Annual Report & Accounts 2018/19



TED BAKER



# CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS This document contains certain forward-looking statements. These forward-looking statements include matters that are not historical facts or are statements regarding the Company's intentions, beliefs or current expectations concerning, among other things, the Company's results of operations, financial condition, liquidity, prospects, growth, strategies, and the industries in which the Company operates. Forward-looking statements are based on the information available to the Directors at the time of preparation of this document and will not be updated during the year. The Directors can give no assurance that these expectations will prove to be correct. Due to inherent uncertainties, including both economic and business risk factors underlying such forward-looking information, actual results may differ materially from those expressed or implied by these forward-looking statements.

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### DISTRIBUTION CHANNELS

Ted carefully manages distribution through three main channels:

### **RETAIL**

£461.0m

### **WHOLESALE**

£156.5m

### **LICENSING**

£22.1 m
(3.1% INCREASE)

### **UK AND EUROPE**

48 STORES\*
254 CONCESSIONS
21 OUTLETS

### **NORTH AMERICA**

57 STORES\*
61 CONCESSIONS
12 OUTLETS

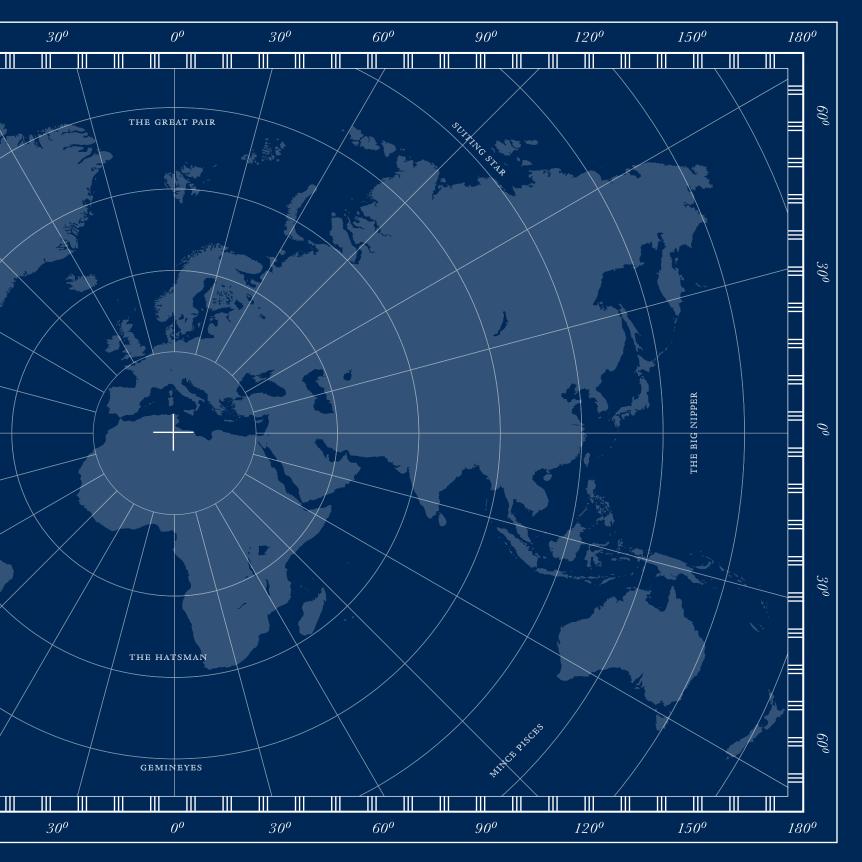
### **REST OF THE WORLD**

95 STORES\* II CONCESSIONS I OUTLET

...and wholesale and licensing relationships in over 35 countries across the globe.

\*Store numbers include licence partner stores.





### **CHAIRMAN'S STATEMENT**

Group revenue increased by 4.4% (5.0% in constant currency) to £617.4m (2018: £591.7m) and profit before tax and exceptional items<sup>2</sup> decreased by 14.3% to £63.0m (2018: £73.5m) for the 52 weeks ended 26 January 2019 (the "period"). Profit before tax decreased by 26.1% to £50.9m (2018: £68.8m). Performance has been impacted by the very difficult trading conditions throughout the year, including competitive discounting across the retail sector, consumer uncertainty, the well-publicised challenges facing some of our UK trading partners and the unseasonable weather across our global markets at different points throughout the period.

Despite this challenging backdrop, Ted Baker continues to develop as a global lifestyle brand, reflecting the strength of the brand, the design and quality of our collections and the passion and commitment of our talented teams across the world.

The retail channel performed well, with retail sales including e-commerce up 4.2% (4.8% in constant currency)<sup>1</sup> to £461.0m (2018:£442.5m) on an increase in average square footage of 5.2%. Our flexible business model, including a relatively low number of own stores that showcase the brand, and our e-commerce business enable us to adapt to structural changes in the retail sector. We continued our controlled geographic expansion with openings across the UK and Europe, North America and the Rest of the World and we continue to invest and build brand awareness in our newer markets for the long-term development of the brand.

Our e-commerce business is an integral and increasingly important component within our retail proposition and has performed well, delivering strong sales growth of 20.4% (20.8% in constant currency)<sup>1</sup> to £121.7m (2018: £101.1m) and represented 26.4% of total retail sales (2018: 22.8%). We continue to invest in our e-commerce channels to support further growth.

