**Annual Report and Financial Statements** 

For the year ended 31 December 2020

# **Company Information**

Directors	C Dobson N M Donnelly (resigned 30 June 2020) S A Fitzgerald (appointed 16 March 2020) P R Jelfs M A McGrade L J Mumford
Company secretary	T C Nelson
Registered number	00090776
Registered office	10 Fenchurch Avenue London EC3M 5AG
Independent auditor	KPMG LLP 15 Canada Square London E14 5GL

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# Strategic Report For the year ended 31 December 2020

### **Business review**

M&G Securities Limited (the 'Company') is a member of the M&G plc group, the UK and international savings and investments business. The Company is a member of the sub-group headed by M&G Group Limited ("M&G" or the "M&G Group") and is an indirect subsidiary of M&G plc.

The principal activity of the Company during the year under review was that of acting as the Authorised Fund Manager of a range of UK funds, for which it acts as Authorised Corporate Director ('ACD') or unit trust manager. The Company also acts as an Alternative Investment Fund Manager on a range of UK Alternative Investment Funds ('AIFs'), is the ISA Manager for the M&G Wholesale fund range, and, during the year, undertook the role of Authorised Contractual Scheme ('ACS') manager following the launch of a new ACS to support M&G's enhanced Target Investment Model. The Company is authorised and regulated by the Financial Conduct Authority ('FCA').

The Company delegates investment management to M&G Investment Management Limited ('MAGIM'), a firm authorised and regulated in the UK by the FCA. The Board has responsibility for oversight of the investment management services provided by MAGIM, as investment manager for the Company's collective investment schemes.

The profit before tax for the Company for the year was £58,953,000, (2019: £88,020,000). Further details of the results for the year are set out in the Profit and Loss Account and Other Comprehensive Income statement shown on page 13 and the Financial key performance indicators on page 4.

### Principal risks and uncertainties

# Overview

The Company is subject to M&G plc Group's internal control and risk management processes as detailed in the Group Governance Framework (GGF) and associated Group Risk Management Framework (RMF). The control procedures and systems established within the M&G plc Group are designed to manage, rather than eliminate, the risk of failure to meet business objectives. The Company takes on exposure to risks where there is adequate reward, and risks can be appropriately quantified and managed to safeguard the Company's ability to meet commitments to customers, comply with regulations, and protect its reputation.

The RMF requires all entities within the M&G plc Group, including the Company, to establish processes for identifying, measuring, managing, monitoring and reporting key risks. The RMF sets out the processes require to manage risk within agreed appetite levels which are aligned to delivering the Company and M&G plc Group strategy. The RMF is approved by the M&G plc Group Risk Committee and operates based on the concept of three lines of defence: (1) risk identification and management; (2) risk oversight, advice and challenge; and (3) independent assurance.

The Company is exposed to a number of risks. Some are inherent in performing the principal activities of the business and are not unique; others are unique and result from business strategy and structure. These risks may be categorised as follows:

### Strategic risk

A significant portion of the Company's cost base is fixed and the Board accepts that the Company's revenues and profits are exposed to short-term market fluctuations. These risks are inherent in the Company's business model and it aims to ensure that they are monitored and managed appropriately.

### Business environment risk

The Company acknowledges and risk accepts its exposure to business environment risk. Senior management continually assess the business environment and will take appropriate measures when necessary.

### Strategic Report (continued) For the year ended 31 December 2020

# Principal risks and uncertainties (continued)

# **Operational risk**

Operational risk is the risk of financial or non-financial impact resulting from inadequate or failed internal or outsourced processes and controls, colleague errors, technology issues or from external events. The Company does not actively seek to take operational risk to generate returns, instead it accepts a level of risk that means the controls in place should prevent material impacts but should also not excessively restrict business activities. The Company has a robust risk management framework, established risk governance arrangements and effective risk management processes to ensure appropriate challenge and oversight of operational risk exposures and continued effectiveness of controls in the context of risk appetite.

M&G plc has rigorous plans in place to ensure business continuity in the event of disruptive circumstances and in response to COVID 19, these have been activated. As the impact of the pandemic continues to be felt, the focus remains on protecting customers' interests, safeguarding employees, protecting financial capability, working with supply partners and engaging with regulators. Operational resilience is regularly reviewed to ensure all appropriate action is taken to manage the wellbeing and safety of all employees, and clients are provided with the service they need. Specific COVID 19 reporting has been created and is monitored on a regular basis to manage the risks emanating from the pandemic on the Company's operations.

# Financial risk

Financial risk is the risk that the Company is unable to maintain adequate capital and liquidity to meet its clients' and stakeholders' requirements under normal and stressed conditions. Financial risk encompasses credit and liquidity.

Credit risk is the exposure to loss arising from counterparty's failure to meet its contractual obligations, either as a result of business failure or intentional withholding of amounts due. In order to help ensure the profitability and solvency of the Company, the Company provides ongoing monitoring of key credit risk exposures on its balance sheet and actively manages these exposures via established governance forums.

Liquidity risk is the risk that the Company, although solvent, does not have available financial resources to enable it to meet its obligations as they fall due, or that the Company can secure such resources only at excessive cost. The Company expects to hold sufficient liquidity to ensure the continuity of its business under normal and stressed conditions.

With regard to COVID 19, the Company has modelled financial projections allowing for the impact of the pandemic. The projections currently show that the Company is expected to maintain sufficient net assets and liquid resources to remain financially viable for at least the period of the going concern assessment as outlined in the Directors' Report. Regarding liquidity management, the Company is also party to the M&G Group's contingency funding plan should a particularly adverse liquidity event arise.

