

Company Registration No. 3003569 (England and Wales)

**NLA MEDIA ACCESS LIMITED**  
**REPORT AND FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED**  
**31 DECEMBER 2018**

# NLA MEDIA ACCESS LIMITED

## STRATEGIC REPORT

### FOR THE YEAR ENDED 31 DECEMBER 2018

The directors present the strategic report and financial statements for the year ended 31 December 2018.

#### Review of the business

NLA media access limited licenses content from 358 UK and international newspaper, magazine and newswire publishers plus 23 foreign collective management organisations; earning copyright royalties for the reproduction of their print and web content. It licenses organisations that reproduce news content; media monitoring organisations (providing press and web cuttings services); public relations consultancies; private and public sector organisations that monitor press media coverage. NLA charges a fee for its licences, based on the type and volume of reproduction and the size of the organisation; it retains a percentage of the licence fee to cover its administration and development costs and pays the balance to the publishers. NLA media access licences are not exclusive, as these 'secondary publishing' rights can also be obtained directly from publishers, but the company provides a convenient 'collective management' service which benefits publishers and users of content. NLA also operates a searchable database of published content - eClips - which receives content directly from publishers and makes it available to media monitoring organisations to create press cuttings services for their clients. NLA services 17 such organisations in the UK and a further 28 foreign organisations use the NLA eClips International service.

#### Development and performance of the business during the financial year

During the course of the year, the number of publishers represented by NLA grew from 292 to 358, with NLA now licensing over 13,000 titles within its repertoire. The eClips and eClips Web databases hold more than 1,600 titles. A new product extension to eClips Web, eClips Web Specialist, was launched in late 2017, providing MMOs with access to content behind a paywall. This year saw the number of titles added to this product grow from 19 to 31.

During 2018, 1,082 new licences were sold and the total number of corporate end user licences in issue at the year-end was 10,182.

NLA launched an Extended Access licence in late 2018 responding to feedback from the markets it serves. The extension allows licensees to access content for print and web content for up to 365 days, a significant improvement on the standard 28 days for print and 100 days for web content. Initial uptake of this licence in the first few months has been positive.

2018 was the fifth full year of licensing the print and web edition content of magazine publishers. This part of the business grew by 9% in the year; and earnings for national and regional newspaper publishers also saw increases over the previous year. Net royalties paid to all publishers were £35m, an increase of 8%.

Seventeen French newspapers were added to the Distre Presse service operated for Centre Francais du droit du Copie (CFC), which now provides 85 titles to the French media monitoring market.

#### Key performance indicators

NLA has monitored its performance through 2018 and its progress on its overall strategy by reference to the following KPIs:

KPI	2018	2017	Definition, method of calculation and analysis
Turnover	£47.0m	£43.8m	Turnover in 2018 is up YOY by 7%. This increase has come from newspaper and magazine licensing, a result of a general increase in media monitoring within the corporate market.
Licensing royalties	£39.2m	£36.6m	Licensing royalty distributions in 2018 were up YOY by 7%.
Licensing royalties	80%	80%	NLA pays the licensing royalties to publishers and retains a smaller % to cover its administration costs.
Debtor days	35	34	The NLA licence requires payment within 30 days of invoice and credit control processes are used to ensure adherence to this licence term.

# NLA MEDIA ACCESS LIMITED

## STRATEGIC REPORT (CONTINUED)

### FOR THE YEAR ENDED 31 DECEMBER 2018

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#### Position of the company at the end of 2018 and prospects for 2019

NLA ended 2018 with a strong licensee base and plans to continue developing revenues for all publishers. Much of this revenue growth will come from diversified offerings and the company has made significant progress in evolving to cope with such changes.

The range of products and services will continue to be broadened in 2019: to meet the changing needs of media monitoring organisations and publishers; implementing technological developments; protecting publishers' rights over their content; and responding to client demand.

The development of current products will continue, where applicable, as magazine publications, regional titles and international content evolves. NLA has also continued to outsource development of certain eClips database processes to speed up progress of title on-boarding, quality control and feed delivery. This will continue to be a useful asset and afford the company greater agility in 2019.

The task of upgrading NLA's business systems that support sales and administration to ensure business continuity and improve efficiency will take effect in 2019.

