

Energy Industries Council

(a company limited by guarantee)

Consolidated Report and Financial Statements

Year Ended

31st March 2022

Company Number 00493459

Energy Industries Council

Report and financial statements for the year ended 31 March 2022

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Directors

| | | |
|------------------|-------------------|----------------|
| O H Saville | (Chairman) | I Ferber |
| S R Broadley | (Chief Executive) | N Golding |
| K Al Qubaisi | | T le Guen Dang |
| S Antonovic | | T Killen |
| A Aston | | M Layfield |
| A Bennion | | L Ledgard |
| A Caulliez-Louis | | I R Molloy |
| D Clark | | M Morais |
| A Cuniah | | G O'Hare |

Secretary and registered office

I R Molloy, 89 Albert Embankment, London, England, SE1 7TP

Company number

00493459

Auditors

BDO LLP, 55 Baker Street, London, W1U 7EU

Energy Industries Council

Foreword by the Chairman

Despite the challenges caused by the ongoing COVID pandemic and associated travel and business impacts, the Energy Industries Council (EIC) closed the 2021-22 fiscal year with a positive result. In November 2021, the UK hosted the 26th UN Climate Change Conference of the Parties (COP26). The Glasgow Climate Pact, combined with increased ambition and action from countries, means that 1.5C remains in sight and scales up action on dealing with climate impacts. Furthermore, as we look at how 2022 started, we saw high inflation, fast growing costs of living and real risks of a global recession, all worsened when Russia invaded Ukraine. Above all, the war in Ukraine has triggered a costly humanitarian crisis that demands an urgent peaceful resolution. For the energy sector, the consequences of the Ukraine conflict will be felt worldwide.

Even in these turbulent times, EIC has underpinned its stability, beating the projected budget. Our closing membership figure at the end of March 2022 was higher than March 2021 as we managed to achieve an opening membership figure some 4% up on the previous year, a significant result in the context of a supply chain that has been facing significant challenges for the last three years.

After being impacted severely by COVID-19 in 2020 and 2021, EIC events teams are returning to face-to-face events, including UK pavilions.

To the great credit of our global team, in May 2022, EIC launched EICTV, a webinar channel available on the EIC website to provide our members with some of the industry's highest quality and most consistent webinar content delivered digitally to global delegates throughout the lockdown. In July 2022, 50 webinars covering various themes were held. We have committed to holding 30% of our international events virtually, thus supporting members who intend to travel less, whilst feeding EICTV with up-to-date new content.

The sixth annual EIC Survive and Thrive Report, published in June 2022, contained a record number of 63 inspiring success stories from our member companies. The key finding was that the supply chain has returned to innovation in oil & gas markets as its key growth strategy, moving away from diversification. With global markets seeking to be the 'world leader' in so many technologies, companies are beginning to invest more on innovation.

The Market Intelligence department went from strength to strength in the previous financial year, with the growing analyst hubs in Kuala Lumpur and Rio de Janeiro. Our most well-established database, EICDataStream, continues to be an essential product to EIC members now hosting more than 11,000 live projects. EICAssetMap now hosts 27,500 existing energy facilities and EICSupplyMap hosts nearly 3,500 UK energy supply chain companies and their detailed capabilities. To assist our members with getting the most value from this world-leading data, we run regular online EICDataStream, EICAssetMap, and EICSupplyMap training sessions.

Finally, in early 2022, EIC introduced two new products: EIC Consult and EIC Event Solutions. EIC Consult provides in-depth market knowledge and reports for companies wanting a special deep-dive service, and EIC Event Solutions offers expert event services, supporting clients who can benefit from our extensive experience.

I am confident that the year ahead will see EIC growing still stronger, with plenty to acknowledge in 2023, when EIC will celebrate its 80th Anniversary. We know we are achieving our growth and our success because we have a highly skilled and agile team focusing solely on adding value to our member companies.



O H Saville
Chairman
The Energy Industries Council
16 December 2022

Energy Industries Council

Strategic report for the year ended 31 March 2022

The directors present their report together with the audited financial statements for the year ended 31 March 2022.

Principal activities

EIC is the leading trade association for companies that supply goods and services to the energy industries worldwide. Its members range in size from major international contractors and manufacturers through to more specialised product and service companies.

Objectives

The main objective of EIC is to identify global business opportunities for members from across the entire energy spectrum, and to support their business development activities through the provision of business information, data, insight, events, networking and promotional services and working with governments to enable policy developments which work for the energy supply chain. EIC's head office is in central London. EIC's international offices are in Dubai, Houston, Kuala Lumpur (KL) and Rio de Janeiro, where our teams gather intelligence on worldwide projects, organise business events and trade delegations, grow and manage international member networks and provide regional support to members.

Details of EIC events and activities, business opportunities and industry news are accessible to members via EIC's website, which has been redesigned and relaunched.

EIC's global project tracking database, EICDataStream, is also available to members via the website. The database provides detailed development and contracting information on over 11,800 active and future projects worldwide valued at over US\$12 tn, and 22,000 archived and cancelled projects. This information is further disseminated through regional, export and sector-based showcases, which are held on a regular basis.

In September 2017, EIC launched EICAssetMap, the only operations and maintenance (O&M) database to map all major energy assets across all energy sectors. The product is fully interactive and has been developed for companies that work in, or would like to work in, the O&M sector in any of the energy industries. It is currently available in only selected regions globally, including the UK, Europe, Africa, Middle East, Caspian, Brazil, Gulf of Mexico and Asia Pacific regions. By the end of 2022-23 the database will be global in its coverage with the exception of Russia and China with the completion of the collation of assets in the Americas.

EIC organises and hosts the UK pavilion for both members and non-members at a number of international exhibitions each year, providing UK companies with an unparalleled platform to meet buyers and win business. Since 2019, this has been extended to also cover selected Scottish pavilions. Additionally, several overseas trade delegations are run to key markets providing delegates with opportunities to build and strengthen business relationships with senior industry representatives, project and supply chain managers and government officials in the local market.

EIC also organises significant international supply chain events each year under the EIC Connect and Energy Exports Conference banners.

EIC is an accredited trade challenge partner with DIT with whom EIC has a close working relationship and many partnership arrangements in place that are beneficial to members.

Through its annual Supplier Guide (formerly the Procurement Guide), EIC acts as a conduit for global buyers to locate energy industry products and services. During 2020 the EIC released its latest database, EICSupplyMap, this system replaced the Procurement Guide during 2020/21. This up-to-date and verified database of more than 3,500 UK energy sector supply chain companies provides unparalleled insight into the UK's capabilities. This database helps companies to conduct market analysis to research possible business partners, potential competitors or create target lists of companies who need your products and services and during 2021-22 saw the addition of companies with proven capability in the energy transition sectors of carbon capture, hydrogen and energy storage.

Energy Industries Council

Strategic report for the year ended 31 March 2022

During 2022-23 the team will be collating information on the supply chain capabilities in Brazil, Malaysia, UAE and Texas, with data to be made available to members at the beginning of 2023-24.

