Marathon Asset Management LLP

Report and Financial Statements

31 March 2020



Members

W J Arah N M Ostrer Marathon Asset Management (Services) Limited J J Hosking (non-executive member)

Auditor

Ernst & Young LLP 25 Churchill Place London E14 5EY

Bankers

Bank of Scotland Plc 33 Old Broad Street London EC2N 1HZ

Registered Office

Orion House 5 Upper St Martin's Lane London WC2H 9EA Registered No. OC305964

Members' report

The Members present their report and financial statements of Marathon Asset Management LLP (the "LLP" or "Partnership") for the year ended 31 March 2020.

Principal activities and review of the business

The Partnership provides investment management services to institutional investors in various geographical locations including North America, Europe, South Africa and Australia. It is regulated by the Financial Conduct Authority and is registered as an investment advisor with the US Securities and Exchanges Commission. Pillar 3 disclosures are made on the Partnership's website.

Results and profit allocations

The Members are satisfied with the performance of the Partnership during the year and the current balance sheet position, with members' interests amounting to £63,694,579 (2019 – £61,473,623).

Future developments

There are no plans which will significantly change the activities and risks of the LLP in the coming year.

Principal risks and uncertainties

The key risks for the LLP include falling world markets and a decline in investment performance relative to those markets. With approximately 17% of the LLP's clients on performance-related fee schedules, the immediate risks to the LLP of underperforming funds are a decline in revenues, and the longer-term risk of client losses. Performance over the 12-month period was mixed as markets tumbled during the first quarter of 2020. The Global Select and UK Equity funds, although weak in absolute terms, outperformed the benchmark over the period. The other funds underperformed the benchmark in a difficult environment, largely as a result of a bias to small and mid-cap names which underperformed the broader market. Performance fee revenues in the year represent approximately 3% of total fee revenues (2019 – 2%).

The LLP also faces structural risks such as a shift in asset allocations by investors away from equities. As over 96% of the LLP's fee revenues are non-sterling denominated, it is also exposed to foreign exchange fluctuations.

Operational risks can be defined as the risk of losses that arise through the inadequacy or failure of internal procedures, people or systems, or as a consequence of external events. The Members consider that there are adequate internal systems and controls in place to manage and mitigate operational risks to acceptable levels.

Members' profit allocation

Any profits are shared among the Members in accordance with the terms of the Partnership Deed dated 2 September 2004 (as amended).

Mem bers

The Members of the Partnership during the year were as follows:

W J Arah N M Ostrer Marathon Asset Management (Services) Limited J J Hosking (non-executive member)

Policy with respect to members' drawings and subscriptions and repayment of members' capital

Policies for members' drawings, subscriptions and repayment of members' capital are governed by the Partnership Deed.

Members' report (continued)

Going concern

The LLP has considerable financial resources. It is envisaged that assets under management will be maintained at such a level that the related management fee income will continue to comfortably exceed costs during the next twelve months.

The Members have assessed the going concern status of the LLP and concluded that the LLP has adequate resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the financial statements.

Covid-19

Following the advice issued by the UK Government in March 2020 regarding employees working from home and other social distancing measures, the Partnership has engaged with its service provider, Marathon Asset Management (Services) Limited, to enact procedures to facilitate this and has a detailed plan that enables an effective operation to continue whilst employees are not physically present in the office. The Members do not foresee an impact on the entity's ability to continue as a Going Concern.

Brexit

Despite agreement in October 2019 of an exit deal with the EU there remains a level of risk and uncertainty as the regulatory environment continues to develop. The Members will continue to monitor developments but currently believe that the ability to operate the business should remain largely unaffected by the UK's exit from the EU.

Auditor

Ernst & Young LLP will be proposed for reappointment by the Members.

Approved by the Members and signed on their behalf

Neil Ostrer 26 June 2020

Statement of members' responsibilities

The Designated Members (W J Arah, N M Ostrer and J J Hosking) are responsible for preparing the annual report and the financial statements in accordance with applicable law and regulations.