#### Risks facing the business

Given the continuing evolution of the market and economic climate, it is assumed that licensees will continue to focus on reducing their media monitoring supplier costs and, in turn, NLA costs unless these services provide increasing value. The media monitoring market has seen increasing consolidation since 2014 and this is expected to continue into 2019 as many newer, smaller players continue to enter the market. The success of new data products and services for media monitoring organisations, NLA licensees and publishers will depend upon their positioning against other services in the market place.

In the medium term there is a risk that monitoring of print edition content may be replaced by monitoring of web content at a faster rate than anticipated in our business planning; or that publications may reduce pagination or be closed and therefore be unavailable to license. These risks are somewhat mitigated by the development of new products and services to meet demand.

In the longer term, there is a risk that legislation at UK government or EU level could have a detrimental effect on copyright licensing. Although there is always potential for legislative changes to have unforeseen consequences, we believe that the risk is low, as the UK government understands well the value of effective copyright and the role of effective licensing in supporting the creative sector of the economy.

By order of the board



J Fung  
Secretary

21 March 2019

# NLA MEDIA ACCESS LIMITED

## DIRECTORS' REPORT

### FOR THE YEAR ENDED 31 DECEMBER 2018

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The directors present their annual report and financial statements for the year ended 31 December 2018.

#### Principal activities

NLA media access limited represents the intellectual property rights of prominent publishing brands in the UK – more than 3,600 newspaper and magazine print titles and more than 2,300 web titles – in the media monitoring market. The company also operates a database providing content and services to media monitoring agencies and publishers, containing 100 million articles from print and web publications. The combination of licensing and database services provided by NLA media access enables UK and international businesses to access published content in an efficient and copyright-compliant way.

#### Directors

The directors who held office during the year and up to the date of signature of the financial statements were as follows:

AW Bannister	S Hanbury
SG Cassidy	JT Mann
ZR Leonard	FL McKenna
R Hahn	RMJ Ashton
B McCarthy	TS Brooks
OL Meredith	HT Jones
AJ Moore	A Geere (Appointed 19 February 2018)
A Nash (Resigned 29 November 2018)	MS Ellice (Resigned 4 September 2018)

#### Results and dividends

The results for the year are set out on page 7.

No ordinary dividends were paid. The directors do not recommend payment of a final dividend.

#### Charitable donations

During the year the company made a donation of £100,000 (2017: £100,000) to the Journalism Diversity Fund. The company continues to set aside an element of licence fee income for charitable purposes. The company made no political donations in the year.

#### Auditor

At the annual general meeting held on 14 November 1996 the members invoked section 379A of the Companies Act by passing an elective resolution as permitted by section 386 of the Act, to dispense with the obligation to appoint auditors annually.

#### Statement of disclosure to auditor

So far as the directors are aware, there is no relevant audit information of which the company's auditor is unaware. Additionally, the directors have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the company's auditor is aware of that information.

By order of the board



J Fung  
Secretary

21 March 2019

## **NLA MEDIA ACCESS LIMITED**

### **DIRECTORS' RESPONSIBILITIES STATEMENT**

#### **FOR THE YEAR ENDED 31 DECEMBER 2018**

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The directors are responsible for preparing the Strategic Report and the Directors' Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the 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 judgements and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

## **INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF NLA MEDIA ACCESS LIMITED**

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### **Opinion**

We have audited the financial statements of NLA media access limited (the 'company') for the year ended 31 December 2018 which comprise the Statement of Total Comprehensive Income, Statement of Financial Position, Statement of Changes in Equity, Statement of Cash Flows and notes to the financial statements, 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, including FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

In our opinion, the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2018 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
- 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 under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the company 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 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.

### **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 directors are responsible for the other information. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion 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 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 this other information, we are required to report that fact.

We have nothing to report in this regard.

### **Opinions on other matters prescribed by the Companies Act 2006**

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the strategic report and the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the strategic report and the directors' report have been prepared in accordance with applicable legal requirements.

## INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF NLA MEDIA ACCESS LIMITED (CONTINUED)

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

In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the strategic report and the directors' report.

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 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
- 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.

### Responsibilities of directors

As explained more fully in the directors' responsibilities statement set out on page 4, the directors 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 directors 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.