# Capital requirements and conflict management

In accordance with the Capital Requirements Directive, the Pillar 3 disclosures for the M&G Group, along with the M&G Group's compliance with the provisions of the FCA's Remuneration Code, are published on the Internet at:

https://www.mandgplc.com/~/media/Files/M/MandG-PIc/documents/mandg-investments-policies/pillar-3disclosures-31st-dec-2019.pdf

# Strategic Report (continued) For the year ended 31 December 2020

# Principal risks and uncertainties (continued)

# Capital requirements and conflict management (continued)

The M&G Group operates administrative and organisational arrangements to identify and manage conflicts of interest that might adversely affect its clients including:

- effective procedures to restrict the exchange of information where such exchange might harm clients;
- effective segregation of duties with appropriate supervision; and

• charging and remuneration policies that are reasonably designed to align the long term interests of the Company, employees and clients.

# Section 172 (1) statement

Section 172 of the Companies Act 2006 requires a Director of a company to act in the way they consider, in good faith, would most likely promote the success of the Company for the benefit of its members as a whole. In doing this, section 172 requires a Director to have regard, amongst other matters, to the:

- likely consequences of any decisions in the long-term;
- interests of the Company's employees;
- need to foster the Company's business relationships with suppliers, customers and others;
- impact of the Company's operations on the community and environment;
- desirability of the Company maintaining a reputation for high standards of business conduct, and
- need to act fairly as between members of the Company.

In discharging the section 172 duties the Directors have regard to the factors set out above. It is also recognised that the matters considered as a Board can have unique characteristics. It can be required to have regard to additional factors which are relevant to the specific matter under consideration. There is an acknowledgement from the Board that the relative importance of each factor considered will vary depending on the decision being taken. Across all decisions, the Board are mindful of the Company's purpose, regulatory obligations, strategic priorities and alignment with the M&G plc overarching culture, vision and values.

As is normal for large companies, authority is delegated for day-to-day management of the Company to executives and then engage management with execution of the business strategy and related policies. Financial and operational performance as well as risk and regulatory reporting are reviewed by the Board at each regular Board meeting. Other areas are also reviewed over the course of the financial year including the Company's business strategy; financial reporting; key risks; stakeholder-related matters; diversity and inclusivity; environmental matters; corporate responsibility; material outsource partners and, governance, compliance and legal matters. This is done through the consideration and discussion of reports which are sent in advance of each Board meeting and through presentations to the Board.

The Company's key stakeholders are its ultimate beneficial owner, M&G plc, and the stakeholder groups set out in M&G plc's Annual Report. The views and impact of the Company's activities on those stakeholders are an important consideration for the Directors when making relevant decisions. While there are cases where the Board itself judges that it should engage directly with certain stakeholder groups on certain issues, for example, interaction with regulators, the size and spread of both stakeholders and the M&G plc Group means that other stakeholder engagement takes place at Group level. It has been found that as well as being a more efficient and effective approach, this also helps to achieve a greater positive impact on environmental, social and other issues than by working alone as an individual Company. For details on the some of the engagement that takes place with the Company's stakeholders please refer to the M&G plc 2020 Annual Report.

# Strategic Report (continued) For the year ended 31 December 2020

# Section 172 (1) statement (continued)

During the period, information has been provided to enhance the understanding of the interests and views of the Company's key stakeholders and other relevant factors when making decisions. This information was distributed in a range of different formats including in reports and presentations on financial and operational performance, non-financial key performance indicators, risk and environmental, social and governance matters.

As a result of this, there has been an overview of engagement with stakeholders and other relevant factors which allows the Directors to understand the nature of the stakeholders' concerns and to comply with section 172 duty to promote the success of the Company.

# Principal Decisions

Set out below are some examples of how the matters set out in section 172(1)(a)-(f) have been regarded when discharging the section 172 duty and the effect of that on decisions taken. Principal decisions are defined as both those that are material to the Company, but also those that are significant to any key stakeholders. In making the following principal decisions, the Board considered the relevant impact on stakeholders as well as the need to maintain a reputation for high standards of business conduct:

# Principal decision 1 – Dividends to Parent

Each year the Board makes an assessment of the strength of the Company's balance sheet and future prospects relative to uncertainties in the external environment and makes decisions about the payment of dividends. In 2020, the Board approved payment of dividends totalling £32m to its parent, M&G FA Limited. In making these decisions the Board received detailed financial planning materials and considered a range of factors. These factors included any impact on the Company in the short- to medium- term as well as the long-term viability of the Company; its expected cash flow and financing requirements (including the regulatory capital position); and, the ongoing need for strategic investment in the business, as well as and the expectations of its ultimate parent, M&G plc.

# Principal decision 2 – Assessment of value

Following the introduction of the new FCA Assessment of Value requirement, which came into force in September 2019, the Board undertook a thorough assessment of value exercise throughout the year, objectively evaluating the value delivered to customers according to the seven criteria set out by the FCA and across the UK-domiciled fund range.

The Board approved the first annual assessment of value report, which was published in July 2020 with a reference date of 31 March 2020.

# Financial key performance indicators

# Revenue

Revenue which consists largely of management fees and net unit sales, has decreased by 29% to £227,857,000 in 2020 from £322,679,000 in 2019. This has largely been driven by a transfer of revenue to a fellow group undertaking following the final stage of the migration of OEIC funds to SICAV funds in the first quarter of 2019. The reduction in revenue also reflects lower average funds under management during 2020 as a result of client net outflows and COVID-impacted investment markets, along with a reduction in fee margins.

# Profit before tax

Profit before tax has decreased by 33% to £58,953,000 in 2020 from £88,020,000 in 2020, where the aforementioned reduction in revenue in the year has been partly offset by a decrease in allocated costs.

# Strategic Report (continued) For the year ended 31 December 2020

# Net assets

Net assets have increased by 13% to £139,062,000 as at 31 December 2020 from £123,310,000 as at 31 December 2019, reflecting higher profit after tax for the year compared to dividends paid.