The wholesale channel performed in line with our expectations, with sales up 4.8% (5.7% in constant currency)<sup>1</sup> to £156.5m (2018: £149.2m). This reflects a good performance from our UK wholesale business, which includes the supply of goods to our licensed stores and our export business as well as our North American wholesale business.

Licence income delivered growth of 3.1% to £22.1m (2018: £21.4m). Underlying growth in licence income was 5.5%, adjusting for the acquisition of the footwear licence, which completed on 1 January 2019. During the period, our licence partners opened further stores and concessions in Malaysia, Mexico, Saudi Arabia, Singapore, Taiwan, Thailand and United Arab Emirates. We also opened our first licensed partner stores in the Canary Islands, India, Kazakhstan, Kosovo and Ukraine.

### RESIGNATION OF RAY KELVIN AND INDEPENDENT EXTERNAL INVESTIGATION

Ray Kelvin took a voluntary leave of absence from his role as Chief Executive Officer of Ted Baker in December 2018, after allegations of misconduct were made against him. Since that date an internal Independent Committee has been in the process of investigating those allegations. The Committee commissioned the law firm Herbert Smith Freehills LLP (HSF) to investigate the allegations and the Group's policies, procedures and handling of HR-related complaints. Ray Kelvin has denied all allegations of misconduct, however, on 4 March 2019 he agreed to resign with immediate effect from his position as Chief Executive Officer and as a Director of Ted Baker Plc.

The primary focus of the remainder of the investigation will be on Ted Baker's policies, procedures and handling of HR-related complaints. It is expected that HSF will conclude its investigation early in Q2 2019. The Board is committed to ensuring that all employees feel respected and valued. We are determined to learn lessons from what has happened and from what our employees have told us and to ensure that, while the many positive and unique aspects of Ted Baker's culture are maintained, appropriate changes are made.

### **BOARD CHANGES**

As recently announced on 4 March 2019, acting Chief Executive Officer Lindsay Page has agreed to continue in this role and I have been asked by the Board to act as Executive Chairman to provide additional support to Lindsay and ensure continued stability in the Group's leadership. I will remain in this position until no later than 30 November 2020, by which time a new Non-Executive Chair will be appointed. Sharon Baylay has agreed to act as the designated Non-Executive Director for engagement with Ted Baker team members and has also taken on the role of Chair of the Nomination Committee.

#### **OUR TEAMS**

Against a backdrop of very difficult market conditions, the period's credible performance is testament to our talented teams across the world, whose commitment and passion remain key to our success. I would like to take this opportunity to thank all my colleagues across the world for their continued hard work as we continue to grow the business and develop Ted Baker as a global lifestyle brand.

#### IT SYSTEMS AND DISTRIBUTION FACILITIES

In January 2019 we completed the final phase of the implementation of Microsoft Dynamics AX system across our Asia business. The ERP system has now been successfully implemented globally and will enable improved efficiency and streamline operations.

We have now also completed the transition to our new distribution facility in North America. The new facility will serve our retail, wholesale and e-commerce businesses across North America, supporting our long-term growth strategy in this territory.

This marks the end of a significant period of change for the Group, where it has enhanced its IT systems and consolidated its distribution facilities. These provide a platform that will support the future development of the business including omni-channel initiatives such as ship from store.

### ACQUISITION OF NO ORDINARY SHOES LIMITED AND NO ORDINARY SHOES USA LLC

The acquisition of No Ordinary Shoes Limited and No Ordinary Shoes USA LLC from Pentland Group Plc and Pentland USA Inc, the Group's former footwear licensee, was completed on I January 2019 for cash consideration of £20.3m, subject to the finalisation of completion accounts. This is an exciting opportunity to drive further growth in our footwear business by leveraging our global footprint and well invested infrastructure. The acquisition is expected to enhance the earnings of Ted Baker from the new financial year.

### LICENCE PARTNERS

We are pleased to have signed two new global licence agreements, with partners who have a global reach and capability. In June 2018 we signed a new men's underwear and loungewear global licence with Delta Galil. In October 2018 we signed a new global watch licence with Timex Group, which will allow us to benefit from its expertise and long history as an authentic watchmaker. Both of these new partners reflect our commitment to working with the best product specialists that are able to support our status as a truly global lifestyle brand.

### **BREXIT**

We have developed a number of strategies and contingency plans which will assist in minimising disruption caused by Brexit. A number of indirect risks remain which are beyond our control and the resulting risk that they pose is highly reliant on the preparedness of national authorities and other businesses. The key risks are discussed in further detail in the principal risks and uncertainties section on page 3.

### FINANCIAL RESULTS

Group revenue for the period increased by 4.4% (5.0% in constant currency)<sup>1</sup> to £617.4m (2018: £591.7m). The Group gross margin was lower at 58.3% (2018: 61.0%). We had anticipated a slightly lower retail margin, as the prior year had benefited from an improved full price sell through. The resultant margin was further reduced by an increase in promotional activity in response to the challenging trading conditions. This was partly offset by an increased wholesale margin, due to a greater proportion of sales being made to our wholesale partners, known as "Trustees of the brand", which carry a higher margin than sales to our retail licence partners and some foreign exchange benefits.

