



## **SANLAM WEALTH PLANNING UK LIMITED**

Annual Report and Accounts  
for the year ended 31 December 2021

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# **Sanlam Wealth Planning UK Limited**

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# **Sanlam Wealth Planning UK Limited**

## **Company information**

### **Directors**

J C Polin  
D J Mason  
N J Fraser

### **Statutory Auditor**

KMPG LLP  
1 St Peter's Square  
Manchester  
M2 3AE

### **Bankers**

Natwest  
135 Bishopsgate  
London  
EC2M 3UR

### **Registered Office**

Monument Place  
24 Monument Street  
London  
EC3R 8AJ

### **Registered Number**

03879955

# **Sanlam Wealth Planning UK Limited**

## **Directors' Report**

The directors of Sanlam Wealth Planning UK Ltd (the 'Company') present their Annual Report, together with the financial statements and independent auditor's report for the year ended 31 December 2021.

### **Principal activity**

The Company's principal activity is the provision of restricted financial planning advice. The Company is authorised and regulated by the FCA and coordinates the activities of the UK business within an approved governance framework. The Company acts as Principal to a small number of Appointed Representatives who undertake certain permitted regulated activities in accordance with the Financial Services and Markets Act 2000 (Appointed Representatives) Regulations 2001 (SI 2001/1217). This will continue to be the principal activity for the foreseeable future. The Company was incorporated in England and Wales.

The Company is a wholly owned subsidiary of Sanlam Wealth Planning Holdings UK Limited.

### **Directors**

The current directors of the Company, who have served throughout the year are as follows:

J C Polin

J D White (Resigned 27 July 2021)

D J Mason

N J Fraser

None of the Directors have any interest in the shares of the company.

### **Indemnification of directors**

In accordance with the requirements of section 234 of the Companies Act 2006, qualifying third party indemnity provisions were in force throughout the year for the benefit of the directors of Sanlam UK Limited ("SUK"), a UK parent of the Company, and its associated companies. Such qualifying third party indemnity provisions remain in force as at the date of approving the Directors' Report.

### **Appointment of Auditor**

KPMG LLP ("KPMG") is the appointed independent auditor of the Company. KPMG have indicated their willingness to continue in office and a resolution concerning their reappointment will be proposed at the Annual General Meeting.

### **Regulation**

The Company is authorised and regulated by the Financial Conduct Authority ("FCA").

The Company is classified as an Article 3 MIFID exempt firm. As at 31 December 2021, the Company had a capital surplus of £1.289m.

**Disclosure of information to the auditor**

Each director who held office at the date of approval of this report confirms that, so far as they are each aware, there is no relevant audit information of which the Company's auditor is unaware; and each director has taken all the steps that they ought to have taken as a director to make themselves aware of any relevant audit information and to establish that the Company's auditor is aware of that information.

This confirmation is given and should be interpreted in accordance with the provisions of the Companies Act 2006.

**Remuneration**

The Company aims to operate a remuneration policy and reward structure that will attract, retain and motivate high quality staff within the parameters of the Company's ability to pay, market trends and individual performance. It recognises that an appropriate reward structure should contain both short term and long term elements to avoid a 'short-term' approach to the management of the business and ensure client satisfaction, quality, risk and service standards are not compromised. The Company's remuneration policy is formulated by the executive team and is reviewed and approved by the Group HR and Remuneration Committee. There are three main elements to the remuneration structure: basic salary and related benefits (fixed remuneration), annual bonus arrangement (short-term variable remuneration) and long term incentive arrangements (long-term variable remuneration).

**COVID-19**

In February 2022 the Government issued its plan for living with Covid-19 that removed remaining legal restrictions whilst seeking to protect the most vulnerable in the UK population. It acknowledges that there is still uncertainty about the path the pandemic will take, but underpinned by a highly successful Vaccine programme the Government is now seeking to open up the economy more quickly and return to the normal ways of living and working that were enjoyed before the pandemic. The Directors welcome this but acknowledge that risks around Covid-19 still remain and will continue to monitor developments through its usual governance mechanisms to ensure any actions are taken as required on a timely basis.

**Going concern**

The Directors are responsible for making a formal assessment as to whether it is appropriate to adopt the going concern basis in preparing the financial statements. This assessment considers the Company's access to financial resources, sufficient for it to meet its obligations over the next 12 months. To do this, the Company must have sufficient assets, not only to meet the payments and commitments associated with its business, but also to withstand the impact of other events that might reasonably be expected to happen.

## Sanlam Wealth Planning UK Limited

### Directors' Report (continued)

#### Going concern (continued)

The Company has continued to rise to the operational and market challenges presented by Covid-19 throughout 2021. The Company has responded well to the impacts from Covid-19 on operations, customers, colleagues and communities. The Directors continue to monitor short and medium-term Covid-19 related factors, including employee and supplier-related issues.

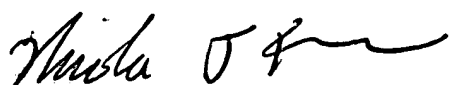
The Directors have considered the information relevant to the going concern basis under the most likely scenario of the imminent sale of the Company to Oaktree. This consideration acknowledges Oaktree's plans for the business that have been shared with the FCA as part of the change in control process. The Directors have also considered the scenario of continued Sanlam ownership.

The Directors have examined the Company's business activities, along with its financial position, financial forecasts, capital structure, risk management approach and factors likely to affect its future performance. The Directors are satisfied that the Company has a viable business proposition and robust strategic plan which is expected to continue and produce adequate resources to continue in business for a period of 12 months from the date of approval of the financial statements.

The Directors have also considered a range of stress scenarios, which includes the impact of a further shock to equity markets and reduction in income along with possible management actions in response. At Company level capital forecasts have been produced that have been sensitised to reflect the stress scenarios. Under these stress scenarios the Company's capital was projected to remain above regulatory requirements and sufficient liquidity exists to meet liabilities as they fall due. The Directors are confident of the company's financial strength and its ability to withstand market challenges, due to the stability of the core business.