Legislation applicable to limited liability Partnerships (Companies Act 2006 as modified by the Limited Liability Partnerships (Accounts and Audit) (Application of Companies Act 2006) Regulations 2008) requires the Designated Members to prepare financial statements for each financial year. Under that law the Members have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards) including FRS 102 'The Financial reporting standard applicable to the UK and Republic of Ireland' and applicable law. Under the relevant legislation the Designated Members 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 LLP and of the profit or loss of the LLP for that period. In preparing those financial statements, the Designated Members are required to:

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

The Designated Members are responsible for keeping adequate accounting records that are sufficient to show and explain the LLP's transactions and disclose with reasonable accuracy at any time the financial position of the LLP and enable them to ensure that the financial statements comply with the Companies Act 2006 as modified by the Limited Liability Partnerships (Accounts and Audit) (Application of Companies Act 2006) Regulations 2008. They are also responsible for safeguarding the assets of the LLP and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Independent Auditor's Report

to the Members of Marathon Asset Management LLP

Opinion

We have audited the financial statements of Marathon Asset Management LLP for the year ended 31 March 2020 which comprise the Statement of Comprehensive Income, the Reconciliation of Members' Interests, the Statement of Financial Position, the Statement of Cash Flows and the related notes 1 to 10, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including FRS 102 'The Financial Reporting Standard applicable to the UK and Republic of Ireland.

In our opinion the financial statements:

- give a true and fair view of the state of the limited liability Partnership's affairs as at 31 March 2020 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; including FRS 102 'The Financial Reporting Standard applicable to the UK and Republic of Ireland; and
- have been prepared in accordance with the requirements of the Companies Act 2006 as applied to limited liability Partnerships.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report below. We are independent of the limited liability Partnership in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

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

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

Other information

The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. The Members are responsible for the other information.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

Independent Auditor's Report (continued)

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

We have nothing to report in this regard.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 as applied to limited liability Partnerships requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- we have not received all the information and explanations we require for our audit.

Responsibilities of members

As explained more fully in the Members' Responsibilities Statement set out on page 4, the Members are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Members 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 Members are responsible for assessing the Partnership'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 Members either intend to liquidate the Partnership or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

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

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at https://www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

Independent Auditor's Report (continued)

Use of our report

This report is made solely to the Members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006 as applied to Limited Liability Partnerships. Our audit work has been undertaken so that we might state to the 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 limited liability Partnership and the limited liability Partnership's members as a body, for our audit work, for this report, or for the opinions we have formed.

David Reeves (Senior statutory auditor)

Ernst + Young LLP

for and on behalf of Ernst & Young LLP, Statutory Auditor

London

29 June 2020

Statement of Comprehensive Income

for the year ended 31 March 2020

		2020	2019
	Notes	£	£
T.,			
Turnover			
Management fees	2	202,215,376	220,420,793
Other income		8,755	22,359
Expenses			
Expenses recharged from Marathon Asset Management			
(Services) Limited		(66,950,189)	(69,850,639)
Operating expenses		(1,651,797)	(1,116,739)
Operating Profit	3	133,622,145	149,475,774
Interest receivable and similar income		84,030	95,838
Foreign exchange gain		3,315,667	3,332,339
Net profit for the financial year available for division among			
members		137,021,842	152,903,951

All amounts relate to continuing activities.

Reconciliation of Members' Interests

for the year ended 31 March 2020

			Total members'	Loans and amounts due	
	Members' capital	Other reserves	other interests	to/(from)	Members' total interests
	£	£	£	£	£
At 1 April 2018	6,300,000	50,936,665	57,236,665	3,210,786	60,447,451
Profits for the year	-	152,903,951	152,903,951	-	152,903,951
Profits allocated	-	(152,003,313)	(152,003,313)	152,003,313	-
Distributed to members	-	-	-	(152,003,313)	(152,003,313)
Other receipts	-	-	-	4,330,763	4,330,763
At 31 March 2019	6,300,000	51,752,856	58,052,856	3,420,767	61,473,623
		127.001.010	127.021.012		
Profits for the year	-	137,021,842	, ,	-	137,021,842
Profits allocated	-	(134,920,346)	(134,920,346)	134,920,346	-
Distributed to members	-	-	-	(134,920,346)	(134,920,346)
Other receipts	-	-	-	119,460	119,460
At 31 March 2020	6,300,000	53,854,352	60,154,352	3,540,227	63,694,579

The accompanying notes 1 to 10 form an integral part of these financial statements.