This report was approved by the Board and signed on its behalf.

Tara Nelson

T C Nelson Company Secretary

Date: 23/04/2021

# Directors' Report For the year ended 31 December 2020

The Directors present their report and the financial statements for the year ended 31 December 2020.

# Directors' responsibilities statement

The Directors are responsible for preparing the Strategic Report, 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 applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 101 'Reduced Disclosure Framework'.

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;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- assess the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern; and
- use the going concern basis of accounting unless they either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

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 responsible for such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error, and have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the Company and to prevent and detect fraud and other irregularities.

# Results and dividends

The profit for the year, before taxation, amounted to £58,953,000 (2019: £88,020,000).

Dividends paid in the year amounted to £32,000,000 (2019: £55,000,000).

A further dividend is under consideration by the Directors which, if approved, will be reflected in the subsequent annual financial statements.

# Directors

The Directors who served during the year were:

C Dobson N M Donnelly (resigned 30 June 2020) S A Fitzgerald (appointed 16 March 2020) P R Jelfs M A McGrade L J Mumford

### Directors' Report (continued) For the year ended 31 December 2020

# **Political contributions**

The Company made no political contributions during the year (2019: £nil).

### **Employee involvement**

All staff were employed during the year by the immediate parent company. Employment policies are described in the annual report and financial statements of that company.

### Qualifying third party indemnity provisions

Qualifying third-party indemnity provisions (as defined by section 234 of the Companies Act 2006) were accordingly in force during the course of the financial year ended 31 December 2020 for the benefit of the then Directors and, at the date of this report, are in force for the benefit of the Directors in relation to certain losses and liabilities which may occur (or have occurred) in connection with their duties, power or office.

# Going concern

The Directors have a reasonable expectation that the Company has adequate resources to continue its operations for a period of at least 12 months from the date that the financial statements are approved. In making this assessment the Directors have considered the profitability, liquidity and solvency of the Company, taking into account current performance and financial position, factors likely to affect the Company's future development, and key risks in the current economic climate. This assessment has taken into consideration the current information available in respect of the COVID 19 outbreak, acknowledging that information in respect of the outbreak and its outcome are highly uncertain. Due to the uncertainty regarding COVID 19, additional stress tests have been carried out to test the Company's resilience to an increased severity than is currently being experienced and actions available to the Company to mitigate or reduce the impact.

On the basis of the assessment described, the Directors have adopted the going concern basis of accounting in preparing the Company's financial statements for the year ended 31 December 2020.

# Engagement with Stakeholders

Engagement with M&G's key stakeholder groups helps foster and maintain relationships and forms an important part the wider Company's operation and is therefore considered at an M&G plc level.

Not all stakeholder engagement is reported directly to the Board or takes place directly with the Board. However, the output of engagement across the wider Company informs business level decisions and proposals, with an overview of developments and relevant feedback being reported to the M&G plc Board and/or its Committees. The purpose of this is to ensure that the M&G plc Board can understand and consider the views of relevant stakeholders when making decisions.

### Customers

The customer is at the heart of everything M&G plc does. The M&G plc Board has included in its scheduled meetings regular reports from the Chief Customer and Distribution Officer. As well as qualitative data, the Board also receives data on customer satisfaction complaints and outcomes. Throughout 2020, the M&G plc Board has focused specific attention on our COVID-19 pandemic response, customer vulnerability, ESG and Sustainability and Value Assessment.

### Directors' Report (continued) For the year ended 31 December 2020

# Engagement with Stakeholders (continued)

# **Retail Shareholders**

Retail shareholders have dedicated services in place via the Group Secretariat team and the Company's registrars, Equiniti. Key information is also available on the Company's website including the 'Shareholder Information' page which contains information on corporate governance, dividends, the AGM and share dealing as well as answers to some of the most frequently asked questions.

The M&G plc Board recognises the AGM as an important formal interaction with predominantly retail shareholders and was disappointed not to be able to hold its first AGM in person. However, ensuring the safety of shareholders and staff, as well as compliance with government guidelines during the unprecedented circumstances was paramount.

# Regulators

It's vitally important that M&G plc continues to maintain strong regulatory relationships, communicating openly, working collaboratively and providing the FCA and all global regulators with timely notification of issues. During the year M&G plc worked hard to ensure they met the regulatory obligations as a global independent business. This approach included significant engagement from the Board and members of the Senior Executive team with our regulators on a range of key risks. The M&G plc Chair and other M&G plc Board members met separately with the supervisory teams at the FCA. The M&G plc Board receives a report on regulatory matters from the Director of Public Policy and Regulation at every Board meeting and all relevant regulatory correspondence is made available to the M&G plc Board in a timely manner via a dedicated Reading Room. The M&G plc Board has held additional meetings over 2020 to discuss responses to specific regulator requests and recommendations.

# **Disclosure of information to auditor**

Each of the persons who are Directors at the time when this Directors' Report is approved has confirmed that:

- so far as the Director is aware, there is no relevant audit information of which the Company's auditor is unaware, and
- the Director has taken all the steps that ought to have been taken as a Director in order to be aware of any relevant audit information and to establish that the Company's auditor is aware of that information.

# Auditor

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

On 28 October 2020, the ultimate parent of the Company (M&G plc) approved the appointment of PricewaterhouseCoopers LLP as its auditor for the year ending 31 December 2022, subject to shareholder approval at the M&G plc 2022 Annual General meeting.

This report was approved by the Board and signed on its behalf.

