

**Registered number: 09857080**

**ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED**

**ANNUAL REPORT AND FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2019**



**ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED**

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**ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED**

**COMPANY INFORMATION**

**DIRECTORS**

Rebecca Jane Lewis  
Hugo William James Robinson  
Gordon Yeo Tian Wee

**COMPANY SECRETARY**

Tricor Services Europe LLP  
Tricor Suite, 4<sup>th</sup> Floor  
50 Mark Lane  
London  
EC3R 7QR

**REGISTERED NUMBER**

09857080

**REGISTERED OFFICE**

Tricor Suite, 4<sup>th</sup> Floor  
50 Mark Lane  
London  
EC3R 7QR

**INDEPENDENT AUDITORS**

PricewaterhouseCoopers LLP  
Chartered Accountants and Statutory Auditors  
One Kingsway  
Cardiff  
CF10 3PW

## **ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED**

### **STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2019**

The directors present the Strategic Report of Arisaig Partners Research Services (UK) Limited (the "Company") for the year ended 31 December 2019.

### **BUSINESS REVIEW**

Arisaig Partners Research Services (UK) Limited (the "Company") is a private company limited by shares and is domiciled in England and Wales. The Company is 100% owned by its parent company, Arisaig Partners (Holdings) Ltd.

The profit for Arisaig Partners Research Services (UK) Limited (the "Company") for the financial year was £537,877 (2018: £235,777). The principal activity of the Company is the provision of investment advisory services to a group company. There were no changes to the business or its operations during the financial year.

Administrative expenses of the Company increased from £2,966,113 during the financial year ended 31 December 2018 ("2018") to £6,826,807 during the financial year ended 31 December 2019 ("2019"). This was mainly driven by an increase in staff costs of £2,861,301, from £2,512,086 in 2018, to £5,373,387 in 2019, due to the addition of staff to support investment advisory services.

Accordingly, the revenue of the Company increased from £3,262,724 in 2018 to £7,509,637 in 2019.

Total shareholders' funds at the financial year ended 2019 are £908,009 (2018: £370,132).

### **KEY PERFORMANCE INDICATORS**

Given the nature of the business, the Company's directors are of the opinion that no additional key performance indicators are necessary for an understanding of the development, performance and position of the Company other than the performance and position shown in the Statement of Comprehensive Income and Balance Sheet on pages 8 and 9.

### **PRINCIPAL RISKS AND UNCERTAINTIES**

The Company provides investment advisory services to a group company. The agreement governing this investment advisory service can be terminated by giving a three months' notice by either party. The success of the Company is dependent on the provision of this investment advisory service to the group company.

This report was approved by the board on 22 January 2021 and signed on its behalf by:



**Gordon Yeo Tian Wee**  
Director

## **ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED**

### **DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2019**

The directors present the annual report and the audited financial statements for Arisaig Partners Research Services (UK) Limited (the "Company") for the year ended 31 December 2019.

### **PRINCIPAL ACTIVITIES**

The principal activity of the Company is the provision of investment advisory services to a group company. This includes providing written research materials to the group company and identifying investments in consumer companies that meet the objective of achieving long-term capital growth. In doing so, the Company is entitled to receive fees amounting to the aggregate of all costs incurred as a result of providing these services, plus 10% of such costs, as stipulated in the Research Services Agreement between the Company and the group company.

### **RESULTS AND DIVIDENDS**

The profit for the financial year amounted to £537,877 (2018: £235,777).

There were no dividends recommended by the directors, declared or paid during the year (2018: £Nil).

### **DIRECTORS**

The directors who served during the year and up to the date of signing the financial statements were as follows:

Rebecca Jane Lewis	
Hugo William James Robinson	(Appointed 6 October 2020)
Gordon Yeo Tian Wee	(Appointed 20 August 2020)
Mari Grundy	(Appointed 20 August 2020; Resigned 13 November 2020)
Antony James Edwards	(Appointed 20 August 2020; Resigned 13 November 2020)
Lucy Elizabeth Carmody	(Appointed 2 November 2019; Resigned 11 February 2020)
Chua Chee Seng	(Resigned 4 July 2019)

### **DIRECTORS' INDEMNITIES**

The Company purchased and maintained throughout the financial year and up to the date of approval of the financial statements Directors' and officers' liability insurance, which also provides qualifying third-party indemnity.