EIC also publishes a weekly e-bulletin featuring the latest industry news, a monthly membership magazine Inside Energy, monthly regional NewsBriefs, Insight Reports, Country Reports, the annual Survive & Thrive report and a quarterly feature-led magazine Energy Focus, all of which keep members abreast of both the latest updates from EIC and potential opportunities in the global oil and gas, power, nuclear and renewable sectors.

Governance and constitution

The company is an independent not-for-profit organisation limited by guarantee and owned by its members. It is governed by its articles of association and operates on a commercial basis. It is independent of local, regional or national government financial support.

The Board of Directors is elected by the members and each elected director, along with the chairman, retires from office at the third annual general meeting following their appointment or reappointment. The maximum number of elected directors is fixed at 18. The chairman of the board is appointed by the board and also becomes a director.

The chief executive officer (CEO), chief financial officer (CFO) and Director, Market Intelligence (DMI) are appointed by the board, are directors and are permanent salaried employees of EIC. The CEO leads a management and staff team of 91 based in the UK and overseas. All directors except the CEO, CFO and DMI are non-executive.

Business review

Membership

The membership team has continued to grow as we identify areas around the world where we consider there to be the most potential. The UK team now has four full time membership managers whose roles and responsibilities have broadened. They are now working and mentoring the new membership managers and introducing them to the products and services we provide for our members. The Head of Membership has taken on a global responsibility of ensuring the team work collectively to achieve our aims and objectives. Our most recent appointments have been in Europe, KL, Houston and Rio. This has helped us become recognised as a truly global energy trade association.

2021-22 proved to be a very productive year with membership growing by over 11% this was down to the team doing a wonderful job in not only recruiting new members but in rescuing members from our resignation list.

During the year we introduced our latest membership category, Global Renewable / Energy Transition meaning we now have 14 different membership categories in total.

We also designed and produced the EIC welcome pack and membership flyer. These documents are essential now that we are travelling again and attending live events and face to face meetings

2021-22 saw the introduction of a second membership year, the idea being to reduce the resignation number by ensuring all new members are tied in for a minimum of 6 months. We now run 2 membership years concurrently the first being from the 1st April to the following 31st March. The second being from the 1st October to the following 30th September.

For UK registered companies, we now offer the following member categories: UK Membership; Primary Membership with three options: the Americas, APAC and EMEA; Global Membership; Global Renewable Energy Membership Global Renewable/ Energy Transition membership and an Incubator Membership. For non-UK registered companies, we also offer Primary, Global, Global Renewable Energy, Global Renewable/ Energy Transition and Incubator Membership categories, as well as local membership packages in Brazil, the GCC and ASEAN regions, Gulf of Mexico, Africa and Russia /CIS These will be sold by the membership managers based in those locations.

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Strategic report for the year ended 31 March 2022

This year saw the launch of our fourth market intelligence product in EIC Consult a bespoke market intelligence service for both members and non-members.

EICSupplyMap the most up-to-date and verified map of more than 3,500 UK energy sector supply chain companies can provide unparalleled insight into the UK's capabilities.

EIC's O&M database, EICAssetMap maps over 27,500 existing operational assets in all energy sectors in key energy markets around the world including the UK, Europe, the Middle East, Africa, Asia Pacific (Brunei, Malaysia and Singapore), Australasia, Brazil and The Gulf of Mexico.

Our most well-established database, EICDataStream, which tracks over 11,800 active and future CAPEX projects around the world as well as 22,000 archived and cancelled projects, continues to be an essential product to attract new members and importantly retain existing ones. We are running regular online EICDataStream, EICAssetMap and EICSupplyMap training sessions. These are designed to ensure our members are fully engaged and getting the most out of these valuable business development tools.

Events

It has been another somewhat challenging year, once again due to ongoing COVID 19 restrictions. At the start of the year the International Trade team were handed the reins to the Energy Export Conference, our flagship event Organized in partnership with DIT, SDI, North Sea Decommissioning Authority, OEUK, Decom North Sea, Energy Transition Zone and UKEF. This was a planned fully virtual event, which ran over 4 days with 6,198 companies attending the sessions. A total of 2,961 individual people registered from 1,871 companies. Over the 4 days we ran 47 sessions, with 2 plenaries, 8 panel sessions, 9 contractor updates, and 20 international delegation sessions.

Following EEC in June the team continued to work under difficult conditions to try and recruit enough companies to ensure we could host the UK Pavilion at various exhibitions. ADIPEC which had been cancelled the previous year was the beacon of hope for most companies. Despite very strict travel rules and regulations and testing requirements in the UAE, ADIPEC went ahead and was a resounding success. We welcomed 41 companies in the UK Pavilion, as well as a lounge sponsor and were able to host our hugely popular UK Networking Reception once again. To top what was a fantastic week, the UK Pavilion was also granted the Best Pavilion Award of ADIPEC 2021.

Things looked more positive following ADIPEC, we were delighted to then be able to go on and host the UK Pavilion at World Nuclear Exhibition in December. Work was also being done for the EIC Pavilion at Offshore Europe, planned to be in February 2022. However, as we were about to leave for the Christmas break, the Omicron wave worsened, and restrictions were put in place. January 2022 saw the postponement of Offshore Europe until September 2023. Early in the year planning began in earnest for the Energy Exports Conference 2022, which was launched in January 2022. We delivered the UK Pavilion once again at Wind Expo Japan, however sadly for our exhibitors, where we hoped it would be in person, Japan did not open up its travel restrictions, so our companies once again had to attend virtually.

As we go into next year, things are starting to open up even further although we think it will be a slightly slower year than normal. We are seeing that companies still remain cautious about booking onto events and wish to leave it as late as possible to minimize their risk. However, we are slowly getting back to business.

Middle East, Africa, Russia & CIS

This financial year witnessed a return to live events where of the 33 events hosted, 9 were held in a physical format including the EIC Roundtable Series which we commenced in January 2022.

We held the inaugural EIC Qatar Connect event on 5th October 2021. This was hosted on a virtual platform and attended by 219 delegates representing over 100 companies, this was the first event of its kind in a growing market, which we hope to repeat in a physical format in the coming years. A total of 7 sessions were held across the day with a wide range of speakers from government, operator, contractor and the SME community. Additional on demand content was also added to be made available on our website after the event.

Energy Industries Council

Strategic report for the year ended 31 March 2022

Notable webinars included the first ever 'Women In Energy' event hosted by EIC, alongside a welcome return to our 'Business Opportunities With' series where we were joined by Subsea7 and Kent.

The EIC Golf Day also returned in March 2022 where we were at full capacity with 100 registered golfers and a waiting list in place.

Our UAE Re-Connect which was originally scheduled for February 2022 was moved to May 2022 on account of increased COVID-19 protocols that were in place during this time.

Asia Pacific

The APAC Office in KL continues to expand in line with the increase in regional activities and amount of revenue and surplus generated. For 2021-22, KL has added 2 analysts, 2 membership managers and 1 events coordinator bringing the total staff in KL to 16 people. Despite being affected by the pandemic for most part of 2021-22, the APAC Office managed to organise high quality relevant events for members throughout the year. We were among the first within the industry in Kuala Lumpur to organise networking events immediately after covid restrictions were lifted by the Government, resulting in full turn-out of delegates and increased sponsorships by members at all our subsequent events and a significant increase in revenue from events compared to previous years. Through our events we were able to position EIC as a good platform for energy companies in the region to understand and strategize their business directions in line with energy transition and net zero commitments. We were also able to utilise our events to demonstrate to potential members the benefits of EIC membership via networking with high level and quality guests from the industry. We were delighted that our events not only generated more revenue but also became an important source for membership leads.

Our membership team performed brilliantly throughout the year by exceeding all targets set by the management and achieving a total of 98 new members from the ASEAN region. We are optimistic that this encouraging trend will continue in the next few years especially after the opening of international borders in the region. We also focus on initiatives to retain existing members by increasing our engagement frequency with all members and strengthening relationships with relevant individuals within the member companies.

North, Central and South America

The North and Central region hosted 12 regional events receiving close to 550 delegates over the course of the last year. Events were heavily focused on energy transition.

The pandemic provided an opportunity to reorganize the Connect Advisory Board, to an actual Advisory Board providing the arena for thought leadership. The EIC Regional Advisory Board North & Central America comprises of a quorum of EIC member companies and industry stakeholders i.e. providers of goods and services, contractors, academia / thinktanks, operators, and OEMs across the region. Individually and collectively, Advisory Board Members support the not-for-profit initiatives of the EIC. Participation provides access to expertise, exclusive networking opportunities, and avenues to test strategic thinking. The purpose of the Board is to create a channel for new insights and advice on solving business challenges, and to explore new opportunities by stimulating robust, high-quality conversations. Currently, 59 professionals are part of the Advisory Board.

Finally, we increased our local headcount by hiring an additional Membership Manager.

Due yet again to the COVID-19 pandemic, the agenda of events remained virtual through the e-events. However, the webinars were revamped to also allow suppliers the opportunity to present and co-host. The South America office launched the series of webinars named "Brazil UK Energy Collaboration Forum" organised by the EIC in partnership with the British Chamber of Commerce in Brazil, aiming to be a forum of collaboration on the Energy sector between the United Kingdom and Brazil. Operators and contractors active in Brazil shared their activities, projects and business opportunities, followed by presentations from suppliers to an audience formed mostly by suppliers of goods and services. The main objective was to develop the UK-Brazil partnership in the energy market, creating business opportunities for the supply chain. Topics involving Decarbonising, Nuclear, Offshore wind, FPSO's, Subsea, independent operators and renewables were discussed with speakers such as BP, Shell, Subsea7, BW Offshore, SBM Offshore, Eletronuclear, Baker Hugues, BI Energia and Atlas Renewables.

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Strategic report for the year ended 31 March 2022

With the creation of the category of local membership for Brazil, a membership coordinator was hired to work full time developing the regional market.

The America's region organised 40 business presentations, events and training courses, attracting almost 2,500 delegates across the region, consisting of 1,027 in Houston and 1,462 in Rio. Although no market visits for events nor in person delegations were held, the Petrobras registration service have continued to produce sustained interest with a stable number of clients.

To support EIC's global strategy, the Rio office was chosen as the company's second hub comprising of staff to support EIC internationally. During the year, we recruited into the hub marketing professionals linked to social media, graphic design, mailing and the EIC website. Analysts were added to support EIC Asset Map, EICDatastream for Americas, the expansion of EIC Supply Map and EIC Consult. Additionally, staff to support the membership team and EIC Inform for North America were added.

Financial review

The consolidated statement of financial activities is set out on page 14 and shows the income and surplus for the year. Income increased by 8% compared to the previous financial year from £5,544k to £6,003k and surplus/(deficit) on ordinary activities before tax increased from £(178)k to £457k. This income increase was across all revenue lines except for overseas activities. The directors are satisfied with the results.

Key performance indicators

The Board use the following key performance indicators to measure the performance and position of EIC:

| | 2021-2022 | 2020-2021 |
|---|-----------|-----------|
| Income growth / (decline) | 8% | (33%) |
| Subscription income growth / (decline) | 2% | (3%) |
| Non-subscription income (as a percentage of total income) | 24% | 19% |
| Members at the year end | 703 | 623 |

Principal risks and uncertainties

The board regularly reviews the principal risks and uncertainties facing EIC and the procedures and policies that are needed to mitigate those risks. This is achieved through critical assessment of the company-maintained risk register at regular intervals. The main potential risks identified are a severe reduction in overall membership, and the complexities of conducting business and events overseas, allied with managing the business through unforeseen circumstances such as the recent COVID-19 outbreak.

Due to the way the membership contract is structured, EIC has sufficient lead time to take appropriate actions to mitigate the financial impact of a reduction in membership income. No commitments to overseas events expenditure are made where there is a financial exposure.

EIC recognises the importance of delivering high levels of service to retain and attract members. There has been a significant investment in new technologies to ensure that members have access to the latest industry information and events and can work in partnership with EIC to successfully promote their businesses.

Conducting business and events overseas are an important part of EIC and the board recognises the complexities of doing so. Procedures are in place to monitor the financial activities of overseas offices to control the planning and delivery of overseas events, and to ensure compliance with local legislation.

Energy Industries Council

Strategic report for the year ended 31 March 2022

Reserves and investment policy

EIC's reserves are held in interest bearing accounts with differing maturity dates in financially strong banks whose credit ratings are regularly reviewed. There are no investments in equities, property, or gilts.

Although EIC is a not-for-profit organisation, it is managed on a sound commercial basis with all events expected to make a small financial surplus which is reinvested in additional membership services. Any year-end surpluses are transferred to reserves.

Future developments

As always, the EIC has an ambitious programme of future developments during the 2022-2023 financial year and beyond. Our senior team met (virtually) at the end of 2021 to agree our long-term vision and strategic objectives, and the associated short-term tactical goals.

Our mission statement is: "To be the go-to energy supply chain trade association, globally."

Our five long-term strategic objectives are as follows:

1. To be the voice of the energy supply chain.
2. To have the world's largest energy industry membership.
3. To be the trusted partner to our key stakeholders, in each energy hub of the world.
4. To have in-house proprietary all-energy data that unlocks unique insights, shapes policy, drives member Benefit.
5. To ensure continued EIC success for the next 80 years.

Our short-term tactical goals are as follows:

1. By 2023
 - a. Celebrate our 80th anniversary
 - b. Complete EICAssetMap globally (excluding China and Russia)
 - c. Enhance EIC's one-team culture
 - d. Successfully launch EIC pavilions (for non-UK members) and Energy Transition pavilions (e.g. new Hydrogen shows)
2. By 2025
 - a. Reach the milestone of 1,000 members
 - b. Ensure all 5 existing regional hubs are self-funding
 - c. Establish a sixth regional hub in mainland Europe ("the EU")
 - d. Complete project "Chunky", to future-proof our information systems
3. By 2027
 - a. Generate at least £1m additional cash to add to our already very healthy reserves
 - b. Complete EICSupplyMap globally (for all key energy markets)
 - c. EIC Consult to reach £1m annual revenues, profitably
 - d. Establish EIC ESG leadership (scope to be defined)

Our engagement with the UK Government is stronger than ever, and in our growing role as one of the key voices of the energy supply chain, we are excited to be involved with the UK Energy Supply Chain Taskforce (UKESC) in our role as secretariat and co-founder, the EIC initiative that includes the Minister for Exports, the Energy Minister, and the industry's leading trade body representatives.