Accordingly, the Directors consider they have given due consideration to all the potential risks and possible actions available. The Directors concluded that it remains appropriate to prepare the financial statements on a going concern basis.

Approved by the Board of Directors and signed on behalf of the Board by:



N J Fraser  
Director  
26 April 2022

# **Sanlam Wealth Planning UK Limited**

## **Strategic Report**

### **Review of business**

The operating profit for the year amounted to £59,787 (2020: loss of £1,363,526)

Revenue and expenses increased following the appointment of Avidus Scott Lang & Co Limited as an Appointed Representative of the Company on 18 December 2020.

As at 31 December 2021 the Company is reporting a net asset position of £3,174,823 (2020: £2,514,174).

On 20 September 2021 Sanlam UK Limited, an indirect parent of the Company, entered into an option agreement to sell its UK wealth division (including the Company) to funds managed by Oaktree Capital Management, L.P. ("Oaktree"), for a total consideration of £140 million. The transaction has obtained regulatory approval and is expected to close on 30 April 2022. As an experienced investor in UK wealth, Oaktree will support the Company's growth plans enabling the creation of an independent and agile wealth management business. Following the transaction, the business will continue to operate under the Sanlam Wealth brand through a transition period whilst a new brand identity is developed.

On 31 August 2021, in preparation for the sale of the UK wealth business, a group re-organisation commenced and the trade and assets of English Mutual Limited, a sister company and Appointed Representative of the Company, were transferred to the Company and the Appointed Representative agreement was terminated.

No dividends were paid during the 2021 (2020: £nil). The directors do not recommend a payment of a final dividend (2020: £nil).

### **Our approach to risk management**

A strong risk and compliance culture is fundamental to how the Company is managed. Effective risk-based decision-making is essential to the delivery of the right outcomes for the Company's clients and stakeholders. Ultimate accountability for risk management rests with the Company's Audit and Risk Committee, which convenes at the level of its ultimate UK parent company, Sanlam Investment Holdings UK Limited, who oversee the effectiveness of the Risk Management Framework (RMF).

# **Sanlam Wealth Planning UK Limited**

## **Strategic Report (continued)**

### **Our approach to risk management (Continued)**

#### *Three lines of defence*

We operate 'three lines of defence' in the management of risk so that there are clearly defined roles and responsibilities within the RMF:

First line: Day-to-day risk management, including identification and mitigation of risks and maintaining appropriate controls;

Second line: Risk oversight is provided by the Risk and Compliance function;

Third line: Independent verification of the adequacy and effectiveness of risk and control management systems is provided by the Group's Internal audit function.

### **Principal risks and uncertainties**

The specific risks faced by the Company are driven by what it does and how it does it, as well as the wider environment in which it operates. The Company's principal and emerging risks are subject to robust assessment by the Board and the principal risks are described in the following pages.

#### *Strategic Risk*

Those risks which threaten the achievement of the strategy through failing to meet customer/client expectations, poor strategic decision-making, implementation or response to changing circumstances. The Chief Executive (supported by the executive leadership team) is responsible for the development and promotion of strategy and the monitoring of its progress and success. Regular assessments of the business plan are performed.

#### *Financial Risk*

The risk that the Company has insufficient financial resources or suffer loss from adverse markets or client outcomes. The Company is exposed to the on-going level of revenue on advice mandates as well as inflows and outflows throughout the year and global markets. Financial discipline is required to manage the Company's cost base and align it to the revenue outlook to manage the Company's overall financial efficiency. The Company's capital and liquidity positions are directly impacted by profitability. Capital is held against risks and is reviewed on an ongoing basis. Management closely oversees fees and costs in relation to the Company's proposition.

# Sanlam Wealth Planning UK Limited

## Strategic Report (continued)

### Principal risks and uncertainties (continued)

#### *Conduct Risk*

The risk that through the Company's behaviours, strategies, decisions and action it fails to meet customer/client expectations, and/or deliver unfair outcomes, and/or have poor market conduct. The business relies on the Company's ability to ensure fair client and customer outcomes. Failure to achieve these outcomes poses significant reputational damage and likely financial losses. A Code of Conduct is applicable for all associated people, mandatory training modules embed a strong conduct culture and conduct risk is embedded within the Risk Management Framework as well as being a standing agenda item at the Audit and Risk Committee.

#### *Regulatory Risk*

The risk of regulatory or legal sanction, reputational damage or financial consequences as a result of a failure to comply with, or adequately allow for changes in, all applicable laws and legislation, contractual requirements or regulations. Scanning of the regulatory horizon ensures the Company engages early in any areas of potential regulatory change.

#### *Operational risks - People*

The risk that resources and employment practices do not align with strategic objectives. The Company is a people business and the engagement of its people is critical to the implementation of its business plan, strategy and the success of the business. The Company promotes stability, engagement and diversity in the workforce and operates competitive remuneration packages.

#### *Technology*

The risk of the failure of technology systems to adapt to changing business needs and from unwanted actions of unauthorised users including through cyber-attacks. The Company operates an ongoing programme of investment and improvements in enhancing and developing controls in IT infrastructure and have outsourced some critical IT processes to a shared service centre who provide and continually develop these services.

#### *Outsourcing*

The risk of failure of a third party leaving the business exposed to poor customer outcomes or regulatory intervention. The business is becoming more reliant on significant partners to help deliver its strategy and outcomes. The Company has a comprehensive and robust outsourcing framework in place which ensures that all outsourcing arrangements are classified and onboarded to a minimum standard alongside proportional ongoing relationship management. Realistic and relevant exit plans are in place to road-map exit should it be necessary. All significant relationships have designated business owners who are accountable for ensuring that the relationship meets agreed Service Level Agreements and contractual obligations.

**Principal risks and uncertainties (continued)**

*Business Process & Controls*

The Company is subject to risks resulting from breakdowns in internal procedures, people and systems. There is a risk that the business is unable to meet its strategic objectives without incurring unacceptable operational risk in terms of business resilience, client service and processing. This could impact the Company through increased risk of regulatory breach with associated regulatory sanction, client and asset loss.

The Company operates business continuity and contingency planning processes which are regularly reviewed and tested. Recent delivery of process automation and outsourced operating models following a transformation project is continuing to strengthen our control

New and changes to existing operational risk exposures are identified as part of the on-going risk management process and whenever key business decisions are made. These are assessed and the level of risk found during the assessment process is compared with the overall risk appetite, tolerance, strategy and limits of the Company, or any other established criteria approved by the Board or Executive Committee.

If a newly identified risk is assessed as being material, there is an immediate escalation of the risk to the appropriate level of oversight as per the Company's Risk Escalation matrix, action plans are put in place and regular monitoring and reporting performed.

*Fraud & Financial Crime*

The Company engages with a wide number of external parties and has to be vigilant to the risk that these parties are connected with criminal behaviour or are subject to sanctions by national or global authorities. The Company has robust controls covering anti-money laundering, anti-bribery, fraud and other areas of financial crime and provide regular training to our people in this area.

*Information Security*

The information security threat landscape is constantly evolving. With the continued focus on cyber security we are mindful that a failure to prevent an information security threat from materialising is ever present. The Company adheres to the internationally recognised security standard ISO 27001, which forms the foundation for its Information Security Management System (ISMS). This standard covers all aspects of information security and requires that the Company documents and maintains its security policies and standards, undertakes regular risk assessments, monitors the effectiveness of controls and addresses identified gaps. The Company is audited against this standard on an annual basis by Lloyd's Register, who have recently issued the current Certificate of Approval.

## **Sanlam Wealth Planning UK Limited**

### **Strategic Report (continued)**

#### **Principal risks and uncertainties (continued)**

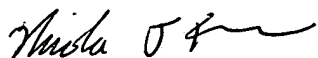
##### *Information Security (continued)*

In accordance with security policies and standards, the Company has anti-virus and endpoint protection software in place for all computers, as well as firewall protection on the network perimeter. The Company also ensure that all systems and software are regularly updated with the latest critical patches. Mail and web filtering and network monitoring are in place. The Company segregates more vulnerable systems from the rest of the network and limits access to the Internet wherever possible. The Company engages with security consultants to undertake tests of technical security controls and addresses any identified vulnerabilities through a corrective action plan.

#### **Future Developments**

The directors do not expect any change in the principal activity of the Company in the foreseeable future.

Approved by the Board of Directors and signed on behalf of the Board by:



N J Fraser

Director

26 April 2022

**Statement of Directors' responsibilities in respect of the Financial Statements**

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 they have elected to prepare the financial statements in accordance with UK accounting standards and applicable law (UK Generally Accepted Accounting Practice), including FRS 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland*.

Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments 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;
- assess the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern; and
- use the going concern basis of accounting unless they either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

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 responsible for such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error, and have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the company and to prevent and detect fraud and other irregularities.

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

## **Sanlam Wealth Planning UK Limited**

### **Independent Auditor's report to the members of Sanlam Wealth Planning UK Limited**

We have audited the financial statements of Sanlam Wealth Planning UK Limited ("the company") for the year ended 31 December 2021 which comprise the Profit and Loss Account and Other Comprehensive Income, Balance Sheet, Statement of Changes in Equity and related notes, including the accounting policies in note 1.

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2021 and of its profit for the year then ended;
- have been properly prepared in accordance with UK accounting standards, including FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland; 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 are described below. We have fulfilled our ethical responsibilities under, and are independent of the company in accordance with, UK ethical requirements including the FRC Ethical Standard. We believe that the audit evidence we have obtained is a sufficient and appropriate basis for our opinion.

#### **Going concern**

The directors have prepared the financial statements on the going concern basis as they do not intend to liquidate the company or to cease its operations, and as they have concluded that the company's financial position means that this is realistic. They have also concluded that there are no material uncertainties that could have cast significant doubt over its ability to continue as a going concern for at least a year from the date of approval of the financial statements ("the going concern period").

In our evaluation of the directors' conclusions, we considered the inherent risks to the company's business model and analysed how those risks might affect the company's financial resources or ability to continue operations over the going concern period.

Our conclusions based on this work:

- we consider that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate;
- we have not identified, and concur with the directors' assessment that there is not, a material uncertainty related to events or conditions that, individually or collectively, may cast significant doubt on the company's ability to continue as a going concern for the going concern period.

## **Sanlam Wealth Planning UK Limited**

### **Independent Auditor's report to the members of Sanlam Wealth Planning UK Limited (continued)**

#### **Going concern (continued)**

However, as we cannot predict all future events or conditions and as subsequent events may result in outcomes that are inconsistent with judgements that were reasonable at the time they were made, the above conclusions are not a guarantee that the company will continue in operation.

#### **Fraud and breaches of laws and regulations – ability to detect**

##### *Identifying and responding to risks of material misstatement due to fraud*

To identify risks of material misstatement due to fraud ("fraud risks") we assessed events or conditions that could indicate an incentive or pressure to commit fraud or provide an opportunity to commit fraud. Our risk assessment procedures included:

- Enquiring of directors, the audit and risk committee, internal audit and inspection of policy documentation as to the Company's high-level policies and procedures to prevent and detect fraud, including the internal audit function, and the Company's channel for "whistleblowing", as well as whether they have knowledge of any actual, suspected or alleged fraud.
- Reading Board and Audit and Risk Committee minutes.
- Considering remuneration incentive schemes and performance targets for management.
- Using analytical procedures to identify any unusual or unexpected relationships.

We communicated identified fraud risks throughout the audit team and remained alert to any indications of fraud throughout the audit.

As required by auditing standards, and taking into account possible pressures to meet profit targets and our overall knowledge of the control environment, we perform procedures to address the risk of management override of controls, in particular the risk that component management may be in a position to make inappropriate accounting entries. On this audit we do not believe there is a fraud risk related to revenue recognition because revenue within the company contains limited judgement.

We did not identify any additional fraud risks.

We also performed procedures including identifying journal entries to test based on risk criteria and comparing the identified entries to supporting documentation. These included all post year end closing journals.