### 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: <http://www.frc.org.uk/auditorsresponsibilities>. This description forms part of our auditor's report.

### Use of our report

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.

RSM UK Audit LLP

Nicholas Sladden (Senior Statutory Auditor)  
For and on behalf of RSM UK Audit LLP, Statutory Auditor  
Chartered Accountants  
25 Farringdon Street  
London EC4A 4AB

27 March 2014

# NLA MEDIA ACCESS LIMITED

## STATEMENT OF TOTAL COMPREHENSIVE INCOME

FOR THE YEAR ENDED 31 DECEMBER 2018

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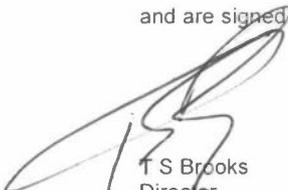
		2018	2017
	Notes	£	£
Turnover	3	47,038,693	43,795,992
Cost of sales		(39,112,644)	(36,607,106)
<b>Gross profit</b>		<b>7,926,049</b>	<b>7,188,886</b>
Administrative expenses		(7,839,324)	(7,103,874)
<b>Operating profit</b>	4	<b>86,725</b>	<b>85,012</b>
Interest receivable and similar income	8	41,640	30,797
Interest payable and similar charges	9	-	(57)
<b>Profit on ordinary activities before taxation</b>		<b>128,365</b>	<b>115,752</b>
Taxation	10	(1,501)	(49,443)
<b>Profit for the financial year</b>		<b>126,864</b>	<b>66,309</b>
<b>Total comprehensive income for the year</b>		<b>126,864</b>	<b>66,309</b>

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**NLA MEDIA ACCESS LIMITED**  
**STATEMENT OF FINANCIAL POSITION**  
**AS AT 31 DECEMBER 2018**

	Notes	2018		2017	
		£	£	£	£
<b>Fixed assets</b>					
Tangible assets	11	667,497		431,270	
Investments	12		2		2
			<u>667,499</u>		<u>431,272</u>
<b>Current assets</b>					
Debtors	14	5,747,695		5,163,196	
Investments	15	3,000,000		1,500,000	
Cash at bank and in hand		7,667,852		8,530,513	
		<u>16,415,547</u>		<u>15,193,709</u>	
<b>Creditors: amounts falling due within one year</b>	16	<u>(16,260,071)</u>		<u>(14,928,869)</u>	
Net current assets			<u>155,476</u>		<u>264,840</u>
<b>Net assets</b>			<u>822,975</u>		<u>696,112</u>
<b>Capital and reserves</b>					
Called up share capital	19		7		8
Capital redemption reserve	19		1		-
Profit and loss reserves			<u>822,967</u>		<u>696,104</u>
<b>Total equity</b>			<u>822,975</u>		<u>696,112</u>

The financial statements were approved by the board of directors and authorised for issue on 21 March 2019 and are signed on its behalf by:

  
T S Brooks  
Director

  
H T Jones  
Director

## NLA MEDIA ACCESS LIMITED

### STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED 31 DECEMBER 2018

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	Capital redemption reserve	Share capital	Profit and loss reserves	Total
	£	£	£	£
<b>Year ended 31 December 2017:</b>				
Profit and total comprehensive income for the year	-	-	66,309	66,309
	<hr/>	<hr/>	<hr/>	<hr/>
Balance at 31 December 2017	-	8	696,104	696,112
<b>Year ended 31 December 2018:</b>				
Profit and total comprehensive income for the year	-	-	126,864	126,864
Purchase of 1 ordinary share	-	(1)	-	(1)
Cancellation of 1 ordinary share	1	-	(1)	-
	<hr/>	<hr/>	<hr/>	<hr/>
Balance at 31 December 2018	1	7	822,967	822,975
	<hr/>	<hr/>	<hr/>	<hr/>

# NLA MEDIA ACCESS LIMITED

## STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 31 DECEMBER 2018

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		2018		2017	
	Notes	£	£	£	£
<b>Cash flows from operating activities</b>					
Cash generated from operations	22	900,372		815,660	
Interest paid		-		(57)	
Taxes paid		(1,501)		(59,443)	
				<hr/>	
<b>Net cash inflow from operating activities</b>		<b>898,871</b>		<b>756,160</b>	
<b>Investing activities</b>					
Purchase of tangible fixed assets		(303,171)		(285,938)	
Buy back of own share		(1)		-	
(Increase) decrease in sums held on long term deposit		(1,500,000)		1,500,000	
Interest received		41,640		30,797	
		<hr/>		<hr/>	
<b>Net cash generated from (used in) investing activities</b>		<b>(1,761,532)</b>		<b>1,244,859</b>	
				<hr/>	
<b>Net (decrease) increase in cash and cash equivalents</b>		<b>(862,661)</b>		<b>2,001,019</b>	
Cash and cash equivalents at beginning of year		8,530,513		6,529,494	
		<hr/>		<hr/>	
<b>Cash and cash equivalents at end of year</b>		<b>7,667,852</b>		<b>8,530,513</b>	
		<hr/>		<hr/>	

# NLA MEDIA ACCESS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEAR ENDED 31 DECEMBER 2018

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#### 1 Accounting policies

##### Company information

NLA media access limited is a limited company domiciled and incorporated in England and Wales. The registered office is Mount Pleasant House, Lonsdale Gardens, Tunbridge Wells, Kent, TN1 1HJ.

The company's principal activities are disclosed in the Directors' Report on page 3.

##### Accounting convention

The financial statements are prepared in sterling, which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £.

The financial statements have been prepared on the historical cost convention. The principal accounting policies adopted are set out below.

These financial statements have been prepared in accordance with Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (FRS 102) and the requirements of the Companies Act 2006 including the provisions of The Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008.

##### Consolidation

The financial statements present information about the company as an individual undertaking and not about its group. The company has taken advantage of section 402 of the Companies Act 2006 not to prepare consolidated financial statements as the directors consider that the company's subsidiary may be excluded from consolidation as it is immaterial for the purpose of a true and fair view.

##### Going concern

The directors have, at the time of approving the financial statements, a reasonable expectation that the company 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 financial statements.

##### Turnover

Licensing revenue is recognised upon inception of a licence to reproduce media content. Revenue from overseas royalty collecting societies is recognised upon receipt of details of publisher attribution. Revenue from data access is recognised in the period for which it is due.

##### Tangible fixed assets

Tangible fixed assets are initially measured at cost and subsequently measured at cost or valuation, net of depreciation and any impairment losses.

Depreciation is recognised so as to write off the cost or valuation of assets less their residual values over their useful lives on the following bases:

Leasehold improvements	over 10 years or the term of the lease
Fixtures, fittings and equipment	over 3 to 10 years

The gain or loss arising on the disposal of an asset is determined as the difference between the sale proceeds and the carrying value of the asset, and is recognised in the income statement.

# NLA MEDIA ACCESS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

### FOR THE YEAR ENDED 31 DECEMBER 2018

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#### 1 Accounting policies (continued)

##### **Fixed asset investments**

Interests in subsidiaries are initially measured at cost and subsequently measured at cost less any accumulated impairment losses. The investments are assessed for impairment at each reporting date and any impairment losses or reversals of impairment losses are recognised immediately in profit or loss.

A subsidiary is an entity controlled by the company. Control is the power to govern the financial and operating policies of the entity so as to obtain benefits from its activities.

##### **Impairment of fixed assets**

At each reporting end date, the company reviews the carrying amounts of its tangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

##### **Cash and cash equivalents**

Cash and cash equivalents include cash in hand, deposits held at call with banks, other short-term liquid investments with original maturities of three months or less.

##### **Financial instruments**

Financial instruments are recognised in the company's Statement of Financial Position when the company becomes party to the contractual provisions of the instrument. The company has elected to apply the provisions of section 11 'Basic Financial Instruments' of FRS102 to all its financial instruments. Financial instruments are classified into specific categories and the classification depends on the nature and purpose of the instruments and is determined at the time of recognition. The company's financial instruments are categorised as basic financial instruments.

##### **Financial assets**

Basic financial assets, which include trade and other receivables and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method, unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest.

Trade debtors, loans and other receivables that have fixed or determinable payments that are not quoted in an active market are classified as 'loans and receivables'. Loans and receivables are measured at amortised cost using the effective interest method, less any impairment.

##### **Financial liabilities**

Basic financial liabilities are initially measured at transaction price, unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future receipts discounted at a market rate of interest.

Trade, group and other creditors (including accruals) payable within one year that do not constitute a financing transaction are initially measured at the transaction price and subsequently measured at amortised cost, being transaction price less any amounts settled.

##### **Derecognition of financial assets and liabilities**

A financial asset is derecognised only when the contractual rights to cash flows expire or are settled, or substantially all the risks and rewards of ownership are transferred to another party, or if some significant risks and rewards of ownership are retained but control of the asset has transferred to another party that is able to sell the asset in its entirety to an unrelated party. A financial liability (or part thereof) is derecognised when the obligation specified in the contract is discharged, cancelled or expires.

# NLA MEDIA ACCESS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

### FOR THE YEAR ENDED 31 DECEMBER 2018

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#### 1 Accounting policies (continued)

##### Equity instruments

Equity instruments issued by the company are recorded at the proceeds received, net of direct issue costs. Dividends payable on equity instruments are recognised as liabilities once they are no longer at the discretion of the company.

##### Taxation

The tax expense represents the sum of the current tax expense. Current tax assets are recognised when tax paid exceeds the tax payable.

Current and deferred tax is charged or credited to the profit or loss, except when it relates to items charged or credited to other comprehensive income or equity, when the tax follows the transaction or event it relates to and is also charged or credited to other comprehensive income, or equity.

Current tax is based on taxable profit for the year. Taxable profit differs from total comprehensive income because it excludes items of income or expense that are taxable or deductible in other periods. Current tax assets and liabilities are measured using tax rates that have been enacted or substantively enacted by the reporting period.

##### Employee benefits

The costs of short-term employee benefits are recognised as a liability and an expense, unless those costs are required to be recognised as part of the cost of stock or fixed assets.

Termination benefits are recognised immediately as an expense when the company is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

##### Retirement benefits

The company operates a defined contribution pension scheme with pensions provided under an insurance company scheme. Contributions payable by the company are charged to the Statement of Total Comprehensive Income as they accrue.

##### Leases

Rentals payable under operating leases, including any lease incentives received, are charged to income on a straight line basis over the term of the relevant lease except where another more systematic basis is more representative of the time pattern in which economic benefits from the lease asset are consumed.

#### 2 Critical accounting estimates and judgements

In the application of the company's accounting policies, the directors are required to make judgements, estimates and assumptions about the carrying amount of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised, if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

# NLA MEDIA ACCESS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

### FOR THE YEAR ENDED 31 DECEMBER 2018

#### 3 Turnover

An analysis of the company's turnover is as follows:

	2018 £	2017 £
<b>Turnover</b>		
Licensing royalties	43,528,426	40,469,180
Database	3,510,267	3,326,812
	<u>47,038,693</u>	<u>43,795,992</u>

#### Other significant revenue

Interest income	<u>41,640</u>	<u>30,797</u>
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#### Turnover analysed by geographical market

	2018 £	2017 £
United Kingdom	<u>47,038,693</u>	<u>43,795,992</u>

#### 4 Operating profit

Operating profit for the year is stated after charging:

	2018 £	2017 £
Depreciation of owned tangible fixed assets	59,230	48,572
Loss on disposal of tangible fixed assets	7,714	17
Operating lease charges	306,709	297,567
	<u>373,653</u>	<u>346,156</u>

#### 5 Auditor's remuneration

	2018 £	2017 £
Fees payable to the company's auditor and its associates:		

#### For audit services

Audit of the company's financial statements	<u>12,750</u>	<u>12,360</u>
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#### For other services

Taxation compliance services	2,050	7,274
All other non-audit services	26,454	10,084
	<u>28,504</u>	<u>17,358</u>

# NLA MEDIA ACCESS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

### FOR THE YEAR ENDED 31 DECEMBER 2018

#### 6 Employees

The average monthly number of persons (including directors) employed by the company during the year was:

	2018 Number	2017 Number
Management	9	7
Sales	26	23
Production	17	18
Administration	10	9
Business development	4	4
	<u>66</u>	<u>61</u>

Their aggregate remuneration comprised:

	2018 £	2017 £
Wages and salaries	4,099,256	3,470,297
Social security costs	495,055	406,194
Pension costs	195,781	156,270
	<u>4,790,092</u>	<u>4,032,761</u>

#### 7 Directors' remuneration

	2018 £	2017 £
Remuneration for qualifying services	554,288	357,342
Company pension contributions to defined contribution schemes	25,809	20,987
	<u>580,097</u>	<u>378,329</u>

The number of directors for whom retirement benefits are accruing under defined contribution schemes amounted to 2 (2017 - 2).

