**Report and Financial Statements** 

31 December 2014





LD6

23/09/2015 COMPANIES HOUSE

#8

Registered No: OC319198

## **Designated Members**

Perella Weinberg Partners Group LP PWP UK LLC

### **Auditors**

Ernst & Young LLP 1 More London Place London SE1 2AF

# **Registered Office**

20 Grafton Street London W1S 4DZ

### **Branch Office**

Dubai International Financial Centre Gate Village Building 1, Level 3 Office No. 304, P.O. Box 506582 Dubai, UAE

## **Representative Office**

Sowwah Square, Al Sila Tower, 8<sup>th</sup> Floor P.O. Box 111075 Abu Dhabi, UAE

Registered No: OC319198

# **Designated Members' report**

The Designated Members present their report and financial statements for the year ended 31 December 2014.

### Results and distributions

The results for the period are shown in the profit and loss account on page 7 and the Partnership's balance sheet as detailed on page 8 shows a satisfactory position.

### Principal activity and review of the business

The principal activity of Perella Weinberg Partners UK LLP (the "Partnership") is to provide corporate financial advisory services. The Partnership intends to continue with these activities. The Partnership is regulated by the Financial Conduct Authority ("FCA") and has made the disclosures concerning risk management and capital and remuneration required under the FCA Pillar 3 rules on the website <a href="http://www.pillar3.eu/PWP0900409">http://www.pillar3.eu/PWP0900409</a>.

### **Key Performance Indicators**

Operating revenue for the year ended 31 December 2014 was £23,968,719 (2013 - £15,363,676).

	2014	.2013
	£	£
Turnover	23,968,719	15,363,676
Profit for the financial year available for discretionary division among the members	6,813,207	1,037,377

### Members' profit allocation

Profits are shared among the members as decided by the Management Committee and governed by the Partnership Agreement dated 29 September 2006.

### **Future developments**

The Partnership will continue and expand its corporate financial advisory services.

### Principal risks and uncertainties

The primary objectives of the Partnership are to provide a suitable level of return on the partners' investment, to limit counterparty risks and to ensure that sufficient working and regulatory capital is maintained.

Principal risks are that: opportunities to provide income-generating corporate finance and other financial advisory services do not arise or are not obtained by the principals in the business; and the services of key professionals are not retained.

### Going concern

The Partnership's business activities, together with the factors likely to affect its future development, performance and position are set out above. The financial position of the Partnership and its liquidity position are reflected on the balance sheet.

The Partnership has considerable financial resources and ongoing financial advisory contracts, as well as the support of its parent. As a consequence, the members believe that it is well placed to manage its business risks successfully. The members have a reasonable expectation that the Partnership has adequate resources to continue in operational existence for the foreseeable future. Thus they continue to adopt the going concern basis of accounting in preparing the annual financial statements.

Registered No: OC319198

# **Designated Members' report**

## Policy for members' drawings, subscriptions and repayment of members' capital

Policy for Members' drawings, subscriptions and repayment of members' capital are governed by the Partnership Agreement dated 29 September 2006.

### **Designated Members**

The Designated Members are:

Perella Weinberg Partners Group LP PWP UK LLC

### Disclosure of information to the auditors

So far as each person who was a Designated Member at the date of approving this report is aware, there is no relevant audit information, being information needed by the auditor in connection with preparing its report, of which the auditor is unaware. Having made enquiries of fellow members and the Partnership's auditor, each Designated Member has taken all the steps that he is obliged to take as member in order to make himself aware of any relevant audit information and to establish that the auditor is aware of that information.

### **Auditors**

A resolution to re-appoint Ernst & Young LLP as the Partnership's auditor will be put to the forthcoming Annual General Meeting.

On behalf of the Members

Aaron Hood

On behalf of Perella Weinberg Partners Group LP

Designated Member

21 April 2015

# Statement of Designated Members' responsibilities

The Designated Members are responsible for preparing the Members' Report and the financial statements in accordance with applicable law and regulations.

The Limited Liability Partnerships (Accounts and Audit) (Application of Companies Act 2006) Regulations 2008 made under the Limited Liability Partnerships Act 2000 require the members to prepare financial statements each year. Under that regulation the Designated Members have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under the regulation 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 Partnership and of the profit or loss of the Partnership for that year. In preparing these financial statements, the Designated Members are required to:

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

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



#### INDEPENDENT AUDITORS' REPORT

### to the members of Perella Weinberg Partners UK LLP

We have audited the financial statements of Perella Weinberg Partners UK LLP for the year ended 31 December 2014 which comprise of the Profit and Loss Account, the Balance Sheet, the Cash Flow Statement, the Statement of Total Recognised Gains and Losses, the Reconciliation of Movements in Members' Funds and the related notes 1 to 13. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards.