This government and industry working group will help to shape government policy and give a voice to energy supply chain companies across all sectors as we look to enable the energy transition and increase exports and internationalisation.

The EIC's core product offering, our market intelligence databases, will continue to grow and expand, with recent hires focusing on increasing the available regions in EICAssetMap to build it to a point where we can offer worldwide coverage of operational assets in the same way that we do for projects in EICDataStream. Following the successful rollout of EICSupplyMap in the UK, we have also recruited researchers to complete the same for Malaysia, the United Arab Emirates, Brazil and Texas in the coming year.

Energy Industries Council

Strategic report for the year ended 31 March 2022

EIC events teams returned to face-to-face events, including UK pavilions. On June 14 – 15, 2022, we hosted the Energy Export Conference in Aberdeen, Scotland. It welcomed more than 650 attendees, including industry leaders from all over the world with several inward delegations including from Japan, Azerbaijan and Africa.

As promised, in May 2022, EIC launched EICTV, a webinar channel available on the EIC website to provide our members with some of the industry's highest quality and most consistent webinar content delivered digitally. In July 2022 there were 50 webinars available covering various themes. Our webinars are a powerful tool to position EIC as a thought leader in our industry. With that in mind, we plan to offer EICTV content on a subscription-based model and host other informative and entertaining content such as interviews, talks, market data trends or market insights presented in a video format to increase the service value of EIC to the industry.

Lastly, and following the introduction of the new Operator Membership category last year, we were delighted to announce our first operator member as one of the biggest in the world – ExxonMobil. We are confident this will spur on our recruitment of new operators and developers as we continue in our journey in offering excellent value to companies in all areas of the energy sector.

Approved by the Board



S R Broadley
Chief Executive

Date 16 December 2022

Energy Industries Council

Report of the directors for the year ended 31 March 2022

The directors present their report together with the audited financial statements for the year ended 31 March 2022.

Results

The statement of consolidated financial activities is included on page 14 and shows the surplus for the year.

Financial instruments

The Board constantly monitors EIC's risks and exposures to price risk, credit risk, liquidity risk and cash flow risk.

EIC takes precautions against the risk of exchange rate losses on overseas exhibitions and trade delegations by allowing a suitable difference between the exchange rate current at the time of launching the exhibition or trade delegation and the rate used for the purposes of costing the event. Forward purchasing of foreign currencies further mitigates the risk as appropriate.

EIC's policy in respect of credit risk is to require appropriate credit checks for companies on admission to membership.

Directors

The directors of the company during the year were:

| | |
|------------------|--|
| O H Saville | (Chairman) |
| S R Broadley | (Chief Executive) |
| K Al Qubaisi | |
| A Aston | |
| A Bennion | |
| A Caulliez-Louis | (appointed 16 December 2021) |
| D Clark | (appointed 16 December 2021) |
| A Cuniah | |
| J A T H Emerton | (resigned 1st September 2022) |
| T Killen | (appointed 16 December 2021) |
| M Layfield | |
| L Ledgard | |
| I R Molloy | |
| M Morais | (resigned 17 th December 2021, appointed 31 st March 2022) |
| G O'Hare | |
| S L Howell | (appointed 24 th June 2021, resigned 31 st July 2021) |

Existence of branches of the company outside the United Kingdom

The company has branches in Brazil and United Arab Emirates.

Energy Industries Council

Report of the directors for the year ended 31 March 2022

Directors' responsibilities statement

The directors are responsible for preparing the strategic report, report of the directors 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 Group and Company 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 Group and Company and of the surplus or deficit of the Group for that period.

In preparing these financial statements, the directors are required to:

- select suitable accounting policies for the Group and Company and then apply them consistently.
- make judgements and accounting estimates that are reasonable and prudent; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Group and Parent 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 Group and the Parent Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Financial statements are published on the company's website in accordance with legislation in the United Kingdom governing the preparation and dissemination of financial statements, which may vary from legislation in other jurisdictions. The maintenance and integrity of the company's website is the responsibility of the directors. The directors' responsibility also extends to the on-going integrity of the financial statements contained therein.

Auditors

All of the current directors have taken all the steps that they ought to have taken to make themselves aware of any information needed by the company's auditors for the purposes of their audit and to establish that the auditors are aware of that information. The directors are not aware of any relevant audit information of which the auditors are unaware.

BDO LLP have expressed their willingness to continue in office. Under the Companies Act 2006 section 487(2) they will be automatically re-appointed as auditors 28 days after these accounts are sent to the members, unless the members exercise their rights under the Companies Act 2006 to prevent their re-appointment.

On behalf of the Board



S R Broadley
Chief Executive

Date 16 December 2022

Energy Industries Council

Independent Auditor's Report to the Members of The Energy Industries Council

Opinion on the financial Opinion on the financial statements

In our opinion:

- the financial statements give a true and fair view of the state of the Group's and of the Parent Company's affairs as at 31 March 2022 and of the Group's Surplus for the year then ended;
- the financial statements have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- the financial statements have been prepared in accordance with the requirements of the Companies Act 2006.

We have audited the financial statements of Energy Industries Council ("the Parent Company") and its subsidiaries ("the Group") for the year ended 31 March 2022 which comprise Consolidated Statement of Financial Activities and Retained Reserves, Consolidated and Company balance sheets, Consolidated and Company statement of changes in equity, Consolidated Cashflow Statement 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 Financial Reporting Standard 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

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

Independence

We are independent of the Group and the Parent 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.

Conclusions relating to going concern

In auditing the financial statements, we have concluded that the Directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the Group or Parent Company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the Directors with respect to going concern are described in the relevant sections of this report.

Other information

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

Energy Industries Council

Independent auditor's report (*continued*)

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 course of 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 this gives rise to a material misstatement in the financial statements themselves. 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.

Other Companies Act 2006 reporting

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.

In the light of the knowledge and understanding of the Group and the Parent Company and its environment obtained in the course of the audit, we have not identified material misstatements in the Strategic report or 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 by the Parent Company, or returns adequate for our audit have not been received from branches not visited by us; or
- the Parent Company 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, 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 Group's and the Parent 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 Group or the Parent 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.

Energy Industries Council

Independent auditor's report (*continued*)

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.

Extent to which the audit was capable of detecting irregularities, including fraud

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

We obtained an understanding of the legal and regulatory framework applicable to the entity and the industry in which it operates. We considered the significant laws and regulations to be Companies Act 2006 and the applicable accounting standards.

We evaluated management's incentives and opportunities for fraudulent manipulation of the financial statements (including the risk of override of controls) and determined that the principal risks were related to management bias in accounting estimates and posting inappropriate journal entries to manipulate the fair value of the Company's assets.

Audit procedures performed by the engagement team included:

- We considered the processes and controls that the company has established to address risks identified, or that otherwise prevent, deter and detect fraud and how management monitors those processes and controls.
- We challenged assumptions and judgements made by management in areas involving significant estimates.
- We performed substantive testing on account balances and transactions, which were considered to be a greater risk of susceptibility to fraud;
- We targeted journal entry testing based on identified characteristics the audit team considered could be indicative of fraud, as well as a focus on large and unusual transactions based upon our knowledge of the business;
- We made enquiries of Management, those charged with governance and those responsible for legal and compliance procedures as to whether there was any correspondence from regulators in so far as the correspondence related to financial statements; and
- We also communicated relevant identified laws and regulations and potential fraud risks to all engagement team members and remained alert to any indications of fraud or non-compliance with laws and regulations throughout the audit.

Our audit procedures were designed to respond to risks of material misstatement in the financial statements, recognising that the risk of not detecting a material misstatement due to fraud is higher than the risk of not detecting one resulting from error, as fraud may involve deliberate concealment by, for example, forgery, misrepresentations or through collusion. There are inherent limitations in the audit procedures performed and the further removed non-compliance with laws and regulations is from the events and transactions reflected in the financial statements, the less likely we are to become aware of it.


A further description of our responsibilities is available on the Financial Reporting Council's website at: <https://www.frc.org.uk/auditorsresponsibilities>. This description forms part of our auditor's report.

Energy Industries Council

Independent auditor's report (*continued*)

Use of our report

This report is made solely to the Parent 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 Parent 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 Parent Company and the Parent Company's members as a body, for our audit work, for this report, or for the opinions we have formed.

DocuSigned by:

4FB34D873A17477...

Jack Draycott (Senior Statutory Auditor)
For and on behalf of BDO LLP, Statutory Auditor
London, UK

16th December 2022

BDO LLP is a limited liability partnership registered in England and Wales (with registered number OC305127).

Energy Industries Council

Consolidated statement of financial activities and retained reserves for the year ended 31 March 2022

| | Note | 2022 £ | 2021 £ |
|---|------|-------------|-------------|
| Income | 3 | 6,002,737 | 5,543,532 |
| Cost of sales | | (703,848) | (490,207) |
| Gross surplus | | 5,298,889 | 5,053,325 |
| Administrative expenses | | (4,859,998) | (5,253,664) |
| Operating surplus/(deficit) | 4 | 438,891 | (200,339) |
| Bank interest receivable | | 17,825 | 22,951 |
| Surplus/(deficit) on ordinary activities before taxation | | 456,716 | (177,388) |
| Tax charge on surplus/(deficit) from ordinary activities | 7 | - | (565) |
| Surplus/(Deficit) for the year | | 456,716 | (177,953) |
| Other comprehensive income/(loss) | | | |
| Currency translation differences | | 86,237 | (26,327) |
| Total comprehensive income/(loss) | | 542,954 | (204,280) |
| Opening reserves | | 3,510,101 | 3,714,381 |
| Closing reserves | | 4,053,055 | 3,510,101 |

All amounts relate to continuing activities.

The notes on pages 21 to 32 form part of these financial statements.

Energy Industries Council

Consolidated balance sheet at 31 March 2022

| | Note | 2022 £ | 2021 £ |
|---|------|--------------------|--------------------|
| Fixed assets | | | |
| Intangible asset | 8 | 53,658 | 68,963 |
| Tangible assets | 9 | 182,107 | 207,160 |
| | | <u>235,765</u> | <u>276,123</u> |
| Current assets | | | |
| Debtors | 11 | 1,221,632 | 534,604 |
| Other investments | 12 | 1,030,954 | 1,021,207 |
| Cash at bank and in hand | | 3,548,180 | 3,719,907 |
| | | <u>5,800,766</u> | <u>5,275,718</u> |
| Creditors: amounts falling due within one year | 13 | <u>(1,725,152)</u> | <u>(1,807,341)</u> |
| Net current assets | | <u>4,075,614</u> | <u>3,468,377</u> |
| Total assets less current liabilities | | <u>4,311,379</u> | <u>3,744,500</u> |
| Provisions for liabilities | 15 | <u>(258,324)</u> | <u>(234,399)</u> |
| | | <u>4,053,055</u> | <u>3,510,101</u> |
| Reserves | | | |
| Profit and loss account | | <u>4,053,055</u> | <u>3,510,101</u> |

The financial statements were approved and authorised for issue by the board and signed on its behalf by Ian Molloy.



I R Molloy
Director

Date 16 December 2022

The notes on pages 21 to 32 form part of these financial statements.

Energy Industries Council

Consolidated statement of changes in equity for the year ended 31 March 2022

| | Profit and loss account £ |
|--|---------------------------------|
| Balance as at 31 March 2020 | 3,714,381 |
| <i>Comprehensive loss for the year</i> Deficit for the year | (177,953) |
| <i>Other comprehensive loss for the year</i> Currency translation differences | (26,327) |
| Total comprehensive loss for the year | (204,280) |
| Balance as at 31 March 2021 | 3,510,101 |
| <i>Comprehensive income for the year</i> Surplus for the year | 456,717 |
| <i>Other comprehensive income for the year</i> Currency translation differences | 86,237 |
| Total comprehensive income for the year | 542,954 |
| Balance as at 31 March 2022 | 4,053,055 |

The notes on pages 21 to 32 form part of these financial statements.

Energy Industries Council

Company balance sheet at 31 March 2022

| Company number 00493459 | Note | 2022 £ | 2021 £ |
|---|-------------|--------------------|--------------------|
| Fixed assets | | | |
| Intangible assets | 8 | 53,658 | 68,963 |
| Tangible assets | 10 | 142,028 | 167,945 |
| | | 195,686 | 236,908 |
| Current assets | | | |
| Debtors | 11 | 1,142,836 | 493,896 |
| Other Investments | 12 | 1,030,954 | 1,021,207 |
| Cash at bank and in hand | | 3,431,073 | 3,562,688 |
| | | 5,604,863 | 5,077,791 |
| Creditors: amounts falling due within one year | 13 | (2,043,069) | (2,004,650) |
| | | 3,561,794 | 3,073,141 |
| Net current assets | | 3,561,794 | 3,073,141 |
| Total assets less current liabilities | | 3,757,480 | 3,310,049 |
| Provisions for liabilities | 15 | (249,069) | (225,529) |
| | | 3,508,411 | 3,084,520 |
| | | 3,508,411 | 3,084,520 |
| Reserves | | | |
| Profit and loss account | | 3,508,411 | 3,084,520 |
| | | 3,508,411 | 3,084,520 |

The parent company surplus/(deficit) for the financial year was £423,891 - (2021 – (£71,219)).

The financial statements were approved and authorised for issue by the board and signed on its behalf by



I R Molloy
Director

Date 16 December 2022

The notes on pages 21 to 32 form part of these financial statements.

Energy Industries Council

Company statement of changes in equity for the year ended 31 March 2022

| | Profit and loss account £ |
|------------------------------------|---------------------------------|
| Balance as at 31 March 2020 | 3,155,739 |
| Deficit for the year | (71,219) |
| | ----- |
| Balance as at 31 March 2021 | 3,084,520 |
| Surplus for the year | 423,891 |
| | ----- |
| Balance as at 31 March 2022 | 3,508,411 |
| | ----- |

The notes on pages 21 to 32 form part of these financial statements.

Energy Industries Council

Consolidated cash flow statement for the year ended 31 March 2022

| | 2022 £ | 2021 £ |
|---|------------------|------------------|
| Cash flows from operating activities | | |
| Surplus/(deficit) for the financial year | 456,655 | (177,953) |
| Adjustments for: | | |
| Depreciation of tangible fixed assets | 129,453 | 121,518 |
| Amortisation of intangible assets | 15,305 | 7,564 |
| Taxation expense | - | 565 |
| Interest receivable | (17,825) | (22,951) |
| Increase in debtors | (687,028) | 1,095,694 |
| Decrease in creditors | (82,189) | (624,802) |
| Increase / (Decrease) in provisions | 14,897 | (24,504) |
| Foreign exchange movements | 82,922 | (61,090) |
| Cash from operations | (87,808) | 314,041 |
| Interest receivable and similar income | 17,825 | 22,951 |
| Corporation tax received | - | 31,936 |
| Net cash generated from operations | (69,983) | 368,928 |
| Cash flows from investing activities | | |
| Payments to acquire tangible fixed assets | (91,997) | (77,428) |
| Payments to acquire intangible fixed assets | - | (11,091) |
| Cash outflow on terms deposits | (9,747) | (12,390) |
| Net cash outflow from investing activities | (101,744) | (100,909) |
| Net (decrease) / increase in cash and cash equivalents | (171,727) | 268,019 |
| Cash and cash equivalents at the beginning of the year | 3,719,907 | 3,451,888 |
| Cash and cash equivalents at end of the year | 3,548,180 | 3,719,907 |
| Cash and cash equivalents comprise | | |
| Cash at bank and in hand | 3,548,180 | 3,719,907 |

Energy Industries Council

Notes forming part of the financial statements for the year ended 31 March 2022

1 Accounting policies

Energy Industries Council is a company limited by guarantee incorporated in England & Wales under the Companies Act. The address of the registered office is given on the contents page and the nature of the company's operations and its principal activities are set out in the strategic report. The financial statements have been prepared in accordance with FRS 102, the Financial Reporting Standard applicable in the United Kingdom and the Republic of Ireland. The financial statements have been prepared on a historical cost basis, except for certain financial instruments measured at fair value through profit or loss.

The preparation of financial statements in compliance with FRS 102 requires the use of certain critical accounting estimates. It also requires group management to exercise judgement in applying the group's accounting policies.

The use of the going concern basis of accounting is appropriate because there are no material uncertainties related to events or conditions that may cast doubt about the ability of the group and company to continue as a going concern.

The following principal accounting policies have been applied:

Basis of consolidation

The group accounts consolidate the financial statements of the company and its subsidiary undertakings, EICUK (Houston) Inc, and The EIC Energy Market Intelligence (Asia Pacific) Sdn. Bhd., made up to 31 March in each year.

Income

Income, being membership fees, exhibitions and other activities provided by Energy Industries Council, represent invoiced amounts less value added tax, or local taxes on sales. Membership income is recognised in the profit and loss in the year to which it relates. Cash receipts and payments which relate to overseas exhibitions and seminars are recognised as income and expenditure in the year in which the event takes place.

Tangible fixed assets

Tangible fixed assets are stated at historical cost less accumulated depreciation and any accumulated impairment losses.

Intangible fixed assets

Intangible fixed assets are stated at historical cost less accumulated amortisation and any accumulated impairment losses.

Energy Industries Council

Notes forming part of the financial statements for the year ended 31 March 2022 *(continued)*

1 Accounting policies *(continued)*

Depreciation

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

The estimated useful lives range as follows:

| | | |
|------------------------|---|-------------------|
| Office equipment | - | 20% |
| Computer equipment | - | 30%-33% |
| Leasehold improvements | - | Term of the lease |

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

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised within 'other operating income' in the consolidated statement of financial activities.

The cost of tangible fixed assets includes an initial estimate of the costs of dismantling and removing the item and restoring the site on which it is located, where such obligations exist, for example under the terms of a property lease. A provision is simultaneously recorded for such estimated costs.

Pensions

Contributions to the company's defined contribution pension scheme are charged to the profit and loss account in the year in which they become payable. The assets of the scheme are held separately in an independently administered fund.

Foreign currency translation

(a) Functional and presentation currency

Items included in the financial statements of each of the group's entities are measured using the currency of the primary economic environment in which the entity operates ('the functional currency'). The consolidated financial statements are presented in 'sterling', which is the company's functional and the group's presentation currency.

The results of overseas operations are translated into sterling at rates approximating to those ruling when the transactions took place. All assets and liabilities of overseas operations are translated at the rate ruling at the reporting date. Exchange differences arising on translating the opening net assets at opening rate and the results of overseas operations at actual rate are recognised in other comprehensive income.

(b) Transactions and balances

Foreign currency transactions are translated into the group entity's functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in profit or loss.

Energy Industries Council

Notes forming part of the financial statements for the year ended 31 March 2022 (*continued*)

1 Accounting policies (*continued*)

Taxation

The charge for taxation is based on the profit for the year and takes into account taxation deferred. Current tax is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantially enacted by the balance sheet date.

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the balance sheet date except that the recognition of deferred tax assets is limited to the extent that the company anticipates making sufficient taxable profits in the future to absorb the reversal of the underlying timing differences.

Deferred tax balances are not discounted.

Leased assets

All leases are treated as operating leases. Their annual rentals are charged to the profit and loss account on a straight-line basis over the term of the lease.

Financial assets

Financial assets, other than investments and derivatives, are initially measured at transaction price (including transaction costs) and subsequently held at cost, less any impairment.

Financial liabilities and equity

Financial liabilities and equity are classified according to the substance of the financial instrument's contractual obligations, rather than the financial instrument's legal form.

Cash and cash equivalents

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

2 Judgements in applying accounting policies and key sources of estimation uncertainty

In preparing these financial statements, the directors have made the following judgement to:

- Determine whether there are indicators of impairment of the Group's tangible assets. Factors taken into consideration in reaching such a decision include the economic viability and expected future financial performance of the assets, the underlying cash generating units and the subsidiaries.
- Recognise dilapidations and severance provisions. The judgement's estimates and associated assumptions necessary to calculate these provisions are based on historical experience and other reasonable factors.

Other key sources of estimation uncertainty

- Intangible & tangible fixed assets (note 8 and 9)

Intangible & tangible fixed assets are depreciated over their useful lives considering residual values where appropriate. The lives of assets and residual values are assessed annually with factors such as the use of each asset.

Energy Industries Council

Notes forming part of the financial statements for the year ended 31 March 2022 (continued)

3 Income

Income, which is stated net of value added tax, represents amounts invoiced to third parties. All income arises from continuing activities. An analysis of the income by activity and geographical market is below:

| <i>Analysis by market</i> | | | 2022 £ | 2021 £ |
|-----------------------------|---------------------|------------------------------------|---------------------|------------------------------------|
| United Kingdom | | | 5,748,701 | 5,317,617 |
| Rest of the world | | | 254,036 | 225,915 |
| | | | <u>6,002,737</u> | <u>5,543,532</u> |
| | | | | |
| <i>Analysis by activity</i> | Income 2022 £ | Surplus before tax 2022 £ | Income 2021 £ | Deficit before tax 2021 £ |
| Subscriptions | 4,585,984 | 4,585,984 | 4,503,589 | 4,503,589 |
| Activities | 209,976 | 183,985 | 178,916 | 114,711 |
| Overseas exhibitions | 909,627 | 231,770 | 663,284 | 237,282 |
| Catalogue | - | - | - | - |
| Other income | 297,150 | 297,150 | 197,743 | 197,743 |
| | <u>6,002,737</u> | <u>5,298,889</u> | <u>5,543,532</u> | <u>5,053,325</u> |
| | | | | |
| Common costs | | (4,859,998) | | (5,253,664) |
| Common income | | 17,825 | | 22,951 |
| | | <u>456,716</u> | | <u>(177,388)</u> |

4 Operating (deficit) / surplus

| | 2022 £ | 2021 £ |
|--|-----------------------------|-----------------------------|
| This has been arrived at after charging/(crediting): | | |
| Depreciation of tangible fixed assets | 129,453 | 121,518 |
| Amortisation of intangible assets | 15,305 | 7,564 |
| Hire of other assets - operating leases | 406,092 | 471,221 |
| Auditor's remuneration - audit services | 40,000 | 26,000 |
| Auditor's remuneration - non audit services | 7,200 | 7,050 |
| Foreign currency exchange (gains)/Losses | (86,298) | 252,550 |
| | <u> </u> | <u> </u> |

Energy Industries Council

Notes forming part of the financial statements for the year ended 31 March 2022 (continued)

5 Employees

| | 2022 £ | 2021 £ |
|---|------------------|------------------|
| Staff costs (including directors) consist of: | | |
| Wages and salaries | 2,911,526 | 2,891,223 |
| Social security costs | 252,752 | 231,467 |
| Other pension costs - money purchase pension scheme | 177,852 | 156,536 |
| | <u>3,342,130</u> | <u>3,279,226</u> |

The average monthly number of employees (including directors) during the year was as follows:

| | 2022 Number | 2021 Number |
|---------------------|----------------|----------------|
| Membership services | 72 | 65 |
| Administration | 7 | 7 |
| | <u>79</u> | <u>72</u> |

6 Directors' remuneration

| | 2022 £ | 2021 £ |
|---|----------------|----------------|
| Directors' emoluments | 325,052 | 334,583 |
| Company contributions to money purchase pension schemes | 28,866 | 27,913 |
| | <u>353,918</u> | <u>362,496</u> |

There were 2 directors in the company's defined contribution pension scheme during the year (2021 - 22).

The highest paid director received remuneration of £190,479 (2021 - £191,686).

Company pension contributions of £16,626 (2021 - £15,913) were made to a money purchase pension scheme on their behalf.

Energy Industries Council

Notes forming part of the financial statements
for the year ended 31 March 2022 *(continued)*

| 7 Taxation charge on surplus from ordinary activities | 2022 £ | 2021 £ |
|--|-----------|-----------|
| <i>Current tax</i> | | |
| UK corporation tax in respect of current year | - | - |
| Overseas taxation | - | - |
| Adjustment in respect to previous period | - | - |
| | - | - |
| Total current tax (credit) / charge | - | - |
| <i>Deferred tax</i> | | |
| Origination and reversal of timing differences | - | (565) |
| | - | (565) |
| Taxation on surplus on ordinary activities | - | (565) |
| | 2022 £ | 2021 £ |
| Surplus (Deficit) on ordinary activities before tax | 545,981 | (177,388) |
| Surplus (Deficit) on ordinary activities at the standard rate of corporation tax in the UK of 19% (2021 - 19%) | 103,737 | (33,703) |
| Effects of: | | |
| Expenses not deductible for tax purposes | - | (21,165) |
| Difference between depreciation and capital allowances | (41,861) | 885 |
| Adjustments in deferred tax rates | - | - |
| Deferred tax not recognised | (216,705) | 58,843 |
| Difference in overseas tax rates | (43,145) | (5,425) |
| Trading losses brought forward | 198,632 | |
| | - | (565) |
| Tax Charge | - | (565) |

Energy Industries Council

Notes forming part of the financial statements
for the year ended 31 March 2022 (*continued*)

8 Intangible assets

| Group and company | Website development £ |
|--------------------------|--------------------------------------|
| Cost | |
| At 1 April 2021 | 76,527 |
| Additions | - |
| At 31 March 2022 | 76,527 |
| Amortisation | |
| At 1 April 2021 | 7,564 |
| Charge for the year | 15,305 |
| At 31 March 2022 | 22,869 |
| Net book value | |
| At 31 March 2021 | 68,963 |
| At 31 March 2022 | 53,658 |

Energy Industries Council

Notes forming part of the financial statements
for the year ended 31 March 2022 (*continued*)

9 Tangible fixed assets

| Group | Office equipment £ | Leasehold improvements £ | Computer equipment £ | Total £ |
|-----------------------------|-----------------------------------|---|-------------------------------------|--------------------|
| <i>Cost</i> | | | | |
| At 1 April 2021 | 563,976 | 842,767 | 1,670,057 | 3,076,800 |
| Additions | 24,914 | - | 67,083 | 91,997 |
| Foreign exchange adjustment | 12,250 | 8,576 | 15,175 | 36,001 |
| | <hr/> | <hr/> | <hr/> | <hr/> |
| At 31 March 2022 | 601,140 | 851,343 | 1,752,315 | 3,204,798 |
| | <hr/> | <hr/> | <hr/> | <hr/> |
| <i>Depreciation</i> | | | | |
| At 1 April 2021 | 551,515 | 826,943 | 1,491,182 | 2,869,640 |
| Charge for the year | 13,105 | 10,261 | 106,088 | 129,454 |
| Foreign exchange adjustment | 10,619 | 9,411 | 3,567 | 23,597 |
| | <hr/> | <hr/> | <hr/> | <hr/> |
| At 31 March 2022 | 575,239 | 846,615 | 1,600,837 | 3,022,691 |
| | <hr/> | <hr/> | <hr/> | <hr/> |
| <i>Net book value</i> | | | | |
| At 31 March 2022 | 25,901 | 4,728 | 151,478 | 182,107 |
| | <hr/> | <hr/> | <hr/> | <hr/> |
| At 31 March 2021 | 12,461 | 15,824 | 178,875 | 207,160 |
| | <hr/> <hr/> | <hr/> <hr/> | <hr/> <hr/> | <hr/> <hr/> |

Energy Industries Council

Notes forming part of the financial statements
for the year ended 31 March 2022 (*continued*)

| 10 Tangible fixed assets | Office equipment £ | Leasehold improvements £ | Computer Equipment £ | Total £ |
|-----------------------------|--------------------------|--------------------------------|----------------------------|------------------|
| Company | | | | |
| <i>Cost</i> | | | | |
| At 1 April 2021 | 415,993 | 748,940 | 1,519,112 | 2,684,045 |
| Additions | 23,129 | - | 33,049 | 56,178 |
| Foreign exchange adjustment | 11,811 | 7,961 | 14,588 | 34,360 |
| | <hr/> | <hr/> | <hr/> | <hr/> |
| At 31 March 2022 | 450,933 | 756,901 | 1,566,749 | 2,774,583 |
| | <hr/> | <hr/> | <hr/> | <hr/> |
| <i>Depreciation</i> | | | | |
| At 1 April 2021 | 414,296 | 748,940 | 1,352,864 | 2,516,100 |
| Charge for the year | 2,501 | - | 87,702 | 90,203 |
| Foreign exchange adjustment | 9,828 | 7,969 | 8,455 | 26,252 |
| | <hr/> | <hr/> | <hr/> | <hr/> |
| At 31 March 2022 | 426,625 | 756,909 | 1,449,021 | 2,632,555 |
| | <hr/> | <hr/> | <hr/> | <hr/> |
| Net book value | | | | |
| At 31 March 2022 | 24,305 | (1) | 117,723 | 142,028 |
| | <hr/> <hr/> | <hr/> <hr/> | <hr/> <hr/> | <hr/> <hr/> |
| At 31 March 2021 | 1,697 | 0 | 166,248 | 167,945 |
| | <hr/> <hr/> | <hr/> <hr/> | <hr/> <hr/> | <hr/> <hr/> |

Energy Industries Council

Notes forming part of the financial statements
for the year ended 31 March 2022 (*continued*)

11 Debtors

| | Group 2022 £ | Group 2021 £ | Company 2022 £ | Company 2021 £ |
|--------------------------------|--------------------|--------------------|----------------------|----------------------|
| Trade debtors | 265,187 | 119,660 | 254,867 | 114,845 |
| Corporation Tax | 31,340 | 3,138 | 2,308 | - |
| VAT receivable | 15,777 | 36,700 | 11,147 | 32,222 |
| Other debtors | 100,932 | 102,470 | 82,615 | 84,765 |
| Prepayments | 188,462 | 164,963 | 171,965 | 156,134 |
| Event expenses paid in advance | 619,934 | 107,673 | 619,934 | 105,930 |
| | <u>1,221,632</u> | <u>534,604</u> | <u>1,142,836</u> | <u>493,896</u> |

12 Other investments

| | Group 2022 £ | Group 2021 £ | Company 2022 £ | Company 2021 £ |
|---------------|--------------------|--------------------|----------------------|----------------------|
| Term deposits | 1,030,954 | 1,021,207 | 1,030,954 | 1,021,207 |
| | <u>1,030,954</u> | <u>1,021,207</u> | <u>1,030,954</u> | <u>1,021,207</u> |

13 Creditors: amounts falling due within one year

| | Group 2022 £ | Group 2021 £ | Company 2022 £ | Company 2021 £ |
|--|--------------------|--------------------|----------------------|----------------------|
| Trade creditors | 126,223 | 179,133 | 122,787 | 176,436 |
| Other taxes and social security | - | 3,510 | - | 3,510 |
| VAT payable | 51,912 | - | 51,912 | - |
| Corporation Tax | 19,457 | - | 19,457 | 3,977 |
| Amounts owing to group companies | - | - | 406,735 | 310,335 |
| Other creditors | 102,495 | 540,766 | 89,301 | 523,595 |
| Accruals | 467,083 | 457,070 | 402,168 | 383,224 |
| Annual subscriptions and event income received in advance | 957,982 | 626,862 | 950,709 | 603,573 |
| | <u>1,725,152</u> | <u>1,807,341</u> | <u>2,043,069</u> | <u>2,004,650</u> |

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Notes forming part of the financial statements
for the year ended 31 March 2022 (continued)

14 Financial instruments

The group's and company's financial instruments may be analysed as follows.

| | Group 2022 | Group 2021 | Company 2022 | Company 2021 |
|---|-----------------------|---------------|-------------------------|-----------------|
| | £ | £ | £ | £ |
| Financial assets | | | | |
| Financial assets measured at amortised cost | 1,174,515 | 494,766 | 1,129,381 | 461,674 |
| Financial liabilities | | | | |
| Financial liabilities measured at amortised cost | 1,193,417 | 882,826 | 1,169,513 | 339,826 |

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

15 Provisions for liabilities and charges

| Group | Deferred tax | Property dilapidations | Severance liabilities | Total |
|-----------------------------|-------------------------|-----------------------------------|----------------------------------|----------------|
| | £ | £ | £ | £ |
| At 1 April 2021 | 19,575 | 113,475 | 101,349 | 234,399 |
| Foreign exchange adjustment | - | 3,928 | 5,099 | 9,027 |
| Movement in provision | (13,606) | 22,564 | 5,939 | 14,897 |
| At 31 March 2022 | 5,969 | 139,967 | 112,387 | 258,323 |
| Company | Deferred tax | Property dilapidations | Severance Liabilities | Total |
| | £ | £ | £ | £ |
| At 1 April 2021 | 18,696 | 105,485 | 101,349 | 225,530 |
| Foreign exchange adjustment | - | 3,543 | 5,099 | 8,642 |
| Movement in provision | (13,606) | 22,564 | 5,939 | 14,897 |
| At 31 March 2022 | 5,090 | 131,592 | 112,387 | 249,069 |

Property dilapidations represent the estimated amounts due at the end of operating lease agreements. Severance liabilities represent an estimate of employment costs due under certain jurisdictions, based on conditions that exist at the balance sheet date; they unwind when the employees leave the group.

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Notes forming part of the financial statements for the year ended 31 March 2022 (continued)

15 Provisions for liabilities and charges (continued)

An analysis of deferred taxation is as follows:

| | Group 2022 | Group 2021 | Company 2022 | Company 2021 |
|--------------------------------|-----------------------|---------------|-------------------------|-----------------|
| | £ | £ | £ | £ |
| Accelerated capital allowances | 5,969 | 19,575 | 5,090 | 18,696 |

The group has unprovided deferred tax assets of £ 175,059 (2021 - £135,726) relating to tax losses brought forward and £455,060 (2021 - £67,765) relating to other timing differences. The deferred tax assets have not been recognised due to the uncertainty over the timing and extent of the reversal.

16 Commitments under operating leases

The Group and Company had total future minimum lease payments under non-cancellable operating leases as follows:

| | Group 2022 | Group 2021 | Company 2022 | Company 2021 |
|--------------------------|-----------------------|-----------------------|-------------------------|-------------------------|
| | £ | £ | £ | £ |
| Within one year | 258,055 | 130,792 | 231,118 | 56,979 |
| Within two to five years | 582,113 | 32,958 | 575,027 | - |
| | 840,168 | 163,750 | 806,145 | 56,979 |

17 Related party transactions

Certain directors of the company are also directors of companies that are members of the Council. During the year, these companies paid subscription fees and, in some cases, also paid for attendance at conferences and other member services. Given the nature of the company's activities and the make-up of its board of directors, these transactions are a normal part of trading.

Key management personnel comprise all directors who together have authority and responsibility for planning, directing, and controlling the activities of the company.

The total compensation paid to key management personnel for services provided to the group was £325,052 (2021 - £334,583), as shown in note 6.