Profit before tax and exceptional items<sup>2</sup> decreased by 14.3% to £63.0m (2018: £73.5m) and profit before tax decreased by 26.1% to £50.9m (2018: £68.8m). Adjusted basic earnings per share, which excludes exceptional items, decreased by 10.6% to 114.2p (2018: 127.7p) and basic earnings per share decreased by 23.1% to 91.5p (2018: 119.0p).

Exceptional items in the period amounted to £12.1m (2018: £4.7m) and comprised the impairment of retail assets in the UK, Europe, US and Asia, debtor balances owed by House of Fraser which are no longer expected to be recovered following its entry into administration on 10 August 2018, costs in respect of the independent investigation referred to previously, and costs in respect of the acquisition of No Ordinary Shoes Limited and No Ordinary Shoes USA LLC.

The Group's net borrowing position at the end of the period was £123.8m (2018: £111.8m), being the secured term loan of £47.0m (2018: £52.5m) used to purchase The Ugly Brown Building and other net debt of £76.8m (2018: £59.3m). Net debt increased due to the cash consideration paid on acquisition in respect of No Ordinary Shoes Limited and No Ordinary Shoes USA LLC of £20.3m, offset by benefits from our ongoing focus on working capital efficiencies.

#### DIVIDENDS

Reflecting the strength of the Group's underlying performance, the Board is recommending a final dividend of 40.7p per share (2018:43.5p), making a total for the period of 58.6p per share (2018:60.1p per share), a decrease of 2.5% on the prior period. Subject to approval by shareholders at the Annual General Meeting to be held on 11 June 2019, the final dividend will be paid on 21 June 2019 to shareholders on the register on 17 May 2019.

### CURRENT TRADING AND OUTLOOK RETAIL

In the UK and Europe, we plan to open our first full price stores in Antwerp, Belgium and Hamburg, Germany, and an outlet in Metzingen, Germany, along with two further concessions in Germany. We will continue to invest in our e-commerce sites to enhance the customer experience and journey, with our localised Spanish website due to launch in late May.

In North America, we will continue to develop our presence with plans to open a

store in Detroit and two further concession openings, along with two further licence partner concessions in Mexico.

In the Rest of the World, we continue to refine and define our strategy for success and we remain focused on building brand awareness. In line with our development strategy in this territory, we plan to open an outlet in Hong Kong.

### WHOLESALE

We anticipate further growth across our wholesale businesses, which should result in low to mid-single digit sales growth (in constant currency) in the coming period.

### LICENCE INCOME

Our product and territorial licences continue to perform well. We have opened our first licensed partner store in Malta, with plans to open further licensed stores during the year in Croatia, Egypt, Indonesia and Mexico.

### **GROUP**

We have a very clear strategy for the continued expansion of Ted Baker as a global lifestyle brand across both established and newer markets. Our flexible business model ensures that our customers have multiple channels to engage with the brand. Our growing e-commerce business, underpinned by a relatively low number of own stores that showcase the brand, means that we are well positioned to deal with the structural changes in an evolving retail environment and continue Ted Baker's long-term development.

Led by our acting Chief Executive Officer, Lindsay Page, we are confident that the strong and experienced team we have in place will continue to implement our strategy and develop Ted Baker as a global lifestyle brand.

To deliver our expansion plans, capital expenditure in the new financial period is planned to be £31.0m (2019: £30.3m). This relates to further store openings and refurbishments and a number of omni-channel initiatives as we start to benefit from our new IT systems. We continue to explore options for the development and expansion of the Ugly Brown Building to support our future growth plans.

Trading continues to be impacted by ongoing consumer uncertainty and an elevated level of promotional activity across many of our global markets as well as recent unseasonal weather in North America. Despite this, we remain confident in our collections for Spring/Summer and the Board remains focused on identifying opportunities in the evolving retail market to progress the long-term development of the brand. We intend to make our trading statement covering trading from the start of the financial period in mid-June 2019.

### **David Bernstein CBE**

Executive Chairman 21 March 2019

#### NOTES:

<sup>1</sup> Constant currency comparatives are obtained by applying the exchange rates that were applicable for the 52 weeks ended 27 January 2018 to the financial results in overseas subsidiaries for the 52 weeks ended 26 January 2019 to remove the impact of exchange rate fluctuations.

 $^2$  Profit before tax and exceptional items is a non-GAAP measure. For further information about this measure, and the reasons why we believe it is important for an understanding of the performance of the business, please refer to page 17 in the Financial Review and Note 1 (y) and Note 3 of the financial statements.

The Directors believe these measures provide a consistent and comparable view of the underlying performance of the Group's ongoing business.



### THE BIG NIPPER.

This is Ted's largest asterism,... consisting of 5 of his brightest stars

### **BUSINESS MODEL AND STRATEGY**

Ted Baker has grown steadily from its origins as a specialist shirt store in Glasgow to the global lifestyle brand it is today.

### TED BAKER'S MISSION STATEMENT

Our mission is to build a successful company through the creation of a leading designer brand. By conducting ourselves in an efficient and courteous manner and by maintaining Ted's high standards of integrity, we pride ourselves on always being in a position to satisfy the needs of our customer. In order to protect the ethos and persona for which we have gained an enviable reputation, we always ask ourselves the question: "Would Ted do it that way?"