## **Sanlam Wealth Planning UK Limited**

### **Independent Auditor's report to the members of Sanlam Wealth Planning UK Limited (continued)**

#### *Identifying and responding to risks of material misstatement due to non-compliance with laws and regulations*

We identified areas of laws and regulations that could reasonably be expected to have a material effect on the financial statements from our general commercial and sector experience, and through discussion with the directors and other management (as required by auditing standards), and from inspection of the Company's regulatory and legal correspondence and discussed with the directors and other management the policies and procedures regarding compliance with laws and regulations.

As the Company is regulated, our assessment of risks involved gaining an understanding of the control environment including the entity's procedures for complying with regulatory requirements.

We communicated identified laws and regulations throughout our team and remained alert to any indications of non-compliance throughout the audit.

The potential effect of these laws and regulations on the financial statements varies considerably.

Firstly, the Company is subject to laws and regulations that directly affect the financial statements including financial reporting legislation (including related companies legislation), distributable profits legislation, and taxation legislation, and we assessed the extent of compliance with these laws and regulations as part of our procedures on the related financial statement items.

Secondly, the Company is subject to many other laws and regulations where the consequences of non-compliance could have a material effect on amounts or disclosures in the financial statements, for instance through the imposition of fines or litigation or the loss of the Company's license to operate. We identified the following areas as those most likely to have such an effect: anti-bribery, employment law, regulatory capital and liquidity and certain aspects of company legislation recognising the financial and regulated nature of the Company's activities and its legal form.

Auditing standards limit the required audit procedures to identify non-compliance with these laws and regulations to enquiry of the directors and other management and inspection of regulatory and legal correspondence, if any. Therefore, if a breach of operational regulations is not disclosed to us or evident from relevant correspondence, an audit will not detect that breach.

## **Sanlam Wealth Planning UK Limited**

### **Independent Auditor's report to the members of Sanlam Wealth Planning UK Limited (continued)**

#### *Context of the ability of the audit to detect fraud or breaches of law or regulation*

Owing to the inherent limitations of an audit, there is an unavoidable risk that we may not have detected some material misstatements in the financial statements, even though we have properly planned and performed our audit in accordance with auditing standards. For example, the further removed non-compliance with laws and regulations is from the events and transactions reflected in the financial statements, the less likely the inherently limited procedures required by auditing standards would identify it.

In addition, as with any audit, there remained a higher risk of non-detection of fraud, as these may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal controls. Our audit procedures are designed to detect material misstatement. We are not responsible for preventing non-compliance or fraud and cannot be expected to detect non-compliance with all laws and regulations.

#### **Strategic report and directors' report**

The directors are responsible for the strategic report and the directors' report. Our opinion on the financial statements does not cover those reports and we do not express an audit opinion thereon.

Our responsibility is to read the strategic report and the directors' report and, in doing so, consider whether, based on our financial statements audit work, the information therein is materially misstated or inconsistent with the financial statements or our audit knowledge. Based solely on that work:

- we have not identified material misstatements in the strategic report and the directors' report;
- in our opinion the information given in those reports for the financial year is consistent with the financial statements; and
- in our opinion those reports have been prepared in accordance with the Companies Act 2006.

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

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

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

## **Sanlam Wealth Planning UK Limited**

### **Independent Auditor's report to the members of Sanlam Wealth Planning UK Limited (continued)**

#### **Matters on which we are required to report by exception (continued)**

We have nothing to report in these respects.

#### **Directors' responsibilities**

As explained more fully in their statement set out on page 10, the directors are responsible for: the preparation of the financial statements and for being satisfied that they give a true and fair view; such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error; assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern; and using the going concern basis of accounting unless they either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

#### **Auditor's responsibilities**

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 our opinion in an auditor's report. Reasonable assurance is a high level of assurance, but does not 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 aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

A fuller description of our responsibilities is provided on the FRC's website at [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities).

#### **The purpose of our audit work and to whom we owe our responsibilities**

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.

*Jessica S.S. Katsouris*

**Jessica Katsouris (Senior Statutory Auditor)**

**for and on behalf of KPMG LLP, Statutory Auditor**

*Chartered Accountants*

1 St Peter's Square

Manchester

M2 3AE

26 April 2022

# Sanlam Wealth Planning UK Limited

## Profit and Loss Account and Other Comprehensive Income for the year ended 31 December 2021

	Note	2021 £	2020 £
Turnover	1	14,363,222	10,829,637
Administrative expenses		<u>(14,303,435)</u>	<u>(12,193,163)</u>
<b>OPERATING PROFIT/(LOSS)</b>	2	<b>59,787</b>	<b>(1,363,526)</b>
Profit on disposal of business and assets	3	-	968,446
		<u>59,787</u>	<u>(395,080)</u>
<b>PROFIT/(LOSS) ON ORDINARY ACTIVITIES BEFORE TAXATION</b>		<b>59,787</b>	<b>(395,080)</b>
Tax on loss on ordinary activities	4	372,418	20,603
		<u>372,418</u>	<u>20,603</u>
<b>PROFIT/(LOSS) FOR THE FINANCIAL YEAR</b>		<b>432,205</b>	<b>(374,477)</b>
		<u><u>432,205</u></u>	<u><u>(374,477)</u></u>

The profit and loss account has been prepared on the basis that all operations are continuing operations.

There is no other comprehensive income other than those passing through the profit and loss account.


The accompanying notes form an integral part of these financial statements.

# Sanlam Wealth Planning UK Limited

## Balance Sheet as at 31 December 2021

	Note	2021 £	2020 £
<b>FIXED ASSETS</b>			
Intangible assets	5	313,576	488,840
Tangible assets	6	-	23,052
		<b>313,576</b>	<b>511,892</b>
<b>CURRENT ASSETS</b>			
Debtors: amounts falling due within one year	7	2,960,204	4,453,088
Cash at bank		2,027,965	352,965
Debtors: amounts falling due after one year	8	193,855	-
		<b>5,182,024</b>	<b>4,806,053</b>
<b>CURRENT LIABILITIES</b>			
Creditors: amounts falling due within one year	9	2,269,754	2,688,838
		<b>2,269,754</b>	<b>2,688,838</b>
<b>NET CURRENT ASSETS/(LIABILITIES)</b>		<b>2,912,270</b>	<b>2,117,215</b>
Provisions	10	51,023	114,933
<b>NET ASSETS</b>		<b>3,174,823</b>	<b>2,514,174</b>
<b>CAPITAL AND RESERVES</b>			
Called up share capital	11	5,500,010	5,500,010
Capital contribution reserve	12	798,164	569,720
Profit and Loss Account		(3,123,351)	(3,555,556)
<b>SHAREHOLDERS' FUNDS</b>		<b>3,174,823</b>	<b>2,514,174</b>

These financial statements were approved by the board of directors on 26 April 2022 and were signed on its behalf by:



N J Fraser  
Director  
26 April 2022

The accompanying notes form an integral part of these financial statements.

Registered Company Number: 03879955

**Sanlam Wealth Planning UK Limited**

**Statement of Changes in Equity for the year ended 31 December 2021**

	Share Capital	Capital contribution reserve	Profit and loss account	Total shareholders' funds
	£	£	£	£
<b>Balance as at 1 January 2020</b>	<b>2,750,010</b>	<b>623,826</b>	<b>(3,181,079)</b>	<b>192,757</b>
Loss for the year after taxation	-	-	(374,477)	(374,477)
Share capital issued	2,750,000	-	-	2,750,000
Reversal of discounted interest on intergroup loan	-	(54,106)	-	(54,106)
<b>Balance as at 31 December 2020</b>	<b>5,500,010</b>	<b>569,720</b>	<b>(3,555,556)</b>	<b>2,514,174</b>
Profit for the year after taxation	-	-	432,205	432,205
Advisor incentives (see note 12)	-	228,444	-	228,444
<b>Balance as at 31 December 2021</b>	<b>5,500,010</b>	<b>798,164</b>	<b>(3,123,351)</b>	<b>3,174,823</b>

The accompanying notes form an integral part of these financial statements.

**Notes to the Financial Statements**

**1. Accounting policies**

**Basis of preparation**

The Financial Statements have been prepared under the historical cost convention, in accordance with United Kingdom Generally Accepted Accounting Practice ("UK GAAP"), including FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland and the Companies Act 2006.

The Company's registered office is at 24 Monument Street, London, England, EC3R 8AJ.

The Directors are responsible for making a formal assessment as to whether it is appropriate to adopt the going concern basis in preparing the financial statements. This assessment considers the Company's access to financial resources, sufficient for it to meet its obligations over the next 12 months. To do this, the Company must have sufficient assets, not only to meet the payments and commitments associated with its business, but also to withstand the impact of other events that might reasonably be expected to happen.

The Company has continued to rise to the operational and market challenges presented by Covid-19 throughout 2021. The Company has responded well to the impacts from Covid-19 on operations, customers, colleagues and communities. The Directors continue to monitor short and medium-term Covid-19 related factors, including employee and supplier-related issues.

The Directors have considered the information relevant to the going concern basis under the most likely scenario of the imminent sale of the Company to Oaktree. This consideration acknowledges Oaktree's plans for the business that have been shared with the FCA as part of the change in control process. The Directors have also considered the scenario of continued Sanlam ownership.

The Directors have examined the Company's business activities, along with its financial position, financial forecasts, capital structure, risk management approach and factors likely to affect its future performance. The Directors are satisfied that the Company has a viable business proposition and robust strategic plan which is expected to continue and produce adequate resources to continue in business for a period of 12 months from the date of approval of the financial statements.

Notes to the Financial Statements (continued)

1. Accounting policies

**Basis of preparation (continued)**

The Directors have also considered a range of stress scenarios, which includes the impact of a further shock to equity markets and reduction in income along with possible management actions in response. At Company level capital forecasts have been produced that have been sensitised to reflect the stress scenarios. Under these stress scenarios the Company's capital was projected to remain above regulatory requirements and sufficient liquidity exists to meet liabilities as they fall due. The Directors are confident of the company's financial strength and its ability to withstand market challenges, due to the stability of the core business.

Accordingly, the Directors consider they have given due consideration to all the potential risks and possible actions available. The Directors concluded that it remains appropriate to prepare the financial statements on a going concern basis.

**Turnover**

Turnover represents total income receivable by the Company for services provided. It is the amount derived from ordinary activities and is stated net of VAT and trade discounts. Income relating to new business (initial income) is recognised as income when the business is introduced. Income earned on indemnity terms is included in the financial statements when it is considered due.

There is only one revenue stream which is all generated in the United Kingdom.

Under an agreement with Avidus Scott Lang (ASL) the Company acts as a principal for ASL and collects commissions on its behalf from its customers. Included in total revenue in 2021 there is £1,564,168 (2020: £nil) relating to ASL.

**Functional and presentational currency**

The Company's functional currency and presentational currency is the Pound Sterling (GBP) reflecting the fact that substantially all transactions are paid in GBP and the Company's place of business is the United Kingdom.

**Cash at bank and cash equivalents**

Cash in the Balance Sheet comprises cash held at banks and in hand.

**Notes to the Financial Statements (continued)**

**1. Accounting policies (continued)**

**Cashflow statement**

The Company has taken advantage of the exemption given by FRS 102 1.12 (b) to subsidiary undertakings, where the Company is a member of a group where the parent prepares publicly available consolidated financial statements. A cash flow statement is prepared by the ultimate parent company that includes the cash flows of the Company. Details of the ultimate parent company are given in note 16 to the financial statements.

**Administrative expenses**

Administrative expenses principally represent amounts invoiced and incurred in respect of general overheads. Amounts expensed are based on actual costs incurred or on predetermined recharges of allocated resources.

Under an agreement with Avidus Scott Lang (ASL) the Company acts as a principal for ASL and collects commissions on its behalf from its customers. Included in total expenses in 2021 there is £1,564,168 (2020: £nil) relating to ASL.

**Taxation**

The tax expense may comprise current and deferred tax. Tax is recognised through profit or loss, except to the extent that it relates to items recognised directly in equity. In this case, the tax is also recognised in equity.