Tara Nelson

T C Nelson Company Secretary

Date: 23/04/2021

# Independent Auditor's Report to the Members of M&G Securities Limited

# Opinion

We have audited the financial statements of M&G Securities Limited ("the Company") which comprise the balance sheet as at 31 December 2020, the statements of profit or loss account and other comprehensive income and the statement of changes in equity for the year then ended, and notes, comprising significant accounting policies and other explanatory information.

In our opinion the financial statements:

- give a true and fair view of the state of the Company's affairs as at 31 December 2020 and of the Company's profit for the year then ended;
- are properly prepared in accordance with United Kingdom accounting standards, including FRS 101 Reduced Disclosure Framework; and
- 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 are described below. We have fulfilled our ethical responsibilities under, and are independent of the Company in accordance with, UK ethical requirements including FRC Ethical Standards. We believe that the audit evidence we have obtained is a sufficient and appropriate basis for our opinion.

# Going concern

The Directors have prepared the financial statements on the going concern basis as they do not intend to liquidate the Company or to cease its operations, and as they have concluded that the Company's financial position means that this is realistic. They have also concluded that there are no material uncertainties that could have cast significant doubt over its ability to continue as a going concern for at least a year from the date of approval of the financial statements (the "going concern period").

In our evaluation of the Directors' conclusions, we considered the inherent risks to the Company's business model and analysed how those risks might affect the Company's financial resources or ability to continue operations over the going concern period.

Our conclusions based on this work:

- we consider that the Directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate; and
- we have not identified, and concur with the Directors' assessment that there is not, a material uncertainty related to events or conditions that, individually or collectively, may cast significant doubt on the Company's ability to continue as a going concern for the going concern period.

However, as we cannot predict all future events or conditions and as subsequent events may result in outcomes that are inconsistent with judgements that were reasonable at the time they were made, the above conclusions are not a guarantee that the Company will continue in operation.

# Fraud and breaches of laws and regulations – ability to detect

# Identifying and responding to risks of material misstatement due to fraud

To identify risks of material misstatement due to fraud ("fraud risks") we assessed events or conditions that could indicate an incentive or pressure to commit fraud or provide an opportunity to commit fraud. Our risk assessment procedures included:

# Independent Auditor's Report to the Members of M&G Securities Limited (continued)

# Identifying and responding to risks of material misstatement due to fraud (continued)

- enquiring of management as to the Company's policies and procedures to prevent and detect fraud as well as enquiring whether management have knowledge of any actual, suspected or alleged fraud;
- reading minutes of meetings of those charged with governance; and
- using analytical procedures to identify any unusual or unexpected relationships.

As required by auditing standards, we perform procedures to address the risk of management override of controls, in particular the risk that management may be in a position to make inappropriate accounting entries. On this audit we do not believe there is a fraud risk related to revenue recognition because the Company's revenue streams are non-judgmental and simple in nature with respect to accounting policy choice, and are easily verifiable to external data sources or agreements with little or no requirement for estimation from management. We did not identify any additional fraud risks.

We performed procedures including

- Identifying journal entries and other adjustments to test based on risk criteria and comparing any identified entries to supporting documentation; and
- incorporating an element of unpredictability in our audit procedures.

# Identifying and responding to risks of material misstatement due to non-compliance with laws and regulations

We identified areas of laws and regulations that could reasonably be expected to have a material effect on the financial statements from our general commercial and sector experience and through discussion with management (as required by auditing standards), and discussed with management the policies and procedures regarding compliance with laws and regulations.

The Company is a regulated entity, our assessment of risks involved gaining an understanding of the control environment including the Company's procedures for complying with regulatory requirements. We communicated identified laws and regulations throughout our team and remained alert to any indications of non-compliance throughout the audit.

The potential effect of these laws and regulations on the financial statements varies considerably.

The Company is subject to laws and regulations that directly affect the financial statements including financial reporting legislation and taxation legislation and we assessed the extent of compliance with these laws and regulations as part of our procedures on the related financial statement items.

The Company is subject to other laws and regulations where the consequences of non-compliance could have a material effect on amounts or disclosures in the financial statements, for instance through the imposition of litigation or impacts on the Company's ability to operate. We identified Company law as being the area most likely to have such an effect. Auditing standards limit the required audit procedures to identify non-compliance with these laws and regulations to enquiry of management and inspection of regulatory and legal correspondence, if any. Therefore if a breach of operational regulations is not disclosed to us or evident from relevant correspondence, an audit will not detect that breach.

# Context of the ability of the audit to detect fraud or breaches of law or regulation

Owing to the inherent limitations of an audit, there is an unavoidable risk that we may not have detected some material misstatements in the financial statements, even though we have properly planned and performed our audit in accordance with auditing standards. For example, the further removed non-compliance with laws and regulations is from the events and transactions reflected in the financial statements, the less likely the inherently limited procedures required by auditing standards would identify it.

# Independent Auditor's Report to the Members of M&G Securities Limited (continued)

# Context of the ability of the audit to detect fraud or breaches of law or regulation (continued)

In addition, as with any audit, there remains a higher risk of non-detection of fraud, as this may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal controls. Our audit procedures are designed to detect material misstatement. We are not responsible for preventing non-compliance or fraud and cannot be expected to detect non-compliance with all laws and regulations.

# The Directors' report and Strategic report

The Directors are responsible for the Strategic Report and the Directors' Report. Our opinion on the financial statements does not cover those reports and we do not express an audit opinion thereon.

Our responsibility is to read the Strategic Report and the Directors' Report and, in doing so, consider whether, based on our financial statements audit work, the information therein is materially misstated or inconsistent with the financial statements or our audit knowledge.

Based solely on that work:

- we have not identified material misstatements in the Strategic Report and the Directors' Report;
- in our opinion the information given in those reports for the financial year is consistent with the financial statements; and
- in our opinion those reports have been prepared in accordance with the Companies Act 2006.

# Matters on which we are required to report by exception

Under the Companies Act 2006 we are required 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 audit.

We have nothing to report in these respects.

# **Respective responsibilities**

# Directors' responsibilities

As explained more fully in their statement set out on page 6, the Directors are responsible for: the preparation of the financial statements and for being satisfied that they give a true and fair view; such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error; 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 they either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

# Auditor's responsibilities

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 our opinion in an auditor's report. Reasonable assurance is a high level of assurance, but does not 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 aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

# Independent Auditor's Report to the Members of M&G Securities Limited (continued)

### Auditor's responsibilities (continued)

A fuller description of our responsibilities is provided on the FRC's website at www.frc.org.uk/auditorsresponsibilities.

### The purpose of our audit work and to whom we owe our responsibilities

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.

Ban Theille

Bano Sheikh (Senior Statutory Auditor) for and on behalf of KPMG LLP, Statutory Auditor Chartered Accountants 15 Canada Square London E14 5GL Date: 23 April 2021

	Note	2020 £000	2019 £000
Revenue	2	227,857	322,679
Administrative expenses		(169,718)	(234,306)
Operating profit	-	58,139	88,373
Interest receivable and similar income	6	878	829
Interest payable and expenses	7	(64)	(1,182)
Profit before tax	-	58,953	88,020
Tax on profit	8	(11,201)	(16,721)
Profit for the financial year	-	47,752	71,299
Total comprehensive income for the year	-	47,752	71,299

# Profit and Loss Account and Other Comprehensive Income For the year ended 31 December 2020

The notes on pages 16 to 26 form part of these financial statements.

# M&G Securities Limited Registered number:00090776

# Balance Sheet As at 31 December 2020

	Note		2020 £000		2019 £000
Current assets					
Other financial assets	10	27,656		30,102	
Debtors: amounts falling due within one year	11	118,229		93,332	
Cash at bank and in hand	12	81,513		96,544	
		227,398		219,978	
Creditors: amounts falling due within one year	13	(88,336)		(96,668)	
Net current assets			139,062		123,310
Total assets less current liabilities		_	139,062	_	123,310
Net assets		-	139,062	-	123,310
Capital and reserves					
Called up share capital	14		100		100
Profit and loss account		_	138,962	_	123,310
			139,062	_	123,310

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

zalo

S A Fitzgerald Director

Date: 23/04/2021

The notes on pages 16 to 26 form part of these financial statements.

# Statement of Changes in Equity For the year ended 31 December 2020

	Called up share capital	Profit and loss account	Total equity
	£000	£000	£000
At 1 January 2020	100	123,210	123,310
Profit for the year	-	47,752	47,752
Dividends	-	(32,000)	(32,000)
At 31 December 2020	100	138,962	139,062

# Statement of Changes in Equity For the year ended 31 December 2019

	Share capital	Profit and loss account	Total equity
	£000	£000	£000
At 1 January 2019	100	106,911	107,011
Profit for the year	-	71,299	71,299
Dividends	-	(55,000)	(55,000)
At 31 December 2019	100	123,210	123,310

The notes on pages 16 to 26 form part of these financial statements.

# Notes to the Financial Statements For the year ended 31 December 2020

# 1. Accounting policies

# 1.1 Basis of preparation of financial statements

M&G Securities Limited (the "Company") is a company incorporated and domiciled in the UK.

The financial statements have been prepared under the historical cost convention, except that the following assets and liabilities are stated at their fair value: financial instruments classified as fair value through the profit or loss, and in accordance with Financial Reporting Standard 101 'Reduced Disclosure Framework' and the Companies Act 2006.

In preparing these financial statements, the Company applies the recognition, measurement and disclosure requirements of international accounting standards in conformity with the requirements of the Companies Act 2006 ("Adopted IFRSs"), but makes amendments where necessary in order to comply with Companies Act 2006 and has set out below where advantage of the FRS 101 disclosure exemptions has been taken.

The preparation of financial statements in compliance with FRS 101 can require the use of certain critical accounting estimates, however, the Directors do not consider there to be any critical accounting estimates or judgements in the preparation of the Company's financial statements.

# **1.2** Financial reporting standard 101 - reduced disclosure exemptions

In these financial statements, the Company has applied the exemptions available under FRS 101 in respect of the following disclosures:

- the requirement in paragraph 38 of IAS 1 'Presentation of Financial Statements' to present comparative information in respect of paragraph 79(a)(iv) of IAS 1
- the requirements of paragraphs 10(d), 10(f), 16, 38A, 38B, 38C, 38D, 40A, 40B, 40C, 40D, 111 and 134-136 of IAS 1 Presentation of Financial Statements
- the requirements of IAS 7 Statement of Cash Flows
- the requirements of paragraphs 30 and 31 of IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors
- the requirements of paragraph 17 and 18A of IAS 24 Related Party Disclosures
- the requirements in IAS 24 Related Party Disclosures to disclose related party transactions entered into between two or more members of a group, provided that any subsidiary which is a party to the transaction is wholly owned by such a member
- the requirements in IAS 24 to disclose compensation of Key Management Personnel; and
- the requirements in IAS 24 to disclose transactions with a management entity that provides key management personnel services to the Company.

The Company is a subsidiary undertaking of M&G plc which is the ultimate parent company incorporated in England and Wales. Consolidated financial statements are prepared by M&G plc and copies of these are available to the public and may be obtained from the registered office at 10 Fenchurch Avenue, London, EC3M 5AG.