### **FINANCIAL RISK MANAGEMENT**

There are no material financial risks to the Company on the basis of its operations.

### **FUTURE DEVELOPMENTS**

The Company intends to broaden its services to include strategic corporate services to other group companies, which comprise of:

- Providing support on non-investment related matters, such as overseeing operational matters and professional development of the various research teams;
- Leading Environmental, Social and Governance initiatives; and
- Meeting and interacting with existing and prospective investors of the investment funds, for which the group company acts as investment advisor.

## **ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED**

### **DIRECTORS' REPORT (continued) FOR THE YEAR ENDED 31 DECEMBER 2019**

#### **COVID-19 UPDATE**

Subsequent to the outbreak of the Coronavirus Disease 2019 ("COVID-19 outbreak") in early 2020, a series of government measures to curb the COVID-19 outbreak has been and continues to be implemented throughout the country. These include quarantines, travel and border restrictions, which have led to business disruptions, lower consumer demand and general economic uncertainty.

The Directors have assessed the COVID-19 outbreak as a non-adjusting post balance sheet event and have evaluated the impact of the COVID-19 outbreak on the Company, including preparing cash flow projections for the business, and have determined that there is no material impact on the Company and that no additional items require disclosure.

The Company continues to monitor the development of the COVID-19 outbreak and its impact on the Company's business.

#### **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 regulation.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have prepared the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland", and applicable law).

Under company law, 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 the financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- state whether applicable United Kingdom Accounting Standards, comprising FRS 102 have been followed, subject to any material departures disclosed and explained in the financial statements;
- make judgements and accounting estimates that are reasonable and prudent; 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 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.

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.

#### **DIRECTORS' CONFIRMATIONS**

In the case of each director in office at the date the directors' report is approved:

- so far as the director is aware, there is no relevant audit information of which the Company's auditors are unaware; and
- they have taken all the steps that they ought to have taken as a director in order to make themselves aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

**ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED**

**DIRECTORS' REPORT (continued)  
FOR THE YEAR ENDED 31 DECEMBER 2019**

**INDEPENDENT AUDITORS**

Under section 487(2) of the Companies Act 2006, PricewaterhouseCoopers LLP will be deemed to have been reappointed as auditors 28 days after these financial statements were sent to members or 28 days after the latest date prescribed for filing the accounts with the registrar, whichever is earlier.

This report was approved by the board on 22 January 2021 and signed on its behalf by:



**Gordon Yeo Tian Wee**  
Director

ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED

## ***Independent auditors' report to the members of Arisaig Partners Research Services (UK) Limited***

### **Report on the audit of the financial statements**

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#### **Opinion**

In our opinion, Arisaig Partners Research Services (UK) Limited's financial statements:

- give a true and fair view of the state of the Company's affairs as at 31 December 2019 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland", and applicable law); and
- have been prepared in accordance with the requirements of the Companies Act 2006.

We have audited the financial statements, included within the Annual Report and Financial Statements (the "Annual Report"), which comprise: the Balance Sheet as at 31 December 2019; the Statement of Comprehensive Income and the Statement of Changes in Equity for the year then ended; and the notes to the financial statements, which include a description of the significant accounting policies.

#### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs (UK)") and applicable law. Our responsibilities under ISAs (UK) are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **Independence**

We remained independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, which includes the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

#### **Conclusions relating to going concern**

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

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

However, because not all future events or conditions can be predicted, this statement is not a guarantee as to the Company's ability to continue as a going concern.

#### **Reporting on other information**

The other information comprises all of the information in the Annual Report other than the financial statements and our auditors' report thereon. The directors are responsible for the other information. Our opinion on the financial statements does not cover the other information and, accordingly, we do not express an audit opinion or, except to the extent otherwise explicitly stated in this report, any form of assurance thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If we identify an apparent material inconsistency or material misstatement, we are required to perform procedures to conclude whether there is a material misstatement of the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report based on these responsibilities.