The income tax charge is based on the taxable profit/loss for the year. Taxable profit differs from net profit as reported in the Profit and Loss Account because it excludes items of income or expense that are taxable or deductible in other years and it further excludes 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 reporting date.

Full provision is made for deferred tax assets and liabilities arising from all timing differences between the recognition of gains and losses in the financial statements and recognition in the tax computation. A net deferred tax asset is recognised only if it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted. Deferred tax assets and liabilities are calculated at the tax rates expected to be effective at the time the timing differences are expected to reverse. Deferred tax assets and liabilities are not discounted.

**Dividends receivable**

Dividends relate to income from shares in group undertakings, recognised when the paying company is obliged to make payment.

**Notes to the Financial Statements (continued)**

**Intangible assets**

Intangible assets are carried at cost less accumulated amortisation and any accumulated impairment losses. The cost of intangible assets acquired in a business combination is fair value at the date of acquisition. Intangible assets assessed as having finite lives are amortised over their useful economic life in equal annual instalments.

When there is no reliable estimate for the life of the asset it is limited to 5 years. An annual impairment review is undertaken or whenever there is any indication that the intangible asset may be impaired, and any resulting adjustment to the intangible assets value is made as required. The amortisation expense on intangible assets is recognised within administrative expenses within the profit and loss account. Where there is a deferred or contingent element a liability is also recognised which is the best estimate of likely future consideration payable.

An annual impairment review is undertaken or whenever there is any indication that the intangible asset may be impaired, and any resulting adjustment to the intangible assets value is made as required. The amortisation expense on intangible assets is recognised within administrative expenses within the profit or loss account

**Tangible assets and depreciation**

Tangible fixed assets are stated at cost less accumulated depreciation. Depreciation is provided at rates estimated to write off the cost of assets in equal instalments over their expected useful lives as follows:

Computer equipment:	33%
Office furniture:	25%
Motor vehicles:	25%
Leasehold improvements:	Over length of lease

**Debtors**

Short term debtors are measured at transaction price, less any impairment. Loans receivable are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method, less any impairment.

**Creditors**

Short term creditors are measured at the transaction price. Other financial liabilities including loans are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method.

**Provision**

A provision is recognised in the balance sheet when the Company has a present legal or constructive obligation as a result of a past event, that can be reliably measured and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are recognised at the best estimate of the amount required to settle the obligation at the reporting date.

**Notes to the Financial Statements (continued)**

**Critical accounting judgements**

The preparation of financial statements in conformity with generally accepted accounting practice requires management to make estimates and judgements that affected the reported amount of assets and liabilities as well as the disclosure of contingent assets and liabilities at the period end date and the reported amounts of revenues and expenses during the reporting period.

The Company is the regulatory principal as it is the regulated entity that carries the regulatory risk associated with the services that are delivered to the client. ASL is an Appointed Representative (AR) of the Company and therefore relies on the Company's regulatory license to carry out regulated services to clients. The Company bears the customer credit risk as the principal and is liable for any credit risk with ASL or clawback to the provider without a guarantee that this will be recovered from ASL. Therefore the Company is deemed as principal and ASL is deemed as agency.

**Measurement of the recoverable amount of debtors**

A provision for impairment of trade debtors is established when there is no objective evidence that the Company will be able to collect all amounts due according to the original terms. The Company considers factors such as default or delinquency in payment, significant financial difficulties of the debtor and the probability that the debtor will enter bankruptcy in deciding whether the loan is impaired.

**Complaints settlement provision**

This provision covers direct and associated costs in respect of complaints where the exact quantum and number of complaints is unknown at the balance sheet date. The estimate is based upon past experience of upheld complaints and their average values. This estimate is updated when the individual complaint values are separately clarified. In determining the provision, management consider a number of factors including monitoring the number of complaints received.

**Operating lease**

Payments (excluding costs for services and insurance) made under operating leases are recognised in the profit and loss account on a straight-line basis over the term of the lease unless; (i) the payments to the lessor are structured to increase in line with expected general inflation, in which case the payments related to the structured increases are recognised as incurred; or (ii) the Company has received temporary rent concessions as a direct consequence of the COVID-19 pandemic. Lease incentives received are recognised in profit and loss over the term of the lease as an integral part of the total lease expense.

**Defined contribution plans and other long-term employee benefits**

A defined contribution plan is a post-employment benefit plan under which the Company pays fixed contributions into a separate entity and will have no legal or constructive obligation to pay further amounts. Obligations for contributions to defined contribution pension plans are recognised as an expense in the profit and loss account in the periods during which services are rendered by employees.

Notes to the Financial Statements (continued)

2. Profit/(Loss) on ordinary activities before taxation

	2021	2020
	£	£
The profit/(loss) on ordinary activities before taxation is stated after charging:		
Amortisation (note 5)	188,401	175,161
Depreciation (note 6)	23,052	9,633
Operating lease rentals - premises	142,768	78,000
Auditor's Remuneration		
- Audit Fees	51,660	27,132
- Other Assurance Services	10,763	4,650

3. Profit on disposal of business and assets

The Company sold the Employee Benefits business and its assets on 1 January 2020. As such the Company has recognised a profit on disposal in the year of disposal. The Company received cash consideration of £807,299. In January 2021 an additional £121,147 of deferred consideration was collected. At 31 December 2021, there was £40,000 (2020: £161,147) of deferred consideration outstanding. The asset value disposed of at the date of disposal was £nil and a profit on disposal of £968,446 was recognised in the profit and loss account.

4. Taxation

Analysis of credit in period

	2021	2020
	£	£
Current Tax :		
UK Corporation Tax on profits/(losses) for the year	-	-
Adjustment in respect of prior periods	(59,961)	
Total current tax	<u>(59,961)</u>	<u>-</u>
Deferred Tax :		
Origination and reversal of timing differences	(331,832)	(33,514)
Remeasurement of deferred tax - change in UK tax rate	19,375	12,911
Total deferred tax	<u>(312,457)</u>	<u>(20,603)</u>
Total current tax credit	<u>(372,418)</u>	<u>(20,603)</u>

The adjustment to prior years represents payment for group relief surrendered at submission stage.