Statement of Financial Position

at 31 March 2020

	Notes	2020 £	2019 £
Current assets			
Debtors	5	52,448,414	56,334,612
Cash at bank and in hand		12,987,298	7,086,030
		65,435,712	63,420,642
Creditors: amounts falling due within one year	6	(5,281,360)	(5,367,786)
Net current Assets		60,154,352	58,052,856
Net Assets attributable to members		60,154,352	58,052,856
Equity			
Members' capital		6,300,000	6,300,000
Other reserves	_	53,854,352	51,752,856
		60,154,352	58,052,856
Members' total interests			
Amount payable to members		3,540,227	3,420,767
Members' other interests	_	60,154,352	58,052,856
Members' total interests		63,694,579	61,473,623

The accompanying notes 1 to 10 form an integral part of these financial statements.

The financial statements were approved by the Members on 26 June 2020.

For and on behalf of the Members

Neil Ostrer

Statement of Cash Flows

for the year ended 31 March 2020

	Notes	2020 £	2019 £
Net cash inflow from operating activities	7 (a)	140,737,584	147,240,642
Investing activities Interest received	7 (b)	84,030	95,838
Net cash flow from investing activities		84,030	95,838
Financing activities			
Distribution to members	7 (c)	(134,920,346)	(152,003,313)
Net cash flow from financing activities		(134,920,346)	(152,003,313)
Net increase / (decrease) in cash and cash equivalents	7 (d)	5,901,268	(4,666,833)
Cash and cash equivalents at 1 April 2019		7,086,030	11,752,863
Cash and cash equivalents at 3.1 March 2020		12,987,298	7,086,030

The accompanying notes 1 to 10 form an integral part of these financial statements.

at 31 March 2020

Accounting policies

Statement of compliance

Marathon Asset Management LLP is a limited liability Partnership incorporated in the United Kingdom. The registered office of the LLP is Orion House, 5 Upper St Martin's Lane. London WC2H 9EA.

The financial statements have been prepared in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland ("FRS 102") and in accordance with requirements of the Companies Act 2006 as applied to limited liability Partnerships by the Limited Liability Partnerships (Accounts and Audit) (Application of Companies Act 2006) Regulations 2008.

Basis of preparation

The financial statements have been prepared under the historical cost convention, in accordance with applicable accounting standards and the Statement of Recommended Practice 'Accounting by Limited Liability Partnerships' dated July 2014.

Covid-19

On 12th March 2020, the World Health Organisation declared the outbreak of COVID-19 a Pandemic. The outbreak has severely restricted the level of economic activity around the world and has resulted in significant fluctuations in global stock markets. The most likely expected financial impact is in respect of the future management fee income as this is calculated based on a percentage of assets under management. Members are confident that the Partnership will continue to operate on a profitable basis, that regulatory capital requirements will continue to be met and that there will be sufficient liquidity to meet liabilities for the next 12 months. The financial statements have therefore been prepared on a going concern basis.

Taxation

No provision has been made for taxation in the financial statements. Each member is exclusively liable for any tax liabilities arising out of their interest in the LLP, which will be assessed on the individual members and not the LLP.

Foreign currencies

The functional and presentational currency is pound sterling (GBP) because the LLP's primary economic environment is the UK and its cost base is in pound sterling.

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction.

Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange ruling at the balance sheet date.

All differences are taken to the Statement of Comprehensive Income.

Members' profit allocations

Members' profit allocations are recognised when formally approved.

Interest

Interest is recognised on an accruals basis.

Revenue recognition

Revenue is recognised on an accruals basis, net of VAT.

Cash and cash equivalents

Cash and cash equivalents comprise cash at bank and instant-access money market investments.

Debtors

Debtors are measured at fair value on initial recognition.

at 31 March 2020

Creditors

Creditors are measured at fair value on initial recognition.

Operating leases

Rentals payable under operating leases are charged in the Statement of Comprehensive Income on a straight-line basis over the lease term.

2. Turnover

Turnover represents investment management fees stated net of value added tax. These are recognised as they fall due under the terms of the individual client agreements on an accruals basis. No accruals are made for performance related fees expected until such time as the amount receivable has been earned in accordance with the client agreement and after making provision for any claw backs of income that are likely to arise over the term of the agreement.

The turnover and pre-tax profit is attributable to one activity, the provision of investment management services in the UK.

An analysis of turnover by geographical market is as follows:

	2020	2019
	£	£
United Kingdom	6,239,277	6,269,995
North America	158,315,338	167,236,336
Rest of the World	37,660,761	46,914,462
	202,215,376	220,420,793

3. Operating Profit

The auditor's remuneration of £42,400 (2019 - £38,500) has been borne by Marathon Asset Management (Services) Limited through the expense recharge.

The Partnership has no employees and outsources its administration to Marathon Asset Management (Services) Limited.

4. Members' remuneration

	2020 £	2019 £
Profit for the year available for division among members	137,021,842	152,903,951
Amount in relation to the member with the largest entitlement to profit	44,787,526	50,602,341

The average number of members (including non-executive members) in the year was 4(2019-4).

5. Debtors

	2020	2019
	£	£
Accrued income	41,0177,831	45,002,306
Trade debtors	3,199,133	742,832
Other debtors	8,231,450	10,589,474
	52,448,414	56,334,612

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2020

at 31 March 2020

6. Creditors: amounts falling due within one ye	g due within one year	Creditors: amounts falling
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		2020	2019
		£	£
	Amount payable to members	3,540,227	3,420,767
	Other creditors	1,741,133	1,947,019
		5,281,360	5,367,786
7.	Notes to the statement of cash flows		
•	Trotes to the statement of cash hows		
	(a) Reconciliation of operating profit to net cash flows from operating act	ivities	
		2020	2019
		£	£
	Operating profit	133,622,145	149,475,774
	Foreign exchange gain	3,315,667	3,332,339
	Decrease / (Increase) in debtors	3,886,198	(8,134,398)
	(Decrease) / Increase in creditors	(86,426)	2,566,928
		140,737,584	147,240,642
	(b) Investing activities		
		2020	2019
		£	£
	Interest received	84,030	95,838
	(c) Financing activities		
		2020	2019
		£	£
	Distributions paid	(134,920,346)	(152,003,313)
	(d) Analysis of net cash flows		
			4.
	At Land		At 31 March
	l April 2019		31 March 2020
	£		£ 2020
	Cash at bank 7,086,030	5,901,268	12,987,298

at 31 March 2020

7. Notes to the statement of cash flows (continued)

(e) Reconciliation of net cash flow to movement in net funds for the year ended 31 March 2020

	2020	2019
	£	£
Increase / (Decrease) in cash in year	5,901,268	(4,666,833)
Change in net funds resulting from cash flows	5,901,268	(4,666,833)
Net funds at 1 April 2019	7,086,030	11,752,863
Net funds at 31 March 2020	12,987,298	7,086,030

2020

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8. Events since the balance sheet date

There are no significant events occurring after the balance sheet date, up to the date of approval of the financial statements that would meet the criteria to be disclosed or adjusted in the financial statements as at 31 March 2020 and for the year then ended.

9. Financial commitments

At 31 March 2020 the company had annual commitments under non-cancellable operating leases as set out below:

	Land a	nd buildings
	2020	2019
	£	£
Operating leases which expire:		
Less than 1 year	1,522,951	1,522,951
1 to 5 years	4,927,685	6,091,804
More than 5 years	_	363,005
	6,450,636	7,977,760

10. Related party transactions

Marathon Asset Management (Services) Limited provides services to the Partnership and recharges its expenses to the Partnership, in addition to receiving an allocation of profit. The profit allocation for the year ended 31 March 2020 was £22,951,531 (2019 – £25,748,279) and the recharged expenses totalled £66,950,189 (2019 – £69,850,639). The amount due at 31 March 2020 was £3,540,227 (2019 – £3,420,767).



Smart GreenTech Solutions Limited 43 Berkeley Square London W1J 5FJ

Streamlined Energy and Carbon Report (SECR) for Marathon Asset Management LLP – Supplement to 2020 SECR Statement

Overview of the SECR:

The Companies (Directors Report) and Limited Liability Partnerships (Energy and Carbon Report) Regulations 2018 implement the UK Governments policy on Streamlined Energy and Carbon Reporting (SECR) which apply to reports for financial years starting on or after 1 April 2019.