### **PRODUCT**

Ted Baker is a quintessentially British brand that travels well with a quirky yet commercial fashion offering that prides itself in always being able to satisfy the needs of our customer. Our approach is focused on unwavering attention to detail and firm commitment to quality.

We offer a wide range of collections including Menswear; Womenswear; Global; Phormal; Endurance; Colour By Numbers; Accessories; Bedding; Childrenswear; Eyewear; Footwear; Fragrance and Skinwear; Gifting and Stationery; Jewellery; Lingerie and Sleepwear; Luggage; Neckwear; Rugs; Suiting; Technical Accessories; Tiles; and Watches.

The menswear collection is a reflection of popular contemporary culture, with a sense of humour and style mixed in. It also includes our Phormalwear range, offering a number of distinctive suiting collections that combine heritage British tailoring with a modern outlook. The womenswear collection is a fresh and feminine mix of European elegance with London flair and is a celebration of beauty, individuality and exquisite attention to detail.

### **DISTRIBUTION CHANNELS**

The brand operates through three main distribution channels: retail (including e-commerce), wholesale, and licensing, which includes territorial and product licences. We want our customers to enjoy a seamless experience regardless of how they choose to shop and interact with the brand.

The retail channel comprises stores, concessions and e-commerce, which is now an integral part of our retail experience. We operate stores and concessions across the UK, Europe, North America, Africa and Asia, and localised e-commerce sites for the UK, France, Germany, US, Canada and Australia. We also have e-commerce businesses with some of our concession partners.

Stores and concessions are designed to showcase the brand's unique style of retail theatre and to ensure our customers enjoy a welcoming and pleasurable shopping experience. Each store boasts a fully bespoke design that is full of innovative and distinctive touches.

E-commerce enables us to offer our customers access to an extended product range and provides us with a means to talk directly with our customers and engage them with the brand. We focus on ensuring that we provide a user-friendly online brand and shopping experience across multiple devices.

The wholesale business in the UK serves countries across the world, primarily in the UK and Europe, as well as supplying products to stores operated by our territorial licence partners. In addition, we operate a wholesale business in North America serving the US and Canada. Our wholesale partners ("Trustees") are custodians of our collections and uphold our brand integrity by ensuring that their retail environment and brand adjacencies are in keeping with the profile and positioning of the brand. We have built up strong relationships with some of the best independent retailers, online retailers and department stores around the world.

We operate both territorial and product licences. Our licence partners are all experts in their field and share our passion for unwavering attention to detail and firm commitment to quality.

Territorial licences cover specific countries or regions in Asia, Australasia, Europe, the Middle East, Africa and Central America, where our partners operate licensed retail stores and, in some territories, wholesale operations.

Product licences cover Bedding; Childrenswear; Eyewear; Footwear; Fragrance and Skinwear; Gifting and Stationery; Jewellery; Lingerie and Sleepwear; Luggage; Neckwear; Rugs; Suiting; Technical Accessories; Tiles; and Watches. For much of the year, footwear was also operated under licence to Pentland. On I January 2019, the Group acquired its footwear licence and will use this exciting opportunity to drive further growth in its footwear business by leveraging the Group's global footprint and well invested infrastructure.

### **GEOGRAPHIC REACH**

Ted Baker is a global lifestyle brand with 560 stores and concessions worldwide, comprised of 201 in the UK, 122 in Europe, 130 in North America, 98 in the Middle East, Africa and Asia, and 9 in Australasia.

The Group opened its first shop in the UK in Glasgow in 1988 and has since established itself in all the major fashion destinations in the UK. We have also built a growing presence in Europe with stores and concessions in Belgium, France, Germany, Ireland, Italy, the Netherlands, Portugal and Spain. Our e-commerce and wholesale businesses complement our locations in Europe.

In 1998, the Group opened its first store in North America in New York. Since then, the Group has established a presence across the US from the East to West Coasts and into Canada through both own stores and concessions. In addition, the Group has a standalone e-commerce site in North America that is localised to each of Canada and the US, and a growing wholesale business.

As part of our strategy to invest for the longer-term development of the brand, we have launched the brand in Asia with stores and concessions in China, Hong Kong and Japan. We also understand the growing desire of our customers to buy our products online and trade on renowned local websites in this region. We continue to refine and develop our strategy for success in Asia.

Through our territorial licences we also trade in many other countries across Africa, Asia, Australasia, Europe and the Middle East.

### **STRATEGY**

Our strategy is to enhance our position as a leading global lifestyle brand by the continuous development of three main elements of our business model:

- considered extension of the Ted Baker collections to achieve our brand growth
  potential. We review our collections continually to ensure we anticipate and react to
  trends and meet our customers' expectations. In addition, we look for opportunities
  to extend the breadth of our collections and enhance our offer;
- controlled distribution through three main channels: retail (including concessions and e-commerce), wholesale and licensing. We consider each new opportunity to ensure it is right for the brand and will deliver margin-led growth; and
- carefully managed development of existing and new international markets. We continue to manage growth in existing territories while considering new territories for expansion.

Underlying our strategy is an emphasis on design, product quality and attention to detail, delivered by the passion, commitment and dedication of our teams, licence partners and wholesale customers.



### BOÖTES

Todk come on leaps and bounds.

Taking his yeam of footwest radets into hyperspace

before bringing them in-house.

### **KEY PERFORMANCE INDICATORS**

We review the ongoing performance of the business using key performance indicators.