Notes to the Financial Statements (continued)

4. Taxation (continued)

**Reconciliation of tax charge/(credit)**

The difference between the tax assessed for the period and the standard rate of corporation tax are explained as follows:

	2021	2020
	£	£
Loss on ordinary activities before taxation	<u>59,787</u>	<u>(395,080)</u>
Loss on ordinary activities multiplied by the standard rate of corporation tax 19% (2020: 19%)	11,360	(75,065)
Effects of :		
Expenses not deductible for tax purposes	1,136	4,974
Adjustments in respect of prior years	(59,961)	-
Deferred tax not recognised	(204,527)	36,577
Remeasurement of deferred tax - change in UK tax rate	(115,487)	12,911
Trade transfer of plant and machinery	<u>(4,938)</u>	<u>-</u>
Tax charge/(credit) for the year	<u>(372,418)</u>	<u>(20,603)</u>

**Tax rate changes**

On 03 March 2021, the Chancellor announced that the main rate of UK corporation tax would rise from 19% to 25% from 01 April 2023. This change was substantively enacted on 24 May 2021 and therefore deferred tax balances are reflective of this rate to the extent that they will realise post April 2023.

**Deferred Tax**

The provision for deferred tax consists of the following deferred tax (assets)/liabilities:

	2021	2020
	£	£
Fixed asset timing differences	59,918	89,137
Carried forward losses	(242,544)	-
Other timing differences	<u>(42,229)</u>	<u>-</u>
	<u>(224,855)</u>	<u>89,137</u>

A deferred tax asset has not been recognised in respect of the £970,175 (2020: £2,639,902) of gross tax losses carried forward at the period end date as it cannot be reliably estimated that future profits will be available to utilise them.

It is anticipated that £31,000 of the net deferred tax asset will release during the next financial period. These assets are not expected to expire.

# Sanlam Wealth Planning UK Limited

## Notes to the Financial Statements (continued)

### 5. Intangible assets

#### Client databases £

Cost	
At 1 January 2021	1,090,541
Additions	13,137
Write offs	(214,225)
At 31 December 2021	<u>889,453</u>
Amortisation	
At 1 January 2021	601,701
Provided during the year	188,401
Write offs	(214,225)
At 31 December 2021	<u>575,877</u>
Net book value	
At 31 December 2020	<u>488,840</u>
At 31 December 2021	<u>313,576</u>

Amortisation of client databases is charged to administrative expenses within the Profit and Loss Account over a period of 5 years.

### 6. Tangible assets

#### Fixtures, fittings and equipment £

Cost	
At 1 January 2021	179,057
Write Offs	(179,057)
At 31 December 2021	<u>-</u>
Depreciation	
At 1 January 2021	156,005
Charged in year	23,052
Write Offs	(179,057)
At 31 December 2021	<u>-</u>
Net book value	
At 31 December 2020	<u>23,052</u>
At 31 December 2021	<u>-</u>

# Sanlam Wealth Planning UK Limited

## Notes to the Financial Statements (continued)

### 7. Debtors: amounts due within one year

	2021	2020
	£	£
Trade debtors	1,574,642	1,315,602
Prepayments	261,695	72,586
Balances due from group companies	698,106	2,897,099
Other debtors	394,761	167,801
Deferred tax asset (see note 4)	31,000	-
	<b>2,960,204</b>	<b>4,453,088</b>

Included in other debtors is an amount of £40,000 (2020: £161,147) pertaining to deferred consideration as disclosed in note 3, which was subsequently collected in January 2021.

Balances due from group companies are unsecured, interest free, have no fixed date of repayment and are repayable on demand.

### 8. Debtors: amounts due in more than one year

	2021	2020
	£	£
Deferred tax asset (see note 4)	193,855	-
	<b>193,855</b>	<b>-</b>

### 9. Creditors: amounts falling due within one year

	2021	2020
	£	£
Trade creditors	1,362,438	1,048,281
Other taxes and social security costs	261,769	492,724
Balances due to group companies	5,891	440,692
Accruals and deferred income	582,995	594,941
Other creditors	56,661	112,200
	<b>2,269,754</b>	<b>2,688,838</b>

Balances due to group companies are unsecured, interest free, have no fixed date of repayment and are repayable on demand.

# Sanlam Wealth Planning UK Limited

## Notes to the Financial Statements (continued)

### 10. Provisions

	Deferred tax	Restructure	Complaints Settlement	Clawback	Total
	£	£	£	£	£
At 1 January 2021	89,137	5,729	4,604	15,463	114,933
Utilised provision	(89,137)	(5,729)	-	-	(94,866)
Additional Provision	-	-	8,159	22,797	30,956
At 31 December 2021	-	-	12,763	38,260	51,023

A provision of £38,260 has been recognised for expected indemnity income clawback claims on indemnity products sold during the last four financial years.

The provision for complaints settlement of £12,763 has been recognised based on actuals for potential claims that have been lodged as at the balance sheet date.

A provision of £5,729 was released during 2021 as it was no longer required.

The deferred tax provision of £89,137 was utilised during the year (note 4).

All of the above provisions excluding deferred tax are expected to be utilised within a 12 month period.

### 11. Share capital

	2021	2020
	£	£
Authorised, Issued and Fully Paid		
5,500,010 (2020: 5,500,010) ordinary shares of £1 each	5,500,010	5,500,010

On 20 May 2020 1,750,000 ordinary shares were allotted at par value of £1 per share. Proceeds from the share issue were used by the Company to maintain its capital adequacy position as well as to support operations of the Company.

On 17 December 2020 1,000,000 ordinary shares were allotted at par value of £1 per share. Proceeds from the share issue were used by the Company to maintain its capital adequacy position as well as to support operations of the Company.

### 12. Capital contribution reserve

	2021
	£
At 1 January 2021	569,720
Adviser Incentives	228,444
At 31 December 2021	<u>798,164</u>

During the year adviser incentives were accrued on the Companies behalf by its parent company, Sanlam UK Limited.

