are distributed in accordance with the terms of the applicable restriction.



NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 JULY 2018 - *continued*

Cash and cash equivalents

Cash at bank and in hand includes cash and short term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

Pensions

The company operates a Group Pension Scheme administered by Scottish Widows. All employees are auto-enrolled to the scheme after a qualifying period. Contributions are charged to the Statement of Financial Activities. Unpaid balances at the year-end are included in Creditors.

Investments

Listed investments are stated at closing bid-market value at the balance sheet date. Any gains or losses on investments are taken to the Statement of Financial Activities.

Financial instruments

The trust only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value.

Critical accounting estimates and judgements

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The Trustees consider that there have been no critical estimates and judgements in the year.



NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 JULY 2018 – continued

2. INCOME

a)

**Grants receivable from
government and other public
bodies**

	2018 Unrestricted £	2018 Restricted £	2018 Total £	2017 Total £
Arts Council England	299,662	-	299,662	299,652
	<u>299,662</u>	<u>-</u>	<u>299,662</u>	<u>299,652</u>

Government grants consist of the Arts Council England who award their grant in their financial year to 31 March. The years included in the 12 months to 31 July 2019 are set out below:

	Year to 31 March	
	2019 £	2018 £
Arts Council England	337,987	337,987

**b) Other grants, donations and similar
Income**

	2018 Unrestricted £	2018 Restricted £	2018 Total £	2017 Total £
Grants and donations (including trusts and foundations)	95,820	88,808	184,628	1,154,723
Membership Schemes	726,052	-	726,052	827,217
	<u>821,872</u>	<u>88,808</u>	<u>910,680</u>	<u>1,981,940</u>



NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 JULY 2018 – *continued*

3. TOTAL EXPENDITURE

	Basis of allocation	Concerts	Education	Fundraising	Lease/Building	Administration	2018 Total	2017 Total
		£	£	£	£	£	£	£
Charitable Activities								
Artist fees and related concert costs	Direct	3,013,212	131,571	-	-	-	3,144,783	3,038,204
Staff costs	Direct	723,952	181,600	56,125	-	526,290	1,487,967	1,406,335
Property costs	Direct	444,100	-	-	107,285	-	551,385	494,163
Support costs	Usage	832,186	91,482	19,000	-	-	942,668	676,025
Depreciation	Direct	94,222	-	-	110,121	-	204,343	199,848
Governance Costs								
Depreciation	Direct	-	-	-	-	4,959	4,959	4,722
Staff costs	Direct	-	-	-	-	48,602	48,602	47,209
Administration	Usage	-	-	-	-	38,556	38,556	31,424
Property costs	Direct	-	-	-	-	9,124	9,124	8,976
Cost of Raising Funds								
Administration	Usage	-	-	139,437	-	-	139,437	138,305
Staff costs	Direct	-	-	229,739	-	-	229,739	241,396
Total expenditure		5,107,672	404,653	444,301	217,406	627,531	6,801,563	6,286,607

4. NET (EXPENDITURE)/INCOME

	2018	2017
	£	£
This is stated after charging:		
Depreciation	209,302	204,569
Operating lease rentals – land and buildings	56,950	56,950
Auditors' remuneration – audit	15,600	15,000



NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 JULY 2018 – continued

5. EMPLOYEES AND TRUSTEES

	2018	2018	2018	2018	2017
	No.	No.	No.	No.	No.
The average number of employees was:	Fund raising	Mgt & Admin	Support	Total	Total
Full time	5	6	24	35	33
Part time	-	1	68	69	65
	<u>5</u>	<u>7</u>	<u>92</u>	<u>104</u>	<u>98</u>

The number of employees whose emoluments amounted to over £60,000 per annum were as follows:

	2018	2017
	No.	No.
£60,001 - £70,000	-	1
£70,001 - £80,000	2	1
£90,001 - £100,000	1	1
£140,000 - £150,000	<u>1</u>	<u>1</u>

The charity paid pension contributions of £51,412 (2017: £49,624) in respect of the above employees.

	No.	No.
Company pension contributions in respect of the higher paid staff noted above	4	4

The key management personnel of the Trust comprise the Trustees, the Director, the Deputy Director, the Director of Development and the Director of Technology. The Trustees received no remuneration and no expenses have been reimbursed to them during the year (2017: £nil). The total employee benefits of the remaining key management personnel were £439,562 (2017: £422,540).

Total Staff and Related Costs	2018	2017
	£	£
<u>Cost of activities in furtherance of the charity's objects:</u>		
Ushers and commissionaires (included in Artists' fees and related costs)	281,232	222,593
Restricted staff costs	115,620	55,641
Unrestricted staff costs	1,372,347	1,350,694
Support costs	229,741	241,396
Costs of Management and Administration	48,602	47,209
	<u>2,047,542</u>	<u>1,917,533</u>



NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 JULY 2018 – continued

Represented by:

	2018	2017
	£	£
Wages and salaries	1,678,297	1,552,830
Social security costs	148,740	139,221
Pension costs	171,576	178,263
Other staff related costs	48,929	47,219
	<u>2,047,542</u>	<u>1,917,533</u>

6. FIXED ASSETS

	Long Lease	Leasehold Improvement	Musical Instruments	Furniture & Equipment	Computers	Total
Cost	£	£	£	£	£	£
At 01/08/17	3,216,539	3,855,402	238,218	691,605	704,628	8,706,392
Additions	-	68,059	-	18,830	108,295	195,184
At 31/07/18	<u>3,216,539</u>	<u>3,923,461</u>	<u>238,218</u>	<u>710,435</u>	<u>812,923</u>	<u>8,901,576</u>
Depreciation						
At 01/08/17	-	2,656,880	104,593	658,582	590,327	4,010,382
Charge for year	-	117,614	9,555	19,135	62,998	209,302
At 31/07/18	<u>-</u>	<u>2,774,494</u>	<u>114,148</u>	<u>677,717</u>	<u>653,325</u>	<u>4,219,684</u>
Net Book Value						
At 31/07/18	<u>3,216,539</u>	<u>1,148,967</u>	<u>124,070</u>	<u>32,718</u>	<u>159,598</u>	<u>4,681,892</u>
At 31/07/17	<u>3,216,539</u>	<u>1,198,522</u>	<u>133,625</u>	<u>33,023</u>	<u>114,301</u>	<u>4,696,010</u>

Computers include software which is defined under FRS102 as an Intangible Asset. The Net Book Value of Computer Software held at 31 July 2018 is £51,625 (31 July 2017 £85,523).

Royal Bank of Scotland hold a first Legal Charge over the Property and its associated assets until a loan of £600,000 is repaid in full. The balance remaining at 31 July 2018 was £115,994 (2017 £545,056).



NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 JULY 2018 – continued

7. INVESTMENTS

	2018	2017
	£	£
Market value at start of year	3,490,708	2,625,917
Transfer to investments	176,555	600,000
Unrealised gains in the year	171,886	264,791
Market value at 31 July	<u>3,839,149</u>	<u>3,490,708</u>
Analysis of investments by class;		
Credit	293,567	273,551
Absolute return	264,049	273,879
Inflation linked bonds	256,472	247,014
Core property	278,297	248,986
Multi-asset class	2,738,860	2,436,033
Cash held for investment	7,904	11,245
	<u>3,839,149</u>	<u>3,490,708</u>

In February 2014 the company appointed Partners Capital to manage investment of the Catalyst Endowment Fund plus other funds as agreed by the Investment Committee. The Investment Committee comprises of Trustees and meets regularly with the investment managers to monitor progress. An investment policy has been set with a performance target of inflation plus 3%.

8. STOCK

	2018	2017
	£	£
Goods purchased for resale	<u>33,806</u>	<u>127,216</u>
	<u>33,806</u>	<u>127,216</u>



NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 JULY 2018 – continued

9. DEBTORS	2018	2017
Amounts falling due within one year	£	£
Trade debtors	73,018	75,553
Other debtors	64,850	63,912
VAT	-	19,847
Prepayments	307,118	208,162
Accrued income	-	260,000
	<hr/>	<hr/>
	444,986	627,474
	<hr/>	<hr/>
10. CREDITORS	2018	2017
Amounts falling due within one year	£	£
Trade creditors	334,131	410,123
Bank loan	37,442	37,442
Advance ticket sales	941,644	917,633
Social security and other taxation	35,357	41,593
Accruals	117,918	105,000
VAT	10,952	-
Deferred income	888,000	489,850
	<hr/>	<hr/>
	2,365,444	2,001,641
	<hr/>	<hr/>

Deferred income consists of sponsorship and grants for the 2018/19 concert season (£673,000), the 2019/20 season (£195,000) and the 2020/21 season (£20,000).

11. CREDITORS	2018	2017
Amounts falling due after one year	£	£
2-5 years: Bank loan	78,552	507,614

The bank loan totalling £600,000 was made by Royal Bank of Scotland over three tranches with the final tranche drawn down in September 2015. The loan is granted at an interest rate of 1.8% above the bank's base rate. The loan plus interest is due to be repaid in full 60 months after the date of the final drawdown. The bank holds as security a first Legal Charge over the Property and its associated assets.



NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 JULY 2018 – *continued*

12. ANALYSIS OF MOVEMENT BETWEEN FUNDS

	Balance at 1 August 2016	Income	Expenditure	Balance at 31 July 2017
	£	£	£	£
Lease Fund	3,216,539	-	-	3,216,539
Media Room	(155,581)	166,180	(9,219)	1,380
Wigmore Hall Capital Appeal	534,527	-	(166,680)	367,847
Wigmore Hall Competitions	(104,140)	568,800	(99,069)	365,591
Music For Life	33,528	161,245	(102,202)	92,571
Catalyst Endowment Fund	1,967,454	268,452	-	2,235,906
Elton Fund	250,000	-	-	250,000
Total Restricted Funds	5,742,327	1,164,677	(377,170)	6,529,834
Unrestricted Fund	1,164,804	6,163,964	(6,059,437)	1,269,331
Total Funds	6,907,131	7,328,641	(6,436,607)	7,799,165

	Balance at 1 August 2017	Income	Expenditure	Balance at 31 July 2018
	£	£	£	£
Lease Fund	3,216,539	-	-	3,216,539
Media Room	1,380	9,655	-	11,035
Wigmore Hall Capital Appeal	367,847	-	(292,531)	75,316
Wigmore Hall Competitions	365,591	81,414	(210,111)	236,894
Music For Life	92,571	48,783	(124,378)	16,976
Catalyst Endowment Fund	2,235,906	2,250	-	2,238,156
Elton Fund	250,000	-	-	250,000
Total Restricted Funds	6,529,834	142,102	(627,020)	6,044,916
Unrestricted Fund	1,269,331	6,380,411	(6,174,543)	1,475,199
Total Funds	7,799,165	6,522,513	(6,801,563)	7,520,115

The Trust recognises that the following funds are only held for specific purposes:

Lease – This fund is to repay the loan taken out to purchase the leasehold at Wigmore Hall.

Media Room – This is for the purchase and use of recording equipment.

Wigmore Hall Capital Appeal – This fund is for support received towards securing the Trust's tenure at Wigmore Hall and major refurbishment works.

Wigmore Hall Competitions – These funds are to support the Wigmore Hall/Kohn Foundation International Song Competition and the Wigmore Hall International String Quartet Competition.

Music For Life – This is a creative music workshop programme for people with dementia.

Catalyst Endowment Fund – This is to create a fund that will utilise capital and interest over the long term to support the artistic programme.

Elton Fund – An endowment fund from the Elton Family to support concerts with a central and eastern European connection and the Hall's work with dementia sufferers.



NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 JULY 2018 – *continued*

13. ANALYSIS OF NET ASSETS BETWEEN FUNDS

	Unrestricted General Fund	Restricted Fund	Total
	£	£	£
Tangible assets	1,465,353	3,216,539	4,681,892
Investments	839,149	3,000,000	3,839,149
Short term deposits	4,206	-	4,206
Cash at bank and in hand	960,702	-	960,702
Other net current assets	(1,794,211)	(171,623)	(1,965,834)
	<u>1,475,199</u>	<u>6,044,916</u>	<u>7,520,115</u>

14. COMMITMENTS UNDER OPERATING LEASES

As at 31 July 2018 the company had total minimum lease payments under non-cancellable operating leases as set out below:

	Land and buildings	
	2018	2017
	£	£
Less than one year	77,333	89,800
Two to five years	60,000	122,333
More than five years	<u>3,486,250</u>	<u>3,501,250</u>

The lease for the Wigmore Hall at 36 Wigmore Street, London W1 expires in December 2255.

15. PENSIONS

Up to April 2014 Wigmore Hall operated an arrangement whereby any contribution paid by an employee to their own personal pension plan was matched by the Trust up to a defined percentage of salary. From April 2014, Wigmore Hall operates a Group Pension Scheme administered by Scottish Widows plc.

Total contributions paid by the Trust in the year amounted to £171,576 (2017 - £178,263).

16. LIABILITY OF MEMBERS

The company does not have a share capital and is limited by guarantee. In the event of the company being wound up the maximum amount which each member is liable to contribute is £1. There were seven members at 31 July 2018 (2017 – seven members).

17. CONTROLLING PARTY

The Wigmore Hall is run by the Trustees, who are appointed by the Members. No individual Member / Trustee has overall control.



NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 JULY 2018 – *continued*

18. RELATED PARTIES

There were no related party transactions during the year (2017 – none).

19. CAPITAL COMMITMENTS

	2018	2017
	£	£
Capital expenditure contracted for but not provided in the financial statements	254,687	-
	=====	=====