The key performance indicators (KPIs) that the Directors judge to be most effective in assessing progress against the Group's objectives and strategy have been detailed below and are considered throughout the Strategic Report.

|                | KEY PERFORMANCE INDICATOR   | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 | VARIANCE  | CONSTANT<br>CURRENCY<br>VARIANCE |
|----------------|---|--------------------------------------|--------------------------------------|-----------|----------------------------------|
| Retail         | Revenue   | £617.4m                              | £591.7m                              | 4.4%      | 5.0%                             |
|                | Gross margin  | 58.3%                                | 61.0%                                | (270 bps) |                                  |
|                | Profit before tax (excluding exceptional items) as a % of revenue <sup>2</sup>    | 10.2%                                | 12.4%                                | (220 bps) |                                  |
|                | Profit before tax (including exceptional items) as a $\%$ of revenue <sup>2</sup> | 8.2%                                 | 11.6%                                | (340 bps) |                                  |
| Retail         | Total revenue   | £461.0m                              | £442.5m                              | 4.2%      | 4.8%                             |
|                | Store revenue   | £339.3m                              | £341.4m                              | (0.6%)    | 0.1%                             |
|                | E-commerce revenue  | £121.7m                              | £101.1m                              | 20.4%     | 20.8%                            |
|                | Gross margin  | 63.1%                                | 67.0%                                | (390 bps) |                                  |
|                | Average square footage <sup>3</sup>   | 431,646                              | 410,190                              | 5.2%      |                                  |
|                | Closing square footage <sup>3</sup>   | 443,049                              | 420,158                              | 5.4%      |                                  |
|                | Sales per square foot excluding e-commerce sales                                  | £786                                 | £832                                 | (5.5%)    | (4.9%)                           |
| Wholesale      | Revenue   | £156.5m                              | £149.2m                              | 4.8%      | 5.7%                             |
|                | Gross margin  | 44.1%                                | 43.3%                                | 80 bps    |                                  |
| Licence income | Revenue   | £22.1m                               | £21.4m                               | 3.1%      |                                  |
| Group          | Working capital <sup>4</sup>  | £195.8m                              | £168.6m                              | 16.1%     |                                  |

<sup>&</sup>lt;sup>1</sup> Constant currency comparatives are obtained by applying the exchange rates that were applicable for the 52 weeks ended 27 January 2018 to the financial results in overseas subsidiaries for the 52 weeks ended 26 January 2019 to remove the impact of exchange rate fluctuations.

<sup>&</sup>lt;sup>2</sup> For information about exceptional items please refer to page 17 in the Financial Review and Note 1 (y) and Note 3 of the financial statements.

<sup>&</sup>lt;sup>3</sup> Excludes licensed partner stores.

<sup>&</sup>lt;sup>4</sup> Working capital comprises inventories, trade and other receivables, and trade and other payables.

### **BUSINESS REVIEW**

#### DISTRIBUTION CHANNELS

The brand operates through three main distribution channels: retail, which includes concessions and e-commerce; wholesale; and licensing, which includes territorial and product licences. As part of our strategy we look to further develop each of these routes to market, while ensuring the controlled distribution of our product.

### **RETAIL**

Our retail channel comprises stores, concessions and e-commerce, providing an omnichannel experience. We operate stores and concessions across the UK, Europe, North America and the Rest of the World, and localised e-commerce sites in the UK, continental Europe, the US, Canada and Australia. We also have e-commerce businesses with some of our concession partners. Our unique stores showcase the Ted Baker brand and are key to the growth and success of our e-commerce business. Our relatively low number of own stores and higher number of concession locations allow us to maintain a flexible store business model.

Retail sales grew by 4.2% (4.8% in constant currency)<sup>1</sup> to £461.0m (2018: £442.5m). Performance was impacted by competitive discounting across the retail sector, consumer uncertainty, the well-publicised challenges facing some of our UK trading partners and the unseasonable weather across our global markets at different points throughout the year. Despite this, growth was driven by continued investment across the retail channel in new and existing stores and our e-commerce platform.

The total growth in retail sales of 4.2% (4.8% in constant currency)<sup>1</sup> compares to an increase in average retail square footage of 5.2% to 431,646 sq ft (2018: 410,190 sq ft). Retail sales per square foot (excluding e-commerce) decreased 5.5% (decrease of 4.9% in constant currency)<sup>1</sup> to £786 (2018: £832) demonstrating the challenging external trading conditions together with changing customer behaviour with customers shopping both online and in store.

The retail gross margin decreased to 63.1% (2018: 67.0%) as the prior year had benefited from an improved full price sell through and was further reduced by an increase in promotional activity in response to the very difficult trading conditions.

Retail operating costs increased by 3.0% (3.6% in constant currency)<sup>1</sup> to £231.9m (2018:£225.2m) and, as a percentage of retail sales, decreased to 50.3% (2018:50.9%).

### WHOLESALE

Our wholesale business in the UK serves countries across the world, primarily in the UK and Europe, as well as supplying products to stores operated by our territorial licence partners. In addition, we operate a wholesale business in North America serving the US and Canada.