# Sanlam Wealth Planning UK Limited

## Notes to the Financial Statements (continued)

### 13. Staff costs

The number of persons directly employed by the Company during the year was:

	2021	2020
	No.	No.
Administration staff	61	66
Advising staff	28	32
	<u>89</u>	<u>98</u>

The aggregate payroll costs including costs recharged from other companies within the Sanlam UK group (comprising "Sanlam UK Limited and its fellow subsidiaries") were:

	2021	2020
	£	£
Wages and salaries	4,279,478	4,234,044
Social security costs	366,457	387,908
Pension costs	200,628	249,155
	<u>4,846,563</u>	<u>4,871,107</u>

### 14. Directors' emoluments

The directors emoluments are based upon an agreed apportionment of directors costs across the businesses in which they perform their services as a director. Salary costs include the following:

	2021	2020
	£	£
Directors remuneration	138,866	109,151
Directors emoluments	3,199	-
Bonuses	9,556	7,926
Pension contributions	518	502
Other benefits	32,425	35,719
Long term incentive plans	<u>184,565</u>	<u>153,298</u>

The directors of the Company are also directors of Sanlam UK Limited and other group companies. The directors received total remuneration for the year of £152,139 (2020: £117,579), all of which was paid by either Sanlam UK Limited or the Company. The directors believe that it is practicable to apportion this amount between their services as directors of the Company and their services as directors of Sanlam UK Limited and the Company and fellow associate companies. Directors' remuneration includes salary and performance bonuses. The remuneration for the highest paid director was £68,667 (2020: £57,570). Three directors are also members of the long-term incentive scheme. Two directors exercised options over shares in the year (2020: nil). The highest paid director is a member of the long-term incentive scheme. The highest paid director did exercise options over shares in the year. No other benefits were due to the highest paid director.

# Sanlam Wealth Planning UK Limited

## Notes to the Financial Statements (continued)

### 15. Other Financial Commitments

The total of future minimum lease payments is set out below :

	Land and Buildings 2021 £	Land and Buildings 2020 £
Not later than one year	81,964	81,564
Within two to five years	81,508	52,672
	<b>163,472</b>	<b>134,236</b>

### 16. Related Parties

The following table provides the receivable balances with related parties at the year end:

	2021 £	2020 £
Company name		
Sanlam UK Ltd	422,561	1,763,341
Sanlam Life & Pensions UK Limited	-	88,600
English Mutual Limited	-	918,006
Sanlam Partnerships Limited	2,449	127,152
Sanlam Private Investments (UK) Limited	92,898	-
Sanlam Wealth Planning Holdings UK Limited	157,134	-
Sanlam Investments UK Limited	19,487	-
	<b>694,529</b>	<b>2,897,099</b>

The following table provides the payable balances with related parties at the year end:

	2021 £	2020 £
Company name		
Sanlam Life & Pensions UK Limited	(5,891)	-
Sanlam Wealth Planning Holdings UK Limited	-	320,427
Sanlam Investments UK Limited	-	8,070
Sanlam Private Investments (UK) Limited	-	112,195
Avidus Scott Lang & Co.Limited	3,577	-
	<b>(2,314)</b>	<b>440,692</b>

## **Sanlam Wealth Planning UK Limited**

### **Notes to the Financial Statements (continued)**

#### **16. Related Parties (continued)**

The transactions with Sanlam UK Ltd during the year relate to expense recharges totalling £51,577 (2020: £739,746), staff recharges totalling £1,289,203 (2020: £1,017,074). A balance of £422,561 (2020: £1,763,341 was due to) was outstanding at the year end.

The transactions with Sanlam Life & Pensions UK Limited during the year relate to expense recharges totalling £63,315 (2020: £156,362), staff recharges totalling £157,806 (2020: £204,295). A balance of £5,891 (2020: £88,600 was due from) was outstanding at the year end.

The transactions with English Mutual Limited during the year relate to expense recharges totalling £316,351 (2020: £188,426), staff recharges totalling £31,603 (2020: £281,643), intercompany settlement to English Mutual Limited totalling £458,215 (2020: £748,789) and income due to English Mutual £807,745 (2020: £2,055,749). The balance was settled in full in 2021 (2020: £918,006) .

The transactions with Sanlam Partnerships Limited during the year relate to expense recharges totalling £387,927 (2020: £71,458), staff recharges totalling £76,626 (2020: £101,888) and intercompany settlement paid from Sanlam Partnerships Limited £589,256 (2020: £211,743). A balance of £2,449 (2020: £127,152) was outstanding at the year end.

The transactions with Sanlam Wealth Planning Holdings UK Limited during the year relate to expense recharges totalling £376,784 (2020: £373,084) and intercompany settlement of £100,777 (2020: £5,491,489). A balance of £157,134 (2020: £320,427 was due from) was outstanding at the year end.

The transactions with Sanlam Investments UK Limited during the year relate to Intercompany invoices. A balance of £19,487 (2020: £8,070 was due from) was outstanding at the year end.

The transactions with Sanlam Private Investments (UK) Limited during the year relate to net expenses and staff recharges totalling £28,459 (2020: £264,097). Repayments of £161,284 were made during 2021 leaving a balance of £92,898 (2020: £112,195 was due from) outstanding at the year end.

The transactions with Avidus Scott Lang during the year relate to revenue owed £3,577 (: £nil was due from) outstanding at the year end.

## **Sanlam Wealth Planning UK Limited**

### **Notes to the Financial Statements (continued)**

#### **17. Controlling party**

The ultimate parent undertaking, Sanlam Limited, is incorporated in South Africa and is the parent of the only group of undertakings for which group Financial Statements are drawn up and of which the Company is a member.

Group financial statements may also be viewed on the ultimate parent company's website: [www.Sanlam.co.za](http://www.Sanlam.co.za).

The immediate parent undertaking is Sanlam Wealth Planning Holdings UK Limited, which is incorporated and registered in the United Kingdom.

#### **18. Post Balance Sheet Events**

On 14 February 2022, the option agreement with Oaktree was granted regulatory approval by the FCA and is expected to close on 30 April 2022. Sanlam UK Limited will sell its UK wealth division (including the Company) to Oaktree for a total consideration of £140 million.