This report is made solely to members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006 as applied by the Limited Liability Partnerships (Accounts and Audit) (Application of Companies Act 2006) Regulations 2008. 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 members, as a body, for our audit work, for this report, or for the opinions we have formed.

#### Respective responsibilities of members and auditor

As explained more fully in the Statement of Designated Members' responsibilities set out on page 4, the Designated Members are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

### Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the limited liability partnership's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the Designated Members; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the report and financial statements to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

### **Opinion on financial statements**

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 December 2014 and of its profit for the year then ended;
- ▶ have been properly prepared in accordance with United Kingdom Accounting Standards; and
- have been prepared in accordance the 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.



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

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

- proper accounting records have not been kept;
- ▶ the balance sheet or the profit and loss account is not in agreement with the accounting records;
- any report of the Designated Members is inconsistent with the balance sheet or the profit and loss account;
- we have failed to obtain all access, information and explanations we require for our audit.

East of Gof her

Ashley Coups (Senior Statutory Auditor)
For and on behalf of Ernst & Young LLP, Statutory Auditor
London
21 April 2015

# **Profit and loss account**

for the year ended 31 December 2014

	2014	2013
Notes	£	£
2	23,968,719	15,363,676
. 4	(17,156,385)	(14,326,699)
3	6,812,334	1,036,977
	873	400
	6,813,207	1,037,377
	2 4	Notes £  2 23,968,719 4 (17,156,385) 3 6,812,334

# Statement of total recognised gains and losses

for the year ended 31 December 2014

There are no recognised gains or losses other than those shown in the profit and loss account (2013 – nil). All amounts are in respect of continuing activities.

The notes on pages 10 to 15 form an integral part of these financial statements.

# **Balance sheet**

at 31 December 2014

		2014	2013
•	Notes	£	£
Fixed assets	5	1.604.101	1 010 124
Tangible assets	5	1,604,181	1,818,134
Current assets		•	
Debtors	6	20,418,107	26,789,553
Cash		17,588,547	4,655,028
		38,006,654	31,444,581
Creditors: amounts falling due within one year	7	(17,946,348)	(15,148,862)
Net current assets	1	20,060,306	16,295,719
Creditors: amounts falling due after one year	8	(1,185,877)	(1,317,661)
Net assets attributable to members		20,478,610	16,796,192
Represented by:			
Members' capital	9	40,804,436	37,122,018
Other reserves		(20,325,826)	(20,325,826)
Total members' other interests		20,478,610	16,796,192
Memorandum of total members' interests			
Loans and other debts due from members	9	(6,000,886)	(6,370,971)
Members' capital and other reserves		20,478,610	16,796,192
Total members' interest	9	14,477,724	10,425,221
		<del></del>	

The financial statements on pages 7 to 15 were approved by the Designated Members on 21 April 2015 and signed on their behalf by:

Aaron Hood

On behalf of Perella Weinberg Partners Group LP

Designated Member

21 April 2015

The notes on pages 10 to 15 form an integral part of these financial statements.

# Statement of cash flows

for the year ended 31 December 2014

	Notes	2014 £	2013 £
Net inflow from operating activities	10(a)	16,539,732	5,749,950
Returns on investments and servicing of finance Interest received		873	400
		873	400
Capital expenditure and financial investment Payments to acquire tangible fixed assets		(846,382)	(902,003)
		(846,382)	(902,003)
Net cash inflow before management of liquid resources		15,694,223	4,848,347
Transactions with members	10(b)	(2,760,704)	(4,238,048)
		(2,760,704)	(4,238,048)
Increase in cash		12,933,519	610,299
Total cash	10(c)	17,588,547	4,655,028

The notes on pages 10 to 15 form an integral part of these financial statements.

for the year ended 31 December 2014

### 1. Accounting policies

#### Basis of accounting

The financial statements have been prepared in accordance with applicable accounting standards on a going concern basis, under the historical cost convention and in accordance with the Statement of Recommended Practice 'Accounting by Limited Liability Partnerships' ("SORP") issued in March 2011.

#### Turnovei

Financial advisory fee income, net of value added tax, is recognised on an accrual basis when a transaction has been completed or retainer fees have been earned per a signed engagement letter.

#### Foreign currencies

Monetary assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of the transactions. Exchange differences are taken to the profit and loss account

#### Depreciation

Depreciation is provided on all tangible fixed assets at rates calculated to write off the cost or valuation, less estimated residual value based on prices prevailing at the date of acquisition of revaluation, of each asset evenly over its expected useful life, as follows:

Leasehold property - 5 years
Furniture and fixtures - 5 years
Office equipment, software - 3 years

#### Lease commitments

Rentals payable under operating leases are charged in the profit and loss account on a straight-line basis over the lease term.

### 2. Turnover

Turnover represents fees for financial advisory services provided during the year and primarily arising from continuing activities in the United Kingdom. Included in 2014 turnover is £4,633,180 (2013 -£6,460,256) of revenue transferred to the Partnership from its foreign affiliates, Perella Weinberg Partners LP ("PWP LP") and Perella Weinberg Partners (Europe) LP ("PWP Europe"), for global financial advisory services rendered (see Note 12).

### 3. Operating profit

This is stated after charging:

		2014 £.	2013 £
Auditors' remuneration	on – audit services	77,275	96,202
Non audit services	<ul><li>tax advisory</li></ul>	97,221	45,016
Operating lease	<ul> <li>land and buildings</li> </ul>	763,973	829,287
Depreciation of owne	d assets *	581,977	506,181

<sup>\*</sup> Reflects gross depreciation charge for the year of £1,060,335 (2013 – £835,335) net of allocations to affiliates totalling £478,358 (2013 - £329,154) (see Note 5 and Note 12).

for the year ended 31 December 2014

### 4. Staff costs

	2014 £	2013 £
Wages and salaries	17,469,331	13,858,996
Social security costs	1,890,222	1,453,638
Pension costs	397,107	429,275
	19,756,660	15,741,909
•		

The average number of employees during the year was 73 (2013 - 77).

No member received remuneration charged as an expense during the period from incorporation to 31 December 2014.

### Members' remuneration

•	2014 £	2013 £
Profit for the financial year before members' remuneration and profit share	6,813,207	1,037,377
Profit for the financial year available for discretionary division among the members	6,813,207	1,037,377
Profit allocation in the year in respect of the member with the largest share of profits	1,782,136	1,743,906

The average number of members in the year was 9 (2013 - 15).

To the extent that the Partnership has profits, these profits are distributed to the individual members on a prorata basis based on the outstanding advances extended to those members since inception. At 31 December 2014, after the distribution of current year profits to members (see Note 9), the remaining carryover balance of prior and current year advances is £6,000,886 (2013 - £6,370,971).

for the year ended 31 December 2014

# 5. Tangible fixed assets

Leasehold property £	Furniture £	Equipment £	Total £
	_		
3,938,899	1,380,085	2,469,163	7,788,147
29,448	37,539	509,305	576,292
158,750	21,609	264,930	445,289
4,127,097	1,439,233	3,243,398	8,809,728
	-		
3,268,648	1,107,521	1,593,844	5,970,013
331,786	120,569	607,980	1,060,335
	. ===		
27,308	4,753	143,138	175,199
3,627,742	1,232,843	2,344,962	7,205,547
499,355	206,390	898,436	1,604,181
670,251	272,564	875,319	1,818,134
	3,938,899 29,448 158,750 4,127,097 3,268,648 331,786 27,308 3,627,742 499,355	property     Furniture       £     £       3,938,899     1,380,085       29,448     37,539       158,750     21,609       4,127,097     1,439,233       3,268,648     1,107,521       331,786     120,569       27,308     4,753       3,627,742     1,232,843       499,355     206,390	property         Furniture         Equipment           £         £         £           3,938,899         1,380,085         2,469,163           29,448         37,539         509,305           158,750         21,609         264,930           4,127,097         1,439,233         3,243,398           3,268,648         1,107,521         1,593,844           331,786         120,569         607,980           27,308         4,753         143,138           3,627,742         1,232,843         2,344,962           499,355         206,390         898,436

<sup>\*</sup>Effective 1 January 2014, the Abu Dhabi Representative Office formerly licenced under the Designated Member, Perella Weinberg Partners Group LP ("PWP Group"), was transferred to Perella Weinberg Partners UK LLP. Accordingly, the fixed assets of this representative office were transferred at their net book value as of 31 December 2013.

## 6. Debtors

		2014 £	2013 £
	Advances to members	6,000,886	6,370,971
	Accounts receivable	3,508,401	1,817,417
	Prepayments and accrued income	1,024,213	2,620,201
	Amount due from affiliates	9,718,783	15,852,058
	Other debtors	165,824	128,906
		20,418,107	26,789,553
7.	Creditors: amounts falling due within one year	2014 £	2013 £
	Accruals	9,309,013	6,883,093
	Trade creditors	· · ·	268,005
	Due to affiliates	8,636,814	7,982,734
	Other creditors	521	15,030
		17,946,348	15,148,862

for the year ended 31 December 2014

# 8. Creditors: amounts falling due after one year

	· ·	·	2014 £	2013 £
Deferred rent		1,185,877	1,317,661	
			1,185,877	1,317,661
			<del></del>	

# 9. Reconciliation of movements in members' total interests

		Due from		Total		
		Designated		members'	Loans	Members'
	Members'	Member	Other	other	due to/(from)	total
	Capital	re losses	reserves	interests	members	interests
	£	£	£	£	£	£
At 1 January 2014	37,122,018	(20,325,826)	-	16,796,192	(6,370,971)	10,425,221
Capital contributions	3,692,418	-	-	3,692,418	-	3,692,418
Capital distribution	(10,000)	-	-	(10,000)	• -	(10,000)
Profit for the year	-	-	6,813,207	6,813,207	-	6,813,207
Profit/(loss) allocation	-	-	(6,813,207)	(6,813,207)	6,813,207	-
Advances to members	-	-	-	-	(6,443,122)	(6,443,122)
				<del></del>		
At 31 December 2014	40,804,436	(20,325,826)	-	20,478,610	(6,000,886)	14,477,724
					<del></del>	

The Partnership and its foreign affiliates provide global financial advisory services. During the year ended 31 December 2014, £4,633,180 (2013 - £6,460,256) of financial advisory fee revenue was transferred to the Partnership from its affiliates in recognition of services rendered by the Partnership. This revenue is included in the profit for the year which has been allocated to individual members. To the extent that the Partnership has profits, these profits are distributed to the individual members on a prorata basis based on the outstanding advances extended to those members since inception. Prior year losses are attributable to the Designated Member, PWP Group. These cumulative losses totalling £20,325,826 comprise the balance of other reserves at 31 December 2014.

for the year ended 31 December 2014

## 10. Notes to the statement of cash flows

11.

(a) Reconciliation of operating profi	it to net cash inflow from operating ac	tivities:	
		2014	2013
		£	£
Operating profit		6,812,334	1,036,977
Depreciation of tangible fixed assets		1,060,335	835,335
Decrease in debtors		6,001,361	2,944,056
Increase in creditors		2,665,702	933,582
At 31 December 2014		16,539,732	5,749,950
(b) Transactions with Members:			
Members' capital contribution	•	3,692,418	3,184,833
Members' capital distribution		(10,000)	(1,000)
Advances to Members		(6,443,122)	(7,421,881)
		(2,760,704)	(4,238,048)
(c) Analysis of cash flows			
•	At		At
	31 December	Cash 3	31 December
	2013	Flow	2014
	£	£	£
Cash at bank	4,655,028	12,933,519	17,588,547
Other financial commitments a	ind contingencies	Land &	Land &
		Buildings	Buildings
		2014	2013
		£	£
Annual commitment in respect of leases Leases expiring in greater than five year		1,755,000	1,755,000
•		1,755,000	1,755,000

for the year ended 31 December 2014

### 12. Related party transactions

During the period, PWP Group and PWP LP paid certain operating expenses amounting to £1,944,140 (2013 - £2,114,099) on behalf of the Partnership. The Partnership was also charged a net fee of £682,773 (2013 - £2,385,268) for administrative support services provided by PWP Group. At 31 December 2014, the Partnership has £8,133,164 payable to PWP Group (2013 - £7,982,734) and £503,650 payable to PWP LP (2013 - £505,026) with regard to these undertakings.

In addition, the Partnership incurred administrative expenses on behalf of its affiliates, Perella Weinberg Real Estate UK LLP, PWP Europe, and Perella Weinberg Partners Capital Management Europe LLP amounting to £17,017,466 (2013 - £19,000,481). At 31 December 2014, the Partnership has amounts due from these affiliates of £286,198 (2013 - £52,685), £9,430,784 (2013 - £14,098,130), and £1,801 (2013 - £209,735), respectively.

The Partnership and its foreign affiliates provide global financial advisory services. During 2014, a portion of the fees received by its foreign affiliates, PWP LP and PWP Europe, were attributed to services rendered by the Partnership. For the year ended 31 December 2014, £4,633,180 (2013 - £6,460,256) of financial advisory fee revenue was earned and paid to the Partnership in recognition of those services rendered.

### 13. Ultimate parent undertaking and controlling party

The Partnership's immediate parent undertaking is PWP Group, a partnership incorporated in the State of Delaware, United States.

The Partnership's ultimate controlling party is Perella Weinberg Partners LLC, a limited liability company in Delaware, United States.