Group wholesale sales increased by 4.8% (5.7% in constant currency)<sup>1</sup> to £156.5m (2018:£149.2m), reflecting further growth in both our UK and Europe wholesale business, with sales increasing by 6.0% (6.0% in constant currency)<sup>1</sup> to £99.7m (2018:£94.1m), and our North American wholesale business, with sales increasing by 3.1% (5.4% in constant currency)<sup>1</sup> to £56.8m (2018:£55.1m).

The wholesale gross margin increased to 44.1% (2018: 43.3%) due to a greater proportion of sales to our wholesale partners, known as "Trustees of the brand", which carry a higher margin than sales to our retail licence partners and some foreign exchange benefits.

### COLLECTIONS

Ted Baker Womenswear sales were up 11.8% to £382.2m (2018: £342.0m) and represented 61.9% (2018: 57.8%) of total sales. Ted Baker Menswear sales were down 5.8% to £235.2m (2018: £249.7m) and represented 38.1% of total sales (2018: 42.2%). The increase in womenswear sales was in part due to the increased proportion of e-commerce sales, which accounts for a higher proportion of womenswear sales than menswear, and the difficult market conditions which had a disproportionate impact on menswear sales.

### LICENCE INCOME

We operate both territorial and product licences. Our licence partners are carefully selected as experts in their field and share our passion for unwavering attention to detail and firm commitment to quality.

On I January 2019, we acquired the issued share capital of No Ordinary Shoes Limited and No Ordinary Shoes USA LLC from Pentland. Pentland previously held the exclusive global licence to manufacture and distribute footwear under the Ted Baker brand and therefore the licence income earned ceased from the acquisition date.

Licence income grew by 3.1% to £22.1m (2018: £21.4m). Underlying growth in licence income was 5.5%, adjusting for the acquisition of the footwear licence. We saw a stronger performance from our product licences during the period despite a number being impacted by the external trading conditions in the UK.

During the period, we signed two new global licence agreements which will commence in the year ending 25 January 2020. We signed a new men's underwear and loungewear global licence with Delta Galil. We also signed a new global watch licence with Timex Group, allowing us to benefit from their expertise and long history as an authentic watchmaker. Both new partners reflect our commitment to working with the best product specialists that are able to support our status as a truly global lifestyle brand.

### GEOGRAPHIC PERFORMANCE

### UNITED KINGDOM AND EUROPE

|  | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 | VARIANCE | CONSTANT<br>CURRENCY<br>VARIANCE |
|--|--------------------------------------|--------------------------------------|----------|----------------------------------|
| Total retail revenue*                            | £315.0m                              | £301.1m                              | 4.6%     | 4.5%                             |
| Store revenue                                    | £217.0m                              | £218.6m                              | (0.7%)   | (0.9%)                           |
| E-commerce revenue                               | £98.0m                               | £82.5m                               | 18.8%    | 18.8%                            |
| Average square footage*                          | 272,554                              | 257,367                              | 5.9%     |                                  |
| Closing square footage*                          | 279,312                              | 261,261                              | 6.9%     |                                  |
| Sales per square foot including e-commerce sales | £1,156                               | £1,170                               | (1.2%)   | (1.4%)                           |
| Sales per square foot excluding e-commerce sales | £796                                 | £849                                 | (6.2%)   | (6.5%)                           |
| Wholesale revenue                                | £99.7m                               | £94.1m                               | 6.0%     | 6.0%                             |
| Own stores                                       | 40                                   | 37                                   | 3        |                                  |
| Concessions                                      | 254                                  | 252                                  | 2        |                                  |
| Outlets  | 21                                   | 15                                   | 6        |                                  |
| Partner stores                                   | 8                                    | 4                                    | 4        |                                  |
| Total  | 323                                  | 308                                  | 15       |                                  |

<sup>\*</sup> Excludes licensed partner stores.

Retail sales in UK and Europe increased by 4.6% (4.5% in constant currency)<sup>1</sup> to £315.0m (2018: £301.1m) despite the widely reported ongoing difficult trading conditions, unseasonable weather at different points throughout the period and the impact on our concession business with House of Fraser in the lead up to its administration in August 2018.

E-commerce sales increased by 18.8% to £98.0m (2018: £82.5m), demonstrating that e-commerce sales are an integral part of the retail proposition in the UK and European markets. As a percentage of UK and Europe retail sales, e-commerce sales represented 31.1% (2018: 27.4%).

Sales per square foot excluding e-commerce sales decreased reflecting changing customer behaviour as customers move to online. However, our stores remain key to the success of the e-commerce business through initiatives such as order in store and click and collect as well as showcasing the brand and the collections and contribute a healthy financial return.

During the year, our expansion continued across the UK and Europe. We increased our travel footprint with store openings in Luton Airport, London Bridge and our first international airport location in Barcelona, Spain. We also opened our first outlet in London at the O2 and our first outlet in Italy and opened further outlets in Germany and France. We opened further concessions with premium department stores in the UK, France, Germany and Spain. We also opened our first licence partner stores in the Canary Islands, Ukraine and Kosovo. We are pleased with the performance of the new openings and remain positive about further growth opportunities for our brand across these markets. Given the ongoing challenging trading conditions, the Group has impaired three stores in the UK and two stores in Europe in the period.

Sales from our UK wholesale business, which include our wholesale export business and the supply of product to our retail licence partners, increased by 6.0% to £99.7m (2018: £94.1m), reflecting a good performance from sales to Trustees, particularly within our growing European export business and those Trustees with a strong online proposition.