With respect to the Strategic Report and Directors' Report, we also considered whether the disclosures required by the UK Companies Act 2006 have been included.

Based on the responsibilities described above and our work undertaken in the course of the audit, ISAs (UK) require us also to report certain opinions and matters as described below.



**ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED**

## ***Independent auditors' report to the members of Arisaig Partners Research Services (UK) Limited (continued)***

### ***Strategic Report and Directors' Report***

In our opinion, based on the work undertaken in the course of the audit, the information given in the Strategic Report and Directors' Report for the year ended 31 December 2019 is consistent with the financial statements and has been prepared in accordance with applicable legal requirements.

In light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we did not identify any material misstatements in the Strategic Report and Directors' Report.

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### **Responsibilities for the financial statements and the audit**

#### ***Responsibilities of the directors for the financial statements***

As explained more fully in the Statement of directors' responsibilities in respect of the financial statements, the directors are responsible for the preparation of the financial statements in accordance with the applicable framework and for being satisfied that they give a true and fair view. The directors are also 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.

In preparing the financial statements, the directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

#### ***Auditors' responsibilities for the audit of the financial statements***

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

A further description of our responsibilities for the audit of the financial statements is located on the FRC's website at: [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditors' report.

#### ***Use of this report***

This report, including the opinions, has been prepared for and only for the Company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

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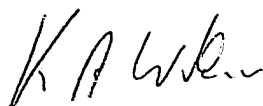
## **Other required reporting**

### **Companies Act 2006 exception reporting**

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

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

We have no exceptions to report arising from this responsibility.



Kevin Williams (Senior Statutory Auditor)  
for and on behalf of PricewaterhouseCoopers LLP  
Chartered Accountants and Statutory Auditors  
Cardiff  
22 January 2021

**ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED****STATEMENT OF COMPREHENSIVE INCOME  
FOR THE YEAR ENDED 31 DECEMBER 2019**

	<b>Note</b>	<b>2019 £</b>	<b>2018 £</b>
Turnover	3	7,509,637	3,262,724
Administrative expenses		(6,826,807)	(2,966,113)
<b>Operating profit and profit before taxation</b>	4	<b>682,830</b>	<b>296,611</b>
Tax on profit	8	(144,953)	(60,834)
<b>Profit for the financial year</b>		<b>537,877</b>	<b>235,777</b>

The Company had no other comprehensive income during the year.

The notes on pages 11 to 19 form part of these financial statements.

**ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED**

Registered number: 09857080

**BALANCE SHEET  
AS AT 31 DECEMBER 2019**

	Note	2019 £	2018 £
<b>Fixed assets</b>			
Tangible assets	9	9,282	4,656
<b>Current assets</b>			
Debtors: amounts falling due within one year	10	4,590,408	524,746
Cash at bank and in hand		355,296	1,841,787
		<u>4,945,704</u>	<u>2,366,533</u>
Creditors: amounts falling due within one year	11	(4,015,170)	(1,989,868)
<b>Net current assets</b>		<u>930,534</u>	<u>376,665</u>
<b>Total assets less current liabilities</b>		<u>939,816</u>	<u>381,321</u>
Creditors: amounts falling due after more than one year		(31,807)	(11,189)
<b>Net assets</b>		<u>908,009</u>	<u>370,132</u>
<b>Capital and reserves</b>			
Called up share capital	13	1	1
Profit and loss account		908,008	370,131
<b>Total shareholders' funds</b>		<u>908,009</u>	<u>370,132</u>

The financial statements on pages 8 to 19 were approved and authorised for issue by the board on 22 January 2021 and were signed on its behalf by:



**Gordon Yeo Tian Wee**  
Director

The notes on pages 11 to 19 form part of these financial statements.

**ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED****STATEMENT OF CHANGES IN EQUITY  
FOR THE YEAR ENDED 31 DECEMBER 2019**

	<b>Called up share capital £</b>	<b>Profit and loss account £</b>	<b>Total shareholders' funds £</b>
<b>At 1 January 2019</b>	<b>1</b>	<b>370,131</b>	<b>370,132</b>
<b>Comprehensive income for the year</b>			
Profit for the financial year	-	537,877	537,877
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>537,877</b>	<b>537,877</b>
<b>At 31 December 2019</b>	<b>1</b>	<b>908,008</b>	<b>908,009</b>

**FOR THE YEAR ENDED 31 DECEMBER 2018**

	<b>Called up share capital £</b>	<b>Profit and loss account £</b>	<b>Total shareholders' funds £</b>
<b>At 1 January 2018</b>	<b>1</b>	<b>134,354</b>	<b>134,355</b>
<b>Comprehensive income for the year</b>			
Profit for the financial year	-	235,777	235,777
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>235,777</b>	<b>235,777</b>
<b>At 31 December 2018</b>	<b>1</b>	<b>370,131</b>	<b>370,132</b>

The notes on pages 11 to 19 form part of these financial statements.

## **ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED**

### **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019**

#### **1. ACCOUNTING POLICIES**

##### **1.1 GENERAL INFORMATION**

Arisaig Partners Research Services (UK) Limited (the "Company") undertakes the provision of investment advisory services to another group company.

The Company is a private company limited by shares and is incorporated and domiciled in England and Wales. The address of its registered office is stated in the Company Information on page 1 of these financial statements.

##### **1.2 BASIS OF PREPARATION OF FINANCIAL STATEMENTS**

The financial statements have been prepared on the going concern basis, under the historical cost convention and in accordance with Financial Reporting Standard 102 ("FRS 102"), the Financial Reporting Standard applicable in the United Kingdom and the Republic of Ireland and the Companies Act 2006.

The Company has assessed the COVID-19 outbreak on its ability to continue as a going concern, including preparing cash flow projections for the business, and has determined that, to date, there has been no material impact on its business. Consequently, no additional disclosures are required.

The principal accounting policies, which have been applied consistently throughout the year, are set out below.

##### **1.3 RELATED PARTY TRANSACTIONS**

The Company discloses transactions with related parties which are not wholly owned within the same group. It does not disclose transactions with members of the same group that are wholly owned.

##### **1.4 EXEMPTIONS FOR QUALIFYING ENTITIES UNDER FRS 102**

The Company has taken advantage of the following disclosure exemptions in preparing these financial statements, as permitted by the FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland":

- the requirements of Section 4 Statement of Financial Position paragraph 4.12(a)(iv);
- the requirements of Section 7 Statement of Cash Flows;
- the requirements of Section 3 Financial Statement Presentation paragraph 3.17(d);
- the requirements of Section 11 Financial Instruments paragraphs 11.39 to 11.48A;
- the requirements of Section 12 Other Financial Instruments paragraphs 12.26 to 12.29;
- the requirements of Section 33 Related Party Disclosures paragraph 33.7.

This information is included in the consolidated financial statements of Arisaig Partners (Holdings) Ltd as at 31 December 2019 and these financial statements may be obtained from 6 Lorong Telok, #02-01, Singapore 049019.

## ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

#### 1. ACCOUNTING POLICIES (continued)

##### 1.5 TURNOVER

Revenue consists of fees received and receivable for the provision of investment advisory services to Arisaig Partners (Asia) Pte Ltd (the "Group Company").

Revenue is recognised when investment advisory services are rendered by the Company. In accordance with the investment advisory agreements, the Company is entitled to receive from its clients, fees payable monthly in arrears equal to 10% mark-up of the costs incurred in providing such investment advisory services during the relevant months.

##### 1.6 TANGIBLE ASSETS

Tangible assets are stated at historical cost less accumulated depreciation and any accumulated impairment losses. Historical cost includes expenditure that is directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management.

The Company adds to the carrying amount of an item of fixed assets the cost of replacing part of such an item when that cost is incurred, if the replacement part is expected to provide incremental future benefits to the Company. The carrying amount of the replaced part is derecognised. Repairs and maintenance are charged to profit or loss during the period in which they are incurred.

Depreciation is charged so as to allocate the cost of assets less their residual value over their estimated useful lives, using the straight-line method.

Depreciation is provided on the following bases:

Fixtures and Fittings	-	33% straight line
Office equipment	-	33% straight line

The assets' residual values, useful lives and depreciation methods are reviewed, and adjusted prospectively if there is an indication of a significant change since the last reporting date.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised within 'administrative expenses' in the Statement of Comprehensive Income.

##### 1.7 OPERATING LEASES

Rentals paid under operating leases are charged to the Statement of Comprehensive Income on a straight-line basis over the period of the lease.

##### 1.8 DEBTORS

Short term debtors are measured at transaction price, less any impairment.

The Company has been required to lodge security deposits with third parties under terms of lease and other agreements entered into by the Company. These amounts are included as debtors within these financial statements.

## **ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED**

### **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019**

#### **1. ACCOUNTING POLICIES (continued)**

##### **1.9 CASH AT BANK AND IN HAND**

Cash is represented by cash in hand and deposits with financial institutions repayable without penalty on notice of not more than 24 hours. Cash equivalents are highly liquid investments that mature in no more than three months from the date of acquisition and that are readily convertible to known amounts of cash with insignificant risk of change in value.

##### **1.10 FINANCIAL INSTRUMENTS**

The Company enters into basic financial instruments transactions that result in the recognition of financial assets and liabilities.

Debt instruments that are payable or receivable within one year, typically trade payables or receivables, are measured, initially and subsequently, at the undiscounted amount of the cash or other consideration, expected to be paid or received.

Financial assets that are measured at cost and amortised cost are assessed at the end of each reporting period for objective evidence of impairment. If objective evidence of impairment is found, an impairment loss is recognised in the Statement of Comprehensive Income.

For financial assets measured at cost less impairment, the impairment loss is measured as the difference between an asset's carrying amount and recoverable amount, which is the higher of the fair value of the asset less costs to sell and the value in use of the asset.

Financial assets and liabilities are offset and the net amount reported in the Balance Sheet when there is an enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

##### **1.11 CREDITORS**

Short term creditors are measured at the transaction price. Long term creditors are measured initially and subsequently, at the undiscounted amount of the cash or other consideration expected to be paid.

##### **1.12 FOREIGN CURRENCY TRANSLATION**

###### **Functional and presentation currency**

The Company's functional and presentational currency is the Pound Sterling ("£").

###### **Transactions and balances**

Foreign currency transactions are translated into the functional currency using the spot exchange rates at the dates of the transactions.

At each year end, foreign currency monetary items are translated using the closing rate.

Non-monetary items measured at historical cost are translated using the exchange rate at the date of the transaction and non-monetary items measured at fair value are measured using the exchange rate when fair value was determined.

Foreign exchange gains and losses resulting from the settlement of transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the Statement of Comprehensive Income.

**ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED****NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2019****1. ACCOUNTING POLICIES (continued)****1.13 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.

**1.14 TAXATION**

Tax is recognised in the Statement of Comprehensive Income, except that a change attributable to an item of income and expense recognised as other comprehensive income or to an item recognised directly in equity is also recognised in other comprehensive income or directly in equity respectively.

The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted at the balance sheet date.

**2. JUDGMENTS IN APPLYING ACCOUNTING POLICIES AND KEY SOURCES OF ESTIMATION UNCERTAINTY**

The Company did not make any significant judgments and estimates in applying accounting policies during the financial years ended 31 December 2018 and 31 December 2019.

**3. TURNOVER**

The Company has an Investment Advisory Agreement with the Group Company to provide investment advice in relation to investment funds in which the Group Company acts as investment advisor. In accordance with this agreement, the Company is entitled to receive from the Group Company a fee, payable monthly in arrears, equivalent to all costs incurred by the Company in the provision of investment advice to the Group Company, plus a mark-up of 10% of such costs. The investment advisory fee receivable from this agreement amounted to £7,509,637 (2018: £3,262,724). All revenues are generated in the United Kingdom.

**4. OPERATING PROFIT AND PROFIT BEFORE TAXATION**

The operating profit is stated after charging:

	2019 £	2018 £
Foreign exchange loss	<u>2,716</u>	<u>4,311</u>



**ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED****NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2019****5. AUDITORS' REMUNERATION**

	2019 £	2018 £
Fees to the Company's auditors for the audit of the Company's financial statements	10,000	10,000
<b>Fees to the Company's auditors in respect of:</b>		
Taxation compliance services	5,150	6,254
All other services	32,621	20,672
	<u>37,771</u>	<u>26,926</u>

All other services include payroll processing, tax advisory and iXBRL filing services.

**6. EMPLOYEES**

	2019 £	2018 £
Staff costs were as follows:		
Wages and salaries	4,726,375	2,212,018
Social security costs	633,616	297,302
Other pension costs	13,396	2,766
	<u>5,373,387</u>	<u>2,512,086</u>

The average monthly number of employees, during the year was as follows:

	2019 Number	2018 Number
Employees	13	4

**7. DIRECTORS' REMUNERATION**

	2019 £	2018 £
Directors' emoluments	1,851,219	1,445,155
Performance fee share bonus awarded on 31 December 2017 and vesting on 31 December 2020	20,618	11,189
Total directors' remuneration	<u>1,871,837</u>	<u>1,456,344</u>

**ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED****NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2019****7. DIRECTORS' REMUNERATION (continued)**

The highest paid director received remuneration of £1,782,319 (2018: 1,456,344).

Director's emoluments above exclude employer's national insurance contributions of £255,616 (2018: £199,674).

**8. TAX ON PROFIT**

	2019 £	2018 £
<b>Current tax</b>		
Current tax for the financial year	<b>144,953</b>	60,834
Total current tax	<b>144,953</b>	60,834

**FACTORS AFFECTING TAX CHARGE FOR THE YEAR**

The tax assessed for the year is higher than (2018: higher than) the standard rate of corporation tax in the UK of 19% (2018: 19%). The differences are explained below:

	2019 £	2018 £
Profit before taxation	<b>682,830</b>	296,611
Profit multiplied by the standard rate of corporation tax in the UK of 19% (2018: 19%)	<b>129,738</b>	56,356
<b>Effects of:</b>		
Adjustment in respect of non-taxable expense	<b>15,215</b>	4,478
<b>Total tax charge for the year</b>	<b>144,953</b>	60,834
<b>Effective rate of 21.23% (2018: 20.51%)</b>		

**FACTORS THAT MAY AFFECT FUTURE TAX CHARGES**

Changes to the UK Corporation tax rates were substantively enacted on 7 September 2016 to reduce the main rate of Corporation tax to 17% from 1 April 2020 and deferred tax balances at the balance sheet date have been measured using this rate.

Subsequent to the balance sheet date, a further change was substantively enacted on 17 March 2020 to maintain the rate at 19%.

**ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED****NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2019****9. TANGIBLE ASSETS**

	<b>Fixtures and Fittings £</b>	<b>Office Equipment £</b>	<b>Total £</b>
<b>Cost</b>			
At 1 January 2019	15,000	5,108	20,108
Additions	2,931	7,443	10,374
Disposals	(8,000)	-	(8,000)
<b>At 31 December 2019</b>	<b>9,931</b>	<b>12,551</b>	<b>22,482</b>
<b>Accumulated Depreciation</b>			
At 1 January 2019	14,250	1,202	15,452
Charged in the year	1,564	4,184	5,748
Disposals	(8,000)	-	(8,000)
<b>At 31 December 2019</b>	<b>7,814</b>	<b>5,386</b>	<b>13,200</b>
<b>Net book value</b>			
<b>At 31 December 2019</b>	<b>2,117</b>	<b>7,165</b>	<b>9,282</b>
<b>At 31 December 2018</b>	<b>750</b>	<b>3,906</b>	<b>4,656</b>

**10. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR**

	<b>2019 £</b>	<b>2018 £</b>
Amounts owed by group undertakings	4,390,008	401,282
Other debtors	135,204	85,380
Prepayments	65,196	38,084
	<b>4,590,408</b>	<b>524,746</b>

Amounts owed by group undertakings are trading balances, are unsecured and are interest free.