As the consolidated financial statements of M&G plc include the equivalent disclosures the Company has also taken the exemptions under FRS 101 available in respect of the following disclosures:

- the requirements of IFRS 7 Financial Instruments: Disclosures
- the requirements of paragraphs 91-99 of IFRS 13 Fair Value Measurement

# Notes to the Financial Statements For the year ended 31 December 2020

# 1. Accounting policies (continued)

# **1.2** Financial reporting standard 101 - reduced disclosure exemptions (continued)

The Company proposes to continue to adopt the reduced disclosure framework of FRS 101 in its next financial statements.

The accounting policies set out below have, unless otherwise stated, been applied consistently to all periods presented in these financial statements.

# 1.3 Going concern

The Directors have a reasonable expectation that the Company has adequate resources to continue its operations for a period of at least 12 months from the date that the financial statements are approved. In making this assessment the Directors have considered the profitability, liquidity and solvency of the Company, taking into account current performance and financial position, factors likely to affect the Company's future development, and key risks in the current economic climate. This assessment has taken into consideration the current information available in respect of the COVID-19 outbreak, acknowledging that information in respect of the outbreak and its outcome are highly uncertain. Due to the uncertainty regarding COVID-19, additional stress tests have been carried out to test the Company's resilience to an increased severity than is currently being experienced and actions available to the Company to mitigate or reduce the impact.

On the basis of the assessment described, the Directors have adopted the going concern basis of accounting in preparing the Company's financial statements for the year ended 31 December 2020.

# 1.4 Foreign currency

# Functional and presentational currency

The Company's functional and presentational currency is GBP.

# Transactions and balances

Transactions in foreign currencies are translated to the Company's functional currency at the foreign exchange rate ruling at the date of transaction. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are translated to the functional currency at the foreign exchange rate ruling at that date. Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction. Non-monetary assets and liabilities denominated in foreign currencies that are stated at fair value are retranslated back to the functional currency at foreign exchange rates ruling at the dates the fair value was determined. Foreign exchange differences arising on translation are recognised in the profit and loss account.

# 1.5 Revenue

Management fee revenue is based on investment assets under management and is only recognised when the Company satisfies its performance obligation to provide the asset management services. It is recognised in the accounting period in which the services are rendered and is recognised net of rebates

Since the asset management service the Company provides is a continuous service, it satisfies its performance obligation over time.

# Notes to the Financial Statements For the year ended 31 December 2020

# 1. Accounting policies (continued)

# 1.5 Revenue (continued)

Therefore, the Company meets the criteria for its revenue to be recognised over time as the client benefits from the asset management services received from the Company.

Performance fee revenue is based on the achievement of prescribed performance hurdles. It is only recognised when the performance obligations are satisfied or upon the crystallisation event occurring and when it is highly probable that a significant reversal will not occur.

# 1.6 Expenses

Administrative expenses include a recharge from the immediate parent company of costs borne on behalf of the Company.

Commissions are paid to third parties for ongoing services under distribution agreements and are charged to the profit and loss account over the period in which the service is expected to be provided. Commission payments are compliant with local regulation.

# 1.7 Interest receivable and similar income

Interest receivable is recognised in profit or loss as it accrues.

Foreign currency gains are reported on a net basis, if applicable.

Other interest includes distributions on unit trusts/OEICs which are recognised on a receipts basis.

# **1.8 Interest payable and similar charges**

Interest payable is recognised in profit or loss as it accrues.

Foreign currency losses are reported on a net basis, if applicable.

# 1.9 Taxation

Tax on the profit or loss for the year comprises current tax. Tax is recognised in the profit and loss account except to the extent that it relates to items recognised directly in equity or other comprehensive income, in which case it is recognised directly in equity or other comprehensive income.

Current tax is the expected tax payable or receivable on the taxable income or loss for the year, using tax rates enacted or substantively enacted at the balance sheet date, and any adjustment to tax payable in respect of previous years.

The calculation of the total tax charge inherently involves a degree of estimation and judgement. The positions taken in tax returns, where applicable tax regulation is subject to interpretation, are recognised in full in the determination of the tax charge in the financial statements if the Company considers that it is probable that the taxation authority will accept those positions. Otherwise, the Company considers an uncertain tax position to exist and a provision is recognised to reflect that a taxation authority, upon review of the positions, could alter the tax returns. From recognition, the provision is measured based on management's judgement and estimate of the likely amount of the liability or recovery.

# Notes to the Financial Statements For the year ended 31 December 2020

# 1. Accounting policies (continued)

# **1.9 Taxation (continued)**

This is achieved by providing for the single best estimate of the most likely outcome or the weighted average expected value where there are multiple possible outcomes, taking into account external advice where appropriate.

Each uncertain tax treatment is considered separately or together as a group, depending on management's judgement as to which approach better predicts the resolution of the uncertainty. It is assumed that tax authorities will examine the uncertain tax treatments and they have full knowledge of all related information. The judgements and estimates made to recognise and measure the effect of uncertain tax positions are reassessed whenever circumstances change or when there is new information that affects those judgements.

# 1.10 Dividends

Equity dividends are recognised when they become legally payable.

# 1.11 Financial instruments

# (i) Recognition and initial measurement

Trade receivables issued are initially recognised when they are originated. All other financial assets and financial liabilities are initially recognised when the Company becomes a party to the contractual provisions of the instrument.

A financial asset (unless it is a trade receivable without a significant financing component) or financial liability is initially measured at fair value plus, for an item not at fair value through profit and loss, transaction costs that are directly attributable to its acquisition or issue. A trade receivable without a significant financing component is initially measured at the transaction price.

# (ii) Classification and subsequent measurement

# (a) Classification

On initial recognition, a financial asset is classified as measured at: amortised cost.

Financial assets are not reclassified subsequent to their initial recognition unless the Company changes its business model for managing financial assets in which case all affected financial assets are reclassified on the first day of the first reporting period following the change in the business model.

A financial asset is measured at amortised cost if it meets both of the following conditions:

- it is held within a business model whose objective is to hold assets to collect contractual cash flows; and
- its contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

On initial recognition of an equity investment that is not held for trading, the Company may irrevocably elect to present subsequent changes in the investment's fair value in other comprehensive income. This election is made on an investment-by-investment basis.

# Notes to the Financial Statements For the year ended 31 December 2020

# 1. Accounting policies (continued)

### 1.11 Financial Instruments (continued)

All financial assets not classified as measured at amortised cost of fair value through other comprehensive income as described above are measured at fair value through profit and loss.

### Cash and cash equivalents

Cash and cash equivalents comprise cash balances and call deposits. Bank overdrafts that are repayable on demand and form an integral part of the Company's cash management.

### (b) Subsequent measurement and gains and losses

- Financial assets at fair value through profit and loss these assets are subsequently measured at fair value. Net gains and losses, including any interest or dividend income, are recognised in profit or loss.
- Financial assets at amortised cost These assets are subsequently measured at amortised cost using the effective interest method. The amortised cost is reduced by impairment losses. Interest income, foreign exchange gains and losses and impairment are recognised in profit or loss. Any gain or loss on derecognition is recognised in profit or loss.

### Financial liabilities and equity

Financial instruments issued by the Company are treated as equity only to the extent that they meet the following two conditions:

- they include no contractual obligations upon the group to deliver cash or other financial assets or to exchange financial assets or financial liabilities with another party under conditions that are potentially unfavourable to the group; and
- where the instrument will or may be settled in the group's own equity instruments, it is either a non-derivative that includes no obligation to deliver a variable number of the group's own equity instruments or is a derivative that will be settled by the group's exchanging a fixed amount of cash or other financial assets for a fixed number of its own equity instruments.

To the extent that this definition is not met, the proceeds of issue are classified as a financial liability. Where the instrument so classified takes the legal form of the group's own shares, the amounts presented in these financial statements for called up share capital and share premium account exclude amounts in relation to those shares.

Financial liabilities are classified as measured at amortised cost and are subsequently measured at amortised cost using the effective interest method. Interest expense and foreign exchange gains and losses are recognised in profit and loss. Any gain or loss on derecognition is also recognised in profit and loss.

### Impairment

The Company recognises loss allowances for expected credit losses on financial assets measured at amortised cost. Loss allowances are measured at an amount equal to lifetime expected credit losses, except for other debt securities and bank balances for which credit risk (i.e. the risk of default occurring over the expected life of the financial instrument) has not increased significantly since initial recognition, which are measured as 12-month expected credit loss. Loss allowances for trade receivables and contract assets are always measured at an amount equal to lifetime expected credit loss.

# Notes to the Financial Statements For the year ended 31 December 2020

# 1. Accounting policies (continued)

# 1.11 Financial Instruments (continued)

When determining whether the credit risk of a financial asset has increased significantly since initial recognition and when estimating expected credit loss, the Company considers reasonable and supportable information that is relevant and available without undue cost or effort. This includes both quantitative and qualitative information and analysis, based on the Company's historical experience and informed credit assessment and including forward-looking information.

Lifetime expected credit losses are the expected credit losses that result from all possible default events over the expected life of a financial instrument. 12-month expected credit losses are the portion of expected credit losses that result from default events that are possible within the 12 months after the reporting date (or a shorter period if the expected life of the instrument is less than 12 months) The maximum period considered when estimating expected credit losses is the maximum contractual period over which the group is exposed to credit risk.

# Measurement of expected credit losses

Expected credit losses are a probability-weighted estimate of credit losses. Credit losses are measured as the present value of all cash shortfalls (i.e. the difference between the cash flows due to the entity in accordance with the contract and the cash flows that the group expects to receive). Expected credit losses are discounted at the effective interest rate of the financial asset.

# Credit-impaired financial assets

At each reporting date, the group assesses whether financial assets carried at amortised cost are credit-impaired. A financial asset is 'credit-impaired' when one or more events that have a detrimental impact on the estimated future cash flows of the financial asset have occurred.

# Write-offs

The gross carrying amount of a financial asset is written off (either partially or in full) to the extent that there is no realistic prospect of recovery.

# 1.12 Adopted IFRS not applied yet

The following new accounting pronouncements have also been issued and are not yet effective:

- Amendments to IFRS 9, IAS 39, IFRS 7 and IFRS 16: Interest Rate Benchmark Reform Phase 2 (effective date 1 January 2021)
- Amendments to IAS 1 Presentation of Financial Statements: Classification of Liabilities as Current or Non-current and Classification of Liabilities as Current or Non-current (effective date 1 January 2023).
- Amendments to IAS 37: Onerous Contracts—Cost of Fulfilling a Contract (effective date 1 January 2022).
- Amendments to References to the Conceptual Framework in IFRS 3 (effective date 1 January 2022).
- Annual Improvements to IFRS Standards 2018-2020 (effective date 1 January 2022).

The Company is not expecting these pronouncements to have a significant impact on the Company's financial statements.

# Notes to the Financial Statements For the year ended 31 December 2020

# 2. Analysis of Revenue

An analysis of revenue by class of business as follows:

	2020 £000	2019 £000
Net unit sales	(11)	2,160
Management fees net of rebates	227,868	320,519
	227,857	322,679

All revenue arose within Europe.

Revenue includes management fee income from intergroup companies of  $\pounds$ 7,880,000 in the year (2019:  $\pounds$ 7,634,000).

# 3. Staff costs

All staff were employed during the year by the immediate parent company. Analysis of staff costs, pension commitments and share-based payments are shown in the annual report and financial statements of that company.

# 4. Auditor's remuneration

The company paid the following amounts to its auditors in respect of the audit of the financial statements and for other services provided to the Company:

	2020 £000	2019 £000
Audit of these financial statements	115	100

Amounts receivable by the Company's auditor and its associates in respect of services to the Company and its associates, other than the audit of the Company's financial statements, have not been disclosed as the information is required instead to be disclosed on a consolidated basis in the consolidated financial statements of the Company's ultimate parent, M&G plc.

# Notes to the Financial Statements For the year ended 31 December 2020

### 5. Directors' remuneration

6.

	2020 £000	2019 £000
Directors' emoluments	597	654
Company contributions to defined contribution pension schemes	19	18
Amounts receivable under long term incentive schemes	98	152
Compensation for loss of office	-	140
	714	964

The aggregate of remuneration and amounts receivable under long term incentive schemes of the highest paid Director was  $\pounds$ 306,000 (2019:  $\pounds$ 448,000). They are a member of the defined contribution scheme, under which their accrued pension at the year end was  $\pounds$ 15,000.

	2020 No.	2019 No.
Retirement benefits are accruing to the following numbers of Directors under:		
Defined contribution schemes	3	3
Defined benefit schemes	1	2
=	4	5
	2020 No.	2019 No.
The number of Directors who exercised share options was	0	1
The number of Directors in respect of whose qualifying services shares were received or receivable under long term incentive schemes was	3	4
Interest receivable and similar income		
	2020 £000	2019 £000
Net foreign exchange gain Bank interest receivable Managers box income	314 125 439	- 371 458
_	878	829

# Notes to the Financial Statements For the year ended 31 December 2020

# 7. Interest payable and similar expenses

8.

	2020 £000	2019 £000
Bank interest payable Net foreign exchange loss	64 	43 1,139
	64	1,182
Taxation		
	2020 £000	2019 £000
Corporation tax		
Current tax on profits for the year Adjustments in respect of previous periods	11,201 -	16,724 (3)
Taxation on profit on ordinary activities	11,201	16,721

# Factors affecting tax charge for the year

The tax assessed for the year is the same as (2019 - lower than) the standard rate of corporation tax in the UK of 19% (2019 - 19%). The differences are explained below:

	2020 £000	2019 £000
Profit on ordinary activities before tax	58,953	88,020
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 19% (2019 - 19%) Effects of:	11,201	16,724
Adjustments in respect of prior years	-	(3)
Total tax charge for the year	11,201	16,721

# Factors that may affect future tax charges

On 3 March 2021, the UK Government announced a proposal to increase the rate of UK corporation tax from 19% to 25% with effect from 1 April 2023. Changes in tax laws and rates may affect recorded deferred tax assets and liabilities and our effective tax rate in the future. We expect that, in line with the rate increase proposed, there will be an increase to our effective tax rate for periods from 2023 onwards.

# Notes to the Financial Statements For the year ended 31 December 2020

# 9. Dividends

		2020 £000	2019 £000
	On 100,000 ordinary shares of £1 each	32,000	55,000
10.	Other financial assets		
		2020 £000	2019 £000
	Current		
	Financial assets fair value through profit or loss	27,656	30,102

Financial assets are carried at fair value through profit or loss and consist of equity securities (fund retail book).

# 11. Debtors

		2020 £000	2019 £000
	Trade debtors	96,139	71,996
	Amounts owed by group undertakings	10,151	9,338
	Other debtors	9,842	11,970
	Prepayments and accrued income Corporation tax	27 2,070	28
		118,229	93,332
			,
12.	Cash and cash equivalents		
		2020	2019
		£000	£000
	Cash at bank and in hand	81,513	96,544
13.	Creditors: amounts falling due within one year		
		2020	2019
		£000	£000
	Trade creditors	72,253	66,504
	Amounts owed to group undertakings	1,457	4,428
	Corporation tax	-	10,853
	Other taxation and social security	2	39
	Other creditors Accruals and deferred income	6,370 8,254	5,239 9,605
		88,336	96,668
			00,000

# Notes to the Financial Statements For the year ended 31 December 2020

### 14. Share capital

Allotted, called up and fully paid	2020 £000	2019 £000
100,000 (2019 - 100,000) ordinary shares of £1.00 each	100	100

# 15. Financial instruments

The carrying value of trade and other debtors, trade and other creditors, and cash is a reasonable approximation of their fair value. The table below analyses financial instruments held at fair value:

	2020 £000	2019 £000
Other financial assets	27,656	30,102

The carrying value of equity securities is determined from published trading prices for fund units and shares.

### 16. Related party transactions

The Company earned £219,921,779 (2019: £314,105,000) from investment management fees received from unit trust/OEICs which the Company manages, of which an amount of £26,960,021 was owed to the Company as at 31 December 2020 (2019: £8,594,000 owed by the Company).

Prudential Portfolio Managers (South Africa) Pty Limited is a related party by virtue of them being an associate of an entity in the M&G Group.

The Company incurred annual management charge (AMC) rebates of £128,724 (2019: £200,478) in relation to funds managed on behalf of Prudential Portfolio Managers (South Africa) Pty Limited, of which an amount of £8,000 was owed to Prudential Portfolio Managers (South Africa) Pty Limited as at 31 December 2020 (2019: £18,000).

The Company has taken advantage of the exemption under paragraph 8(k) of FRS101 not to disclose transactions with fellow wholly owned group companies and the exemption under paragraph 8(j) of FRS101 not to disclose key management personnel compensation and amounts incurred for the provision of key management personnel services by a separate management entity.

# 17. Immediate & ultimate parent company

The Company's immediate parent company is M&G FA Limited.

The Company is a subsidiary undertaking of M&G plc which is the ultimate parent company incorporated in England and Wales. Consolidated financial statements are prepared by M&G plc and copies of these are available to the public and may be obtained from the registered office at 10 Fenchurch Avenue, London, EC3M 5AG.