### **NORTH AMERICA**

|  | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 | VARIANCE | CONSTANT<br>CURRENCY<br>VARIANCE |
|--|--------------------------------------|--------------------------------------|----------|----------------------------------|
| Total retail revenue*                            | £125.7m                              | £120.1m                              | 4.7%     | 7.0%                             |
| Store revenue                                    | £105.1m                              | £103.8m                              | 1.3%     | 3.7%                             |
| E-commerce revenue                               | £20.6m                               | £16.3m                               | 26.4%    | 28.5%                            |
| Average square footage*                          | 131,678                              | 121,081                              | 8.8%     |                                  |
| Closing square footage*                          | 137,031                              | 126,524                              | 8.3%     |                                  |
| Sales per square foot including e-commerce sales | £955                                 | £992                                 | (3.7%)   | (1.6%)                           |
| Sales per square foot excluding e-commerce sales | £798                                 | £857                                 | (6.9%)   | (4.7%)                           |
| Wholesale revenue                                | £56.8m                               | £55.1m                               | 3.1%     | 5.4%                             |
| Own stores                                       | 37                                   | 32                                   | 5        |                                  |
| Concessions                                      | 61                                   | 61                                   | -        |                                  |
| Outlets  | 12                                   | 12                                   | -        |                                  |
| Partner stores                                   | 20                                   | 22                                   | (2)      |                                  |
| Total  | 130                                  | 127                                  | 3        |                                  |

<sup>\*</sup> Excludes licensed partner stores.

We are confident that the Ted Baker brand is becoming more established and continues to gain recognition in this territory as reflected in the significant growth in e-commerce revenue.

Sales from our retail division in North America increased by 4.7% (7.0% in constant currency) $^{\dagger}$  to £125.7m (2018:£120.1m), driven by our continued expansion in this region, and sales per square foot excluding e-commerce sales decreased in constant currency $^{\dagger}$ . Performance was impacted by unseasonable weather at different points throughout the period.

In the period, we opened new stores in Austin, Chicago, Orlando, San Diego and San Francisco and our first stores in Mexico with our licence partner. We closed four of our existing concessions and impaired four stores in light of the broader trading conditions.

Our e-commerce business delivered a strong performance with sales increasing by 26.4% (28.5% in constant currency)<sup>1</sup> to £20.6m (2018: £16.3m). As a percentage of North America retail sales, e-commerce sales represented 16.4% (2018: 13.6%).

Sales from our North American wholesale business increased by 3.1% (5.4% in constant currency)<sup>1</sup> to £56.8m (2018: £55.1m), reflecting a strengthening relationship with key Trustees that attract domestic customers across North America, further demonstrating increased brand recognition in this territory. Sales in the second half of the year were impacted by Trustees taking a more cautious stance as well as the timing of deliveries around year end.

### **REST OF THE WORLD**

|  | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 | VARIANCE | CONSTANT<br>CURRENCY<br>VARIANCE |
|--|--------------------------------------|--------------------------------------|----------|----------------------------------|
| Total retail revenue*                            | £20.3m                               | £21.3m                               | (4.7%)   | (2.9%)                           |
| Store revenue                                    | £17.2m                               | £19.0m                               | (9.5%)   | (7.8%)                           |
| E-commerce revenue                               | £3.1m                                | £2.3m                                | 34.8%    | 38.4%                            |
| Average square footage*                          | 27,414                               | 31,742                               | (13.6%)  |                                  |
| Closing square footage*                          | 26,706                               | 32,373                               | (17.5%)  |                                  |
| Sales per square foot including e-commerce sales | £740                                 | £670                                 | 10.5%    | 12.4%                            |
| Sales per square foot excluding e-commerce sales | £627                                 | £599                                 | 4.7%     | 6.7%                             |
| Own stores                                       | - 11                                 | 12                                   | (1)      |                                  |
| Concessions                                      | - 11                                 | 14                                   | (3)      |                                  |
| Outlets  | 1                                    | 2                                    | (1)      |                                  |
| Partner stores                                   | 84                                   | 69                                   | 15       |                                  |
| Total  | 107                                  | 97                                   | 10       |                                  |

<sup>\*</sup> Excludes licensed partner stores.

We continue to develop the Ted Baker brand across the Middle East, Asia, Africa and Australasia through our retail and licensing channels.

Retail sales in Rest of the World decreased 4.7% (2.9% in constant currency)<sup>1</sup> to £20.3m (2018: £21.3m). This decrease is partly due to the prior year transition of our retail operations in South Korea to a distributor who has the knowledge and experience to drive growth locally as well as a further refinement of our store portfolio in this territory. In China, we opened a store in Shanghai and closed one store, one outlet and three concessions within China, as well as the closure of one store in Hong Kong. We also impaired four stores that have failed to deliver on their potential. We continue to refine and develop our strategy for success in Asia.

### NOTES

The Directors believe this measure provides a consistent and comparable view of the underlying performance of the Group's ongoing business.

During the year, we opened our first licence partner stores in India and our Asian licence partners also opened stores across the region including Indonesia, Malaysia, Singapore, Taiwan and Thailand. Our Middle Eastern licence partners opened stores in Saudi Arabia, United Arab Emirates and Kazakhstan. As at 26 January 2019, our licence partners operated 75 stores and concessions across the Middle East, Asia and Africa (2018:60).