Other debtors include deposits of £117,738 (2018: £82,950) held by third parties under agreements entered into by the Company. These are due in more than 12 months from the Balance Sheet date.

**ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED****NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2019****11. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR**

	2019 £	2018 £
Amounts owed to group undertakings	-	39,259
Corporation tax	148,289	60,183
Other taxation and social security	2,075,241	993,980
Other creditors	4,912	17,662
Accruals	1,786,728	878,784
	<u>4,015,170</u>	<u>1,989,868</u>

Amounts owed to group undertakings are unsecured, non-interest bearing and repayable on demand.

**12. FINANCIAL INSTRUMENTS**

	2019 £	2018 £
<b>Financial assets</b>		
Financial assets that are debt instruments measured at amortised cost	<u>4,525,212</u>	<u>401,282</u>
<b>Financial liabilities</b>		
Financial liabilities measured at amortised cost	<u>1,791,640</u>	<u>(1,929,685)</u>

Financial assets measured at amortised cost comprise amounts owed by group undertakings and other debtors.

Financial liabilities measured at amortised cost comprise amounts owed to group undertakings, other creditors and accruals.

**13. CALLED UP SHARE CAPITAL**

	2019 £	2018 £
<b>Allotted, called up and fully paid</b>		
1 (2018: 1) ordinary share of £1 (2018: £1)	<u>1</u>	<u>1</u>

**ARISAIG PARTNERS RESEARCH SERVICES (UK) LIMITED****NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2019****14. RELATED PARTY TRANSACTIONS**

Other than transactions with related parties who are wholly owned in the Arisaig group, there are no related party transactions. As per note 1.3 and 1.4, such transactions do not require disclosure.

**15. ULTIMATE PARENT COMPANY AND CONTROLLING PARTY**

The Company's immediate parent undertaking is Arisaig Partners (Holdings) Ltd, a company incorporated in Mauritius. Arisaig Partners (Holdings) Ltd is the parent of the smallest group of undertakings for which group financial statements are drawn up.

The ultimate parent undertaking and ultimate controlling party of the Company is Skye Partners Limited, which is incorporated in Mauritius. Skye Partners Limited was initially incorporated as Sannox Holdings Ltd, a company incorporated in the British Virgin Islands, and thereafter redomiciled to Mauritius on 18 June 2003. On 28 May 2008, the name of Sannox Holdings Ltd was changed to Skye Partners Limited.

Skye Partners Limited is owned equally by three family Trusts as at 31 December 2019. The financial statements of Skye Partners Limited are not publicly available.

Management continues to prepare consolidated financial statements for Arisaig Partners (Holdings) Ltd which is a subsidiary of Skye Partners Limited as at 31 December 2019, which includes the results of the Company and can be obtained from 6 Lorong Telok, #02-01, Singapore 049019.

**16. COMMITMENTS**

At the balance sheet date, the Company had commitments in respect of its rental agreements for its offices.

	2019 £	2018 £
Within one year	378,000	252,000
Between one and five years	256,000	-
	<u>634,000</u>	<u>252,000</u>

**17. SUBSEQUENT EVENTS**

Subsequent to the outbreak of the Coronavirus Disease 2019 ("COVID-19 outbreak") in early 2020, a series of government measures to curb the COVID-19 outbreak has been and continues to be implemented throughout the country. These include quarantines, travel and border restrictions, which have led to business disruptions, lower consumer demand and general economic uncertainty.

The Directors have assessed the COVID-19 outbreak as a non-adjusting post balance sheet event and have evaluated the impact of the COVID-19 outbreak on the Company, including preparing cash flow projections for the business, and have determined that there is no material impact on the Company and that no additional items require disclosure.