Large unquoted companies and Limited Liability Partnerships in scope of the legislation will be required to disclose energy and carbon information in their annual accounts and reports, including;

UK energy use, to include as a minimum purchased electricity, gas, and transport.

Associated greenhouse gas emissions.

At least one intensity ratio.

Previous year's figures for energy use and GHG emissions (except in the first year).

Information about energy efficiency action taken in the organisation's financial year.

Methodologies used in calculation of disclosures.

For large unquoted companies and large Limited Liability Partnerships the qualifying conditions are met when it satisfies two or more of the following requirements in a year;

turnover of £36 million or more balance sheet total of £18 million or more - gross asset value 250 or more employees

For financial years ending on the 31st of March, the first data collection period was from 1 April 2019 to 31 March 2020 and the SECR report needed to be included into the annual accounts submitted to Companies House by no later than 31 December 2020.

I was informed by Edward Ormsby that Marathon Asset Management LLP had no company cars (owned or leased) and that no mileage claims were submitted by staff or partners for business travel with private vehicles during the reporting period.

Conversion factors used:		
Natural Gas	0.18385	kg CO2e/kWh (Gross CV)
Gris Electricity	0.2556	kg CO2e/kWh
UK Electricity T&D	0.0217	kg CO2e/kWh

Electricity consumption for 13th, 14th and 15th floors were calculated from the monthly Opus Energy invoices and the 12th floor had to be estimated as the meter was faulty. For the 12th floor a benchmark of 98 kWh/m² floor area was used, as per the CIBSE Guide F benchmarks for general offices. The gas and electricity costs for the landlord's central services were apportioned on a % floor area as per the Orion House service charge budget report for the YE March 2020. The costs were converted to kWh by applying an estimated unit rate of 14.85p/kWh for electricity and 3.8p/kWh for gas.

Please refer to the energy consumption breakdown spreadsheet for more detail.



ANNUAL 2020 SECR STATEMENT - MARATHON ASSET MANAGEMENT LLP

The total annual energy consumption for the year ending 31 March 2020 was 769,655 kWh, which provides total CO2e emissions of 181.7 tonnes, as indicated below.

	Current reporting year - 2020	
	GHG emissions - tCO2e	Energy consumption used to calculate the emissions - kWh
Scope 1 (Direct) GHG emissions:		
Emissions from combustion of gas in buildings	62.4	339,319
Scope 1 total	62.40	339,319
Scope 2 (Indirect) GHG emissions:		
Emissions from the purchase of electricity for buildings (location-based grid average)	110	430,336
Scope 2 total	110	430,336
Scope 3 (Other indirect) GHG emissions:		
Emissions from UK electricity T&D	9.3	
Scope 3 total	9.3	
Totals	181.70	769,655
Turnover - £ million	202.2	
Intensity ratio: tCO2e emissions / £ million revenue	0.90	

Notes on energy consumption and GHG emission conversion:

The energy consumption was collated from the monthly electricity provider invoices and the landlords annual apportioned gas and electricity service charge. The 12th floor electricity meter was faulty, and a benchmark was used to estimate the electricity consumption. The 2019 UK Government GHG conversion factors for company reporting were used to convert the energy consumption to GHG emissions.

Scope and boundaries:

This report covers all the UK energy consumption of Marathon Asset Management LLP and includes all building related gas and electricity consumption.

Methodologies used to compile report:

The Energy Savings Opportunity Scheme (ESOS), Environmental Reporting Guidelines: Including streamlined energy and carbon reporting guidance - March 2019 and the GHG Protocol Corporate Standard was used to compile this report.

Energy efficiency action:

During the reporting period no energy efficiency actions were implemented.

Third Party independent assurance:

Smart GreenTech Solutions Limited were engaged to independently review the energy use data and associated GHG emission calculations and to confirm the accuracy, completeness and consistency of the data used, in line with the principles of ISO14065:2020. This SECR statement was approved by the Members and Smart GreenTech Solutions Limited on 02 June 2021 and signed on its behalf by:

Neil Ostrer Member

Marathon Asset Management LLP

Pierre Olivier

Director

Smart GreenTech Solutions Limited

VAT Registration Number: 181 0890 10