The joint venture with our Australasian licence partner, Flair Industries Pty Ltd, continued to perform well. As at 26 January 2019, we operated nine stores in Australasia (2018: nine stores).

<sup>&</sup>lt;sup>1</sup> Constant currency comparatives are obtained by applying the exchange rates that were applicable for the 52 weeks ended 27 January 2018 to the financial results in overseas subsidiaries for the 52 weeks ended 26 January 2019 to remove the impact of exchange rate fluctuations.



# PENDULUM

Watch this space: Ted's timely global partnership is soon to set him lightyears ahead on style.

### FINANCIAL REVIEW

#### REVENUE AND GROSS MARGIN

Group revenue increased by 4.4% (5.0% in constant currency)<sup>1</sup> to £617.4m (2018: £591.7m), driven by a 4.2% (4.8% in constant currency)<sup>1</sup> increase in retail sales to £461.0m (2018: £442.5m) and a 4.8% (5.7% in constant currency)<sup>1</sup> increase in wholesale sales to £156.5m (2018: £149.2m).

The Group gross margin was lower at 58.3% (2018: 61.0%). We had anticipated a slightly lower retail margin, as the prior year had benefited from an improved full price sell through. The resultant margin was further reduced by an increase in promotional activity in response to the difficult trading conditions. This was partly offset by an increased wholesale margin, due to a greater proportion of sales being made to our wholesale partners, known as "Trustees of the brand", which carry a higher margin than sales to our retail licence partners and some foreign exchange benefits.

### OPERATING EXPENSES BEFORE EXCEPTIONAL ITEMS<sup>2</sup>

Distribution costs, which comprise the cost of retail operations and distribution centres, increased by 5.6% to £249.8m (2018: £236.5m). Distribution costs excluding exceptional costs<sup>2</sup> increased by 3.7% (4.1% in constant currency)<sup>1</sup> to £240.5m (2018: £232.0m) and as a percentage of sales decreased to 38.9% (2018: 39.2%).

Administrative costs increased by 5.5% to £79.8m (2018: £75.6m). Administration expenses excluding exceptional costs2 increased by 1.9% (2.4% in constant currency) $^{1}$  to £76.9m (2018: £75.5m). This increase is due to modest growth in our central functions, both in the UK and overseas and investment in customer engagement. The increase has been partially offset by a measured and controlled approach to multiple cost saving initiatives across the central functions of the business which have started to deliver savings as well as efficiency benefits from the investment in infrastructure.

Dual running costs incurred in respect of our new North American distribution centre and the systems roll-out were £2.8m (2018: £2.1m) in the period. No further dual running costs are expected to arise in the next financial year.

### PROFIT BEFORE TAX AND EXCEPTIONAL ITEMS<sup>3</sup> AND PROFIT BEFORE TAX

Profit before tax and exceptional items<sup>3</sup> was £63.0m (2018: £73.5m) and profit before tax was £50.9m (2018: £68.8m).

### **EXCEPTIONAL ITEMS<sup>2</sup>**

Exceptional items in the period amounted to £12.1m (2018: £4.7m) and comprised provision for debtor balances owed by House of Fraser on its entry into administration of £0.6m, advisory and one-off integration costs in relation to the acquisition of the footwear business of £1.7m, costs incurred prior to the year end in relation to the ongoing investigation into the allegations of misconduct of the former Chief Executive Officer and the Group's policies, procedures and handling of HR-related complaints of £1.1m, and the impairment of retail assets across the Group of £8.7m.

Exceptional items in the 52 weeks ended 27 January 2018 of £4.7m included the impairment of retail assets, relating to three stores in the US and one store in Europe of

 $\pounds$ 4.5m, and restructuring costs of £1.3m, partially offset by income of £1.1m related to the release of provisions against the Group's legacy warehouses following assignment of the leases

For further information about this measure, and the reasons why we believe it is important for an understanding of the performance of the business, please refer to Note I(y) of the financial statements.

### FINANCE INCOME AND EXPENSES

Net interest payable during the period was £3.6m (2018: £3.2m). The increase was largely due to higher average borrowings on the revolving credit facility as well as an increase in LIBOR rates in the year.

The net foreign exchange loss during the period of £0.5m (2018: gain of £0.7m) was due to the translation of monetary assets and liabilities denominated in foreign currencies. The decrease from the prior period was due to the appreciation of Sterling at the end of the year compared to the prior year.

#### **TAXATION**

The Group tax charge for the year was £10.1m (2018: £16.0m), an effective tax rate of 19.9% (2018: 23.3%). This effective tax rate is higher than the UK tax rate for the period of 19% largely due to higher overseas tax rates and the non-recognition of losses in overseas territories. During the second half, there has been a release of prior year tax provisions which has reduced the effective tax rate. The UK corporation tax rate reduced to 19% from 1 April 2017 and will reduce to 17% from 1 April 2020. The US federal corporate income tax rate has reduced to 21% with effect from 1 January 2018.

Our closing UK deferred tax assets and liabilities have been largely measured at 17% based on the corporation tax rate at which they are anticipated to unwind. Overseas deferred tax assets and liabilities have been measured at the applicable overseas tax rates.

Our future effective tax rate is expected to be higher than the UK tax rate as a result of overseas profