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REGID NUMBER 3610855

# Sussex Place Ventures Limited

Report and Financial Statements

Year Ended

31 July 2010

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# Annual report and financial statements for the year ended 31 July 2010

#### **Contents**

# Page:

I mgo.	
1	Directors
2	Report of the directors
5	Report of the independent auditors
7	Consolidated profit and loss account
8	Company profit and loss account
9	Consolidated balance sheet
10	Company balance sheet
11	Consolidated cash flow statement
12	Notes forming part of the financial statements

# Registered office

18-20 Huntsworth Mews, London, NW1 6DD

# Company number

3610855

# **Auditors**

BDO LLP, Emerald House, East Street, Epsom, Surrey, KT17 1HS

## **Bankers**

Barclays Bank plc, 50 Pall Mall, London, SW1A 1QB

#### **Directors**

- **D Thorp** (Chairman) Partner ISIS Equity Partners, manager of the market leading Baronsmead VCTs, Chairman of the AIC VCT Forum Twenty years with 31 Group, Chairman Unipalm, UK's 1st ISP, 1992-95 (London Stock Exchange Company of the year, 1995) Chairman British Venture Capital Association (2000-01) London Business School UK Regional Advisory Board and alumnus MSc 1971
- P D Atherton Founder Queensgate Instruments sold to SDL for in excess of \$200m Imperial College Innovations (NED) Executive chairman, Infinitesima, C2V BV, Nexeon, Midaz Former Governor of London Business School, UK Regional Advisory Board and alumnus MBA 1989
- A J Bates Adjunct Professor of Entrepreneurship, London Business School Chairman of London Technology Network Founder of Datapaq 1985 through to exit Founder of London Business School Entrepreneurial courses 1986
- I M Laing Principal investor Oxford Asymmetry sold to Evotec for more than £300m, investor in Oxford Semiconductor and founder of Milton Park Science Park, Oxford Chairman SQW Ltd (Oxford Innovation) (2005-date) Former Deputy Chair of Governors of London Business School and alumnus MSc 1971
- M C Williams Adjunct Professor of Entrepreneurship, London Business School CEO Bailey Newspaper Group sold to Southern Newspapers Former investment executive at 31 Group and Robert Fleming Investment Bank Entrepreneurship course leader (1996-date) and alumnus MBA 1990
- **R I Gourlay** (Managing Director) Investment Manager Top Technology Ventures Limited (1996 2004), Financial Times journalist, latterly writing about venture capital and growing businesses (1986 1996), graduate recruit Citibank
- C Gailly de Taurines Managing Director Capital & Marketing Group, the independent placement agency He was previously European Head of the Real Estate Private Funds Group of Donaldson, Lufkin and Jenrette (now Credit Suisse) and is an alumnus of the London Business School

## Report of the directors for the year ended 31 July 2010

The directors present their report together with the audited financial statements for the year ended 31 July 2010

#### Results and dividends

The consolidated profit and loss account is set out on page 7 and shows the loss for the year

The directors do not recommend the payment of a dividend (2009 - £nil)

## Principal activities

The Group provides investment management services to venture capital funds

The funds are constituted as limited partnerships with investors having the status of limited partners. The general partners of these limited partnerships are limited companies and subsidiaries of Sussex Place Ventures Limited. Under the partnership agreements of the funds, the general partners have appointed Sussex Place Ventures Limited as investment manager with control over investment decisions.

#### Review of the business and future developments

The business of the Company is to manage the following venture capital funds. Regents Park Partners LP ('RPP') and Combined London Colleges University Challenge LP. For part of the year the Company also managed Sussex Place Partners LP, until it was dissolved during the year.

The business has performed in line with expectations during the financial year under review and is well placed at the year end with a healthy cash position. The Directors are satisfied with the results achieved by the Group during the year.

In comparison to 2009, turnover increased by 2% to £352,077 with fees arising from the closure of Sussex Place Partners LP more than offsetting a decrease in revenue from directors fees. This was supplemented by a 6% reduction in administrative costs to £375,527 However, partially offsetting these gains was the reduction in interest income which fell from £8,992 to £939. The overall result was that operating losses reduced by 49% to £22,511.

Since completing the fundraising for RPP in 2008, Sussex Place Ventures Limited has leveraged the experience, knowledge and industry connections of London Business School's alumni for the benefit of the investors in this fund. Once the fund has returned to Limited Partners a sum equal to their commitments, further distributions (fund profit) will be shared with the London Business School Anniversary Trust Company

# Report of the directors for the year ended 31 July 2010 (Continued)

## Review of the business and future developments (continued)

At 31 July 2010, the Company had raised £5 66million from more than 40 investors. The fund, which currently has five separate investments, will invest in a variety of earlier stage businesses, appropriately-sized development capital deals and pre-IPO investments in more mature businesses alongside co-investors.

Sussex Place Ventures Limited expects to raise further venture capital funds leveraging the knowledge and experience of the London Business School alumni for the benefit of investors, the portfolio companies and the Business School

## Principal risks and uncertainties

# Market place

The market for raising venture capital funds is evolving. The Board meets regularly to discuss and evaluate how the Company can best position itself in order to raise a new fund and leverage value from its connections with the London Business School. The Board ensure that there is regular communication with the existing investors in the funds.

#### Financial instruments

Working capital requirements are met principally out of retained profits. In addition, trade debtors and trade creditors arise directly from the Group's operations. The Group does not enter into any hedging arrangements.

The Group's credit risk is primarily attributable to its trade debtors. Credit risk is managed by running credit checks on new customers and by monitoring payments against contractual agreements. At the balance sheet date there were no significant concentrations of credit risk. The maximum exposure to credit risk is represented by the carrying amount of each financial asset in the balance sheet.

The Group's policy in respect of liquidity risk is to maintain readily accessible bank deposit accounts to ensure that the Group has sufficient funds for operations. The cash deposits are held in a mixture of short-term deposits and current accounts.

#### **Directors**

The directors of the Company during the year were

D Thorp A J Bates M C Williams P D Atherton I M Laing R I Gourlay C Gailly de Taurines

# Report of the directors for the year ended 31 July 2010 (Continued)

## Directors' responsibilities

The directors are responsible for preparing the annual 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 Group and Company 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 Group and Company and of the profit or loss of the Group and Company for that period

In preparing these financial statements, the directors are required to

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- select suitable accounting policies and then apply them consistently,
- make judgements and accounting estimates that are reasonable and prudent,
- state whether applicable UK Accounting Standards have been followed, subject to any
  material departures disclosed and explained in the financial statements, 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.

#### **Auditors**

All of the current directors have taken all the steps that they ought to have taken to make themselves aware of any information needed by the Company's auditors for the purposes of their audit and to establish that the auditors are aware of that information The directors are not aware of any relevant audit information of which the auditors are unaware

On behalf of the Board

R I Gourlay Director

8 November 2010

## Report of the independent auditors

## Independent auditor's report to the members of Sussex Place Ventures Limited

We have audited the financial statements of Sussex Place Ventures Limited for the year ended 31 July 2010 which comprise the consolidated and Company profit and loss accounts, the consolidated and Company balance sheets, the consolidated cash flow statement and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

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

Respective responsibilities of directors and auditors

As explained more fully in the statement of directors' responsibilities, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the Group's and the parent company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the directors, and the overall presentation of the financial statements.

Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the Group's and the parent company's affairs as at 31 July 2010 and of the Group's and the parent company's loss 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

Opinion on other matters prescribed by the Companies Act 2006

In our opinion the information given in the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements

# Report of the independent auditors (Continued)

Matters on which we are required to report by exception

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 by the parent company, or returns adequate for our audit have not been received from branches not visited by us, or
- the parent company financial statements are not in agreement with the accounting records and returns, or
- · certain disclosures of directors' remuneration specified by law are not made, or
- we have not received all the information and explanations we require for our audit

BRO LLP

Andrew Stickland (senior statutory auditor)
For and on behalf of BDO LLP, statutory auditor
Epsom
United Kingdom

8 November 2010

BDO LLP is a limited liability partnership registered in England and Wales (with registered number OC305127)

Sussex Place Ventures Limited

Consolidated profit and loss account for the year ended 31 July 2010

			<del></del>
	Note	2010 £	2009 £
Turnover	2	352,077	346,168
Administrative expenses		(375,527)	(398,905)
Operating loss	3	(23,450)	(52,737)
Interest receivable		939	8,992
Loss on ordinary activities before and after taxation	13	(22,511)	(43,745)
			<del>:</del>

All amounts relate to continuing activities

All recognised gains and losses are included in the profit and loss account

Sussex Place Ventures Limited

Company profit and loss account for the year ended 31 July 2010

	Note	2010 £	2009 £
Turnover	2	352,077	346,168
Administrative expenses		(375,527)	(398,905)
Operating loss	3	(23,450)	(52,737)
Interest receivable		939	8,992
Loss on ordinary activities before and after taxation	13	(22,511)	(43,745)

All amounts relate to continuing activities

All recognised gains and losses are included in the profit and loss account

# Consolidated balance sheet at 31 July 2010

	Note	2010 £	2010 £	2009 £	2009 £
Fixed assets					
Tangible assets	7		789		356
Current assets					
Investments	9	1,893		3,157	
Debtors	10	13,289		17,489	
Cash at bank		300,032		268,034	
		315,214		288,680	
Creditors: amounts falling due					
within one year	11	108,925		59,447	
NY . A			207.200		220 222
Net current assets			206,289		229,233
Total assets less current liabilities			207,078		229,589
Capital and reserves					
Called up share capital	12		5,000		5,000
Profit and loss account	13		202,074		224,585
Shareholders' funds	14		207,074		229,585
Minority interests			4		4
			207,078		229,589

The financial statements were approved by the Board and authorised for issue on 8 November 2010

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R I Gourlay Director

# Company balance sheet at 31 July 2010

	Note	2010 £	2010 £	2009 £	2009 £
Fixed assets					
Tangible assets	7		789		356
Investments in subsidiaries	8		7		7
			796		363
Current assets					
Investments	9	1,893		3,157	
Debtors	10	13,264		17,261	
Cash at bank		247,722		265,684	
		262,879		286,102	
Creditors: amounts falling due					
within one year	11	59,084		59,363	
Net current assets			203,795		226,739
Total assets less current liabilities			204,591		227,102
Capital and reserves					
Called up share capital	12		5,000		5,000
Profit and loss account	13		199,591		222,102
Shareholders' funds	14		204,591		227,102

The financial statements were approved by the Board and authorised for issue on 8 November 2010

R I Gourlay Director

The notes on pages 12 to 21 form part of these financial statements

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Sussex Place Ventures Limited

Consolidated cash flow statement for the year ended 31 July 2010

N	ote	2010 £	2010 £	2009 £	2009 £
Net cash inflow/(outflow) from operating activities	17		28,607		(39,383)
Returns on investment and servicing of finance Interest received			939		8,992
Capital expenditure and financial investment Purchase of tangible fixed assets			(692)		-
Cash inflow/(outflow) before use of liquid resources and financing			28,854		(30,391)
Management of liquid resources Reduction in short term deposits Sale of current asset investments		3,144		200,000 20,108	
			3,144		220,108
Increase in cash	18		31,998		189,717

# Notes forming part of the financial statements for the year ended 31 July 2010

## 1 Accounting policies

The financial statements have been prepared under the historical cost convention and are in accordance with applicable accounting standards. The following principal accounting policies have been applied

# Basis of consolidation

The consolidated financial statements incorporate the results of the Company and all of its subsidiary undertakings as at 31 July 2010 using the acquisition method of accounting

#### **Turnover**

Turnover comprises the value (excluding value added tax) of services provided during the year in the normal course of business and the revenues from participation in the assets of limited partnerships in the form of non-recourse loans, which will be satisfied by allocation against the companies' share of future income of the partnerships. The limited partnerships revenue is recognised in the profit and loss account in the year to which its guaranteed receipt relates. Directors' fees are recognised upon provision of directors' services and time. Arrangement fees are recognised when the relevant transaction is completed, in accordance with the underlying agreement.

## Depreciation

Depreciation is provided to write off the cost or valuation, less estimated residual values, of all tangible fixed assets evenly over their expected useful lives—It is calculated at the following rates

Office equipment - 331/3% per annum straight line

## Valuation of investments

Investments held as fixed assets are stated at cost less any provision for impairment Investments held as current assets are stated at the lower of cost and net realisable value

#### Taxation

Corporation tax payable is provided on taxable profits at the current rate

Partnership income, included in turnover, may carry associated tax credits. The benefits arising out of such credits are paid to the partnership and the related cost included in the tax charge for the year.

#### Deferred taxation

Deferred tax balances are recognised in respect of all material timing differences that have originated but not reversed by the balance sheet date, except that the recognition of deferred tax assets is limited to the extent that the Company anticipates to make sufficient taxable profits in the future to absorb the reversal of the underlying timing differences. Deferred tax balances are not discounted

# Notes forming part of the financial statements for the year ended 31 July 2010 (Continued)

# 1 Accounting policies (continued)

#### Dividends

Equity dividends are recognised when they become legally payable. Interim equity dividends are recognised when paid. Final equity dividends are recognised when approved by the shareholders at an annual general meeting.

#### Pensions

The Company made payments to a certain employee's individual personal pension plan during the year. These payments are charged to the profit and loss account in the year in which they become payable

# Operating leases

Operating lease annual rentals are charged to the profit and loss account on a straight-line basis over the term of the lease

# Liquid resources

For the purposes of the cashflow statement, liquid resources are defined as short term deposits

# 2 Turnover

All turnover arises from the conduct of investment management services and related corporate finance services solely within the United Kingdom

# 3 Operating loss

Group	2010 £	2009 £
This has been arrived at after charging/(crediting)	_	_
Depreciation	259	178
Fees payable to the Company's auditor for the audit of the		6.000
Company's annual accounts	6,000	6,000
Fees payable to the Company's auditor for other services - the audit of the Company's subsidiaries	3,250	3,250
Hire of other assets – operating leases	12,000	12,000
Profit on sale of current asset investments	(1,880)	(16,319)

# Notes forming part of the financial statements for the year ended 31 July 2010 (Continued)

		<u> </u>	
4	Staff costs		
	Group and Company		
		2010 £	2009 £
	Employee costs (including directors) consist of		
	Wages and salaries	232,833	280,483
	Social security costs	26,207	28,300
	Other pension costs	40,500	
		299,540	308,783
	The average number of persons (including directors) employed by the Company and Group during the year was as follows		
	by the Company and Group during the year was as follows	2010	2009
		Number	Number
	Investment advice and analysis	2	4
	Administration	1	1
		3	5
5	Directors' remuneration		
	Group and Company		
		2010 £	2009 £
	Directors' emoluments	130,000	130,000
	Payments to director's personal pension plan	40,500	
		170,500	130,000

Emoluments of highest paid director amounted to £170,500 (2009 £130,000) Company contributions to the personal pension plan of the highest paid director amounted to £40,500 (2009 £nil)

In addition to the above, during the year F Bailey & Sons Limited, a company of which M Williams is a director, made a charge of £3,000 (2009 £7,200) for the services of M Williams

# Notes forming part of the financial statements for the year ended 31 July 2010 (Continued)

# 5 Directors' remuneration (continued)

Sussex Place (Founder Partner) Limited is a limited partner in Regents Park Partners LP and Combined London Colleges University Challenge LP which entitles it to a share in any income and gains of the partnerships over the preferred return defined in the relevant Partnership Deed Its share in Combined London Colleges University Challenge LP have been assigned to AJ Bates and M Williams Its share in Regents Park Partners LP has been assigned to R I Gourlay, J Brimacombe, N Trillk and M Urqhart

# 6 Taxation on loss on ordinary activities

No taxation is payable due to the losses arising during the year

The tax assessed for the period is different from the standard rate of corporation tax in the UK. The differences are explained below

•	Group 2010 £	Group 2009 £
Loss on ordinary activities before taxation	(22,511)	(43,745)
Expected tax credit at a standard rate of UK corporation tax of 28% (2009 28%)	(6,303)	(12,249)
Effects of Increase in losses	6,303	12,249
Current tax charge	<del></del>	-

# Notes forming part of the financial statements for the year ended 31 July 2010 (Continued)

7	Tangible assets	
	Group and Company	Office equipment £
	Cost At 1 August 2009 Additions	41,661 692
	At 31 July 2010	42,353
	Depreciation At 1 August 2009 Provided in the year	41,305 259
	At 31 July 2010	41,564
	Net book value At 31 July 2010	789
	At 31 July 2009	356
8	Fixed asset investments	
	Company	Subsidiary undertakings
	Cost and net book value At 1 August 2009 and 31 July 2010	7

# Notes forming part of the financial statements for the year ended 31 July 2010 (Continued)

# 8 Fixed asset investments (continued)

The following were subsidiary undertakings at the end of the year and have all been included in the consolidated financial statements

Name	Proportion of voting rights and ordinary share capital held	Nature of business
Sussex Place (General Partner)	100%	General partner of venture
Limited		capital fund
Sussex Place II (General	100%	General partner of venture
Partner) Limited		capital fund
Combined London Colleges	100%	General partner of venture
(General Partner) Limited		capital fund
Sussex Place (Founder	100%	Founder partner of venture
Partner) Limited		capital fund

## 9 Current asset investments

The Company holds 49,874 (2009 63,108) ordinary 5p shares in Bamboo Investments (Isle of Man) PLC at a subscription price of 5p per share. The investment is held at cost in the balance sheet.

### 10 Debtors

	2010 £	2009 £
Group	-	-
Trade debtors	1,580	1,547
Prepayments and accrued income	11,658	15,942
Other debtors	51	-
	13,289	17,489
Company		
Trade debtors	1,580	1,547
Prepayments and accrued income	6,082	9,915
Amounts due from Group undertakings	5,551	5,799
Other debtors	51	-
	13,364	17,261

All amounts fall due for payment within one year

Sussex Place Ventures Limited

# Notes forming part of the financial statements for the year ended 31 July 2010 (Continued)

11	Creditors: amounts falling due within one year	2010 £	2009 £
	Group	*	*
	Trade creditors	-	338
	Other taxation and social security	10,898	10,342
	Other creditors	50,123	123
	Accruals and deferred income	47,904	48,644
		108,925	59,447
	Company		<del></del>
	Trade creditors	_	338
	Other taxation and social security	10,898	10,342
	Accruals and deferred income	47,904	48,644
	Amounts due to Group undertakings	282	39
		59,084	59,363
12	Share capital	2010 £	2009 £
	Allotted, called up and fully paid up 5,000 ordinary shares of £1 each	5,000	5,000
13	Profit and loss account		
		Group £	Company £
	As at 1 August 2009	224,585	222,102
	Loss for the year	(22,511)	(22,511)
	As at 31 July 2010	202,074	199,591

# Notes forming part of the financial statements for the year ended 31 July 2010 (Continued)

14 Reconciliation of movements in shareholders' fu	Iunds
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	Group	Group	Company	Company
	2010	2009	2010	2009
	£	£	£	£
Loss for the year	(22,511)	(43,745)	(22,511)	(43,745)
Opening shareholders' funds	229,585	273,330	227,102	270,847
Closing shareholders' funds	207,074	229,585	204,591	227,102

# 15 Revenues from the partnerships and contingent liabilities

The subsidiaries of the Company are general partners in limited partnerships operating as venture capital investment funds. They are entitled to a guaranteed income from the partnerships, but do not otherwise participate in partnership assets. If, upon the winding up of a partnership, the liabilities of the partnership exceed the limited partners' outstanding capital and loans, the subsidiaries are liable for the shortfall of assets. The directors are of the opinion that no liability is likely to arise in this respect.

# 16 Commitments under operating leases

The Company had annual commitments under non-cancellable operating leases as set out below

	2010	2009
	£	£
Operating leases which expire		
Within one year	12,000	12,000

## 17 Reconciliation of operating loss to net cash outflow from operating activities

	2010 £	2009 £
Operating loss	(23,450)	(52,737)
Depreciation	259	178
Profit on sale of current asset investments	(1,880)	(16,319)
Decrease/(increase) in debtors	4,200	(66,880)
Increase/(decrease) in creditors	49,478	(37,385)
Net cash inflow/(outflow) from operating activities	28,607	(39,383)
	<del></del>	<del></del>

Sussex Place Ventures Limited

# Notes forming part of the financial statements for the year ended 31 July 2010 (Continued)

18	Reconciliation of net cash flow to movement in net fun	ds		
			2010 £	2009 £
	Increase/(decrease) in cash in the year Cash inflow from changes in liquid resources		31,998	189,717 (200,000)
	Movement in net funds resulting from cash flows		31,998	(10,283)
	Opening net funds		268,034	278,317
	Closing net funds		300,032	268,034
19	Analysis of net funds			
		At 1 August 2009 £	Movement £	At 31 July 2010 £
	Cash at bank and in hand	268,034	31,998	300,032

# Notes forming part of the financial statements for the year ended 31 July 2010 (Continued)

## 20 Related party transactions

The Company has taken advantage of the exemption under Financial Reporting Standard No 8, 'Related Party Transactions', not to disclose transactions with members of the Group headed by London Business School on the grounds that 100% of the voting rights in the Company are controlled within that group and the Company is included in consolidated financial statements

The Company's subsidiaries are the general partners of venture capital funds Combined London Colleges University Challenge LP and Regents Park Partners LP and, for part of the year, Sussex Place Partners LP Income included in the consolidated profit and loss account for the year relating to participation in these funds, which is in the form of non-recourse loans which will be satisfied by allocation against the companies' share of future income of the partnerships, was as follows

	2010 £	2009 £
Combined London Colleges University Challenge LP	131,018	131,021
Regents Park Partners LP	178,224	187,212
Sussex Place Partners LP	34,146	-
Included within anoun debtons and anadytons are the following in	at amazimta disa franci/m	ملطميين

Included within group debtors and creditors are the following net amounts due from/(payable to) each fund at 31 July 2010

•	2010 £	2009 £
Combined London Colleges University Challenge LP Regents Park Partners LP	<b>5,576</b>	6,026

# 21 Ultimate parent company

At 31 July 2010 the Company's immediate parent company was London Business School Anniversary Trust Consolidated financial statements are not prepared by London Business School Anniversary Trust The Company's ultimate controlling entity was London Business School, whose consolidated financial statements may be obtained from the Finance Director, London Business School, Regent's Park, London NW1 4SA