Remuneration disclosed above include the following amounts paid to the highest paid director:

Remuneration for qualifying services	384,620	221,817
Company pension contributions to defined contribution schemes	15,759	15,300
	<u>384,620</u>	<u>221,817</u>

# NLA MEDIA ACCESS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

### FOR THE YEAR ENDED 31 DECEMBER 2018

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8	Interest receivable and similar income	2018	2017
		£	£
	Interest income		
	Interest on bank deposits	41,640	30,797
		<u>          </u>	<u>          </u>
9	Interest payable and similar charges	2018	2017
		£	£
	Interest on financial liabilities measured at amortised cost		
	Other interest	-	57
		<u>          </u>	<u>          </u>
10	Taxation	2018	2017
		£	£
	Current tax		
	UK corporation tax on profits for the current period	-	-
	Adjustments in respect of prior periods	1,501	49,443
		<u>          </u>	<u>          </u>
	Total current tax	1,501	49,443
		<u>          </u>	<u>          </u>
	Total tax charge	1,501	49,443
		<u>          </u>	<u>          </u>

The charge for the year can be reconciled to the profit per the income statement as follows:

	2018	2017
	£	£
Profit before taxation	128,365	115,752
	<u>          </u>	<u>          </u>
Expected tax charge based on a corporation tax rate of 19% (2017: 20%)	24,389	23,151
Tax effect of expenses that are not deductible in determining taxable profit	24,461	23,367
Capital allowances in excess of depreciation	(48,850)	(46,518)
	<u>          </u>	<u>          </u>
Tax expense for the year	-	-
	<u>          </u>	<u>          </u>

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# NLA MEDIA ACCESS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

### FOR THE YEAR ENDED 31 DECEMBER 2018

#### 11 Tangible fixed assets

	Leasehold improvements	Fixtures, fittings and equipment	Total
	£	£	£
<b>Cost</b>			
At 1 January 2018	236,642	2,711,704	2,948,346
Additions	-	303,171	303,171
Disposals	-	(147,242)	(147,242)
At 31 December 2018	236,642	2,867,633	3,104,275
<b>Depreciation and impairment</b>			
At 1 January 2018	155,346	2,361,730	2,517,076
Depreciation charged in the year	15,261	43,969	59,230
Eliminated in respect of disposals	-	(139,528)	(139,528)
At 31 December 2018	170,607	2,266,171	2,436,778
<b>Carrying amount</b>			
At 31 December 2018	66,035	601,462	667,497
At 31 December 2017	81,296	349,974	431,270

#### 12 Fixed asset investments

	Note	2018 £	2017 £
Investments in subsidiaries	13	2	2

#### Movements in fixed asset investments

	Shares £
<b>Cost</b>	
At 1 January 2018 & 31 December 2018	2
<b>Carrying amount</b>	
At 31 December 2018	2
At 31 December 2017	2

#### 13 Subsidiaries

These financial statements are separate company financial statements for NLA media access limited.

The company owns the entire share capital of The Newspaper Licensing Agency Limited which was incorporated in England on 13 May 1998 and has not traded since its incorporation. The net assets of the company as at 31 December 2018 and at 31 December 2017 amounted to £2.

# NLA MEDIA ACCESS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

### FOR THE YEAR ENDED 31 DECEMBER 2018

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14 Debtors	2018	2017
	£	£
Amounts falling due within one year:		
Trade debtors	4,717,369	4,128,524
Prepayments and accrued income	1,030,326	1,034,672
	<u>5,747,695</u>	<u>5,163,196</u>

15 Current asset investments	2018	2017
	£	£
Cash on deposit	<u>3,000,000</u>	<u>1,500,000</u>

The company held assets in a money market account on 31 December 2018 and on 31 December 2017.

16 Creditors: amounts falling due within one year	2018	2017
	£	£
Other taxation and social security	609,871	533,880
Trade creditors	13,420,719	12,412,519
Accruals and deferred income	2,229,481	1,982,470
	<u>16,260,071</u>	<u>14,928,869</u>

Included within accruals are no pension contributions (2017: £14,055).

# NLA MEDIA ACCESS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

### FOR THE YEAR ENDED 31 DECEMBER 2018

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17 Financial instruments	2018	2017
	£	£
<b>Carrying amount of financial assets</b>		
Debt instruments measured at amortised cost	5,460,556	4,903,254
Equity instruments measured at cost less impairment	2	2
	<u>5,460,558</u>	<u>4,903,256</u>
<b>Carrying amount of financial liabilities</b>		
Measured at amortised cost	<u>15,421,906</u>	<u>14,157,115</u>

### 18 Retirement benefit schemes

#### Defined contribution schemes

The company operates a defined contribution pension scheme for all qualifying employees. The assets of the scheme are held separately from those of the company in an independently administered fund.

The charge to the Statement of Total Comprehensive Income in respect of defined contribution schemes was £195,781 (2017 - £156,270).

### 19 Share capital and reserves

	2018	2017
	£	£
<b>Ordinary share capital</b>		
<b>Authorised</b>		
1,000 Ordinary shares of £1 each	<u>1,000</u>	<u>1,000</u>
<b>Issued and fully paid</b>		
7 (2017 – 8) Ordinary shares of £1 each	<u>7</u>	<u>8</u>

The company has one class of ordinary share which carry no right to fixed income. The shares have attached to them full voting, dividend and capital distribution (including on winding up) rights. They do not confer any rights of redemption.

During the year the Company purchased for £1, and then cancelled, one of its ordinary shares in order to comply with its constitution that a shareholding publisher may only hold one share. The maximum number of own shares held during the year was one and this had a nominal value of £1. A capital redemption reserve has arisen on the purchase and cancellation of this share and this represents the nominal value of the share acquired.

# NLA MEDIA ACCESS LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

### FOR THE YEAR ENDED 31 DECEMBER 2018

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#### 20 Operating lease commitments

##### Lessee

Operating lease payments represent rentals payable by the company for certain of its properties. Leases are negotiated for an average term of 5 years and rentals are fixed for an average of 5 years.

At the reporting end date the company had outstanding commitments for future minimum lease payments under non-cancellable operating leases, which fall due as follows:

	2018 £	2017 £
Within one year	319,055	299,211
Between two and five years	218,793	501,670
	<u>537,848</u>	<u>800,881</u>

#### 21 Related party transactions

##### Remuneration of key management personnel

The remuneration of directors and managers who are considered to be key management personnel, is as follows.

	2018 £	2017 £
Aggregate compensation	<u>1,453,998</u>	<u>1,149,010</u>

No guarantees have been given or received.

One share in the company is held by each of Associated Newspapers Limited, The Financial Times Limited, Guardian News & Media Limited, MGL2 Limited, News UK & Ireland Limited, Telegraph Media Group Limited, and Independent Digital News & Media Limited. During the year the share held by Express Newspapers was purchased and cancelled by NLA Media Access Limited.

The shareholders have each given NLA a mandate to grant licences to third parties for the reproduction of newspaper content and to collect licence income from those third parties.

The royalties payable by the company to publisher shareholders during the year ended 31 December 2018 were £18,457,610 (2017: £17,342,110). Of this amount £3,425,796 (2017: £3,125,058) was unpaid at 31 December 2018. Non royalty invoices to publisher shareholders in the year totalled £186,360 (2017: £178,549) with £21,356 (2017: £9,297) unpaid at 31 December 2018.

## NLA MEDIA ACCESS LIMITED

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

#### FOR THE YEAR ENDED 31 DECEMBER 2018

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22 Cash generated from operations	2018	2017
	£	£
Profit for the year	128,365	115,752
<b>Adjustments for:</b>		
Finance costs recognised in profit or loss	-	57
Investment income recognised in profit or loss	(41,640)	(30,797)
Loss on disposal of tangible fixed assets	7,714	17
Depreciation of tangible fixed assets	59,230	48,572
<b>Movements in working capital:</b>		
Increase in debtors	(584,499)	(102,059)
Increase in creditors	1,331,202	784,118
<b>Cash generated from operations</b>	<u>900,372</u>	<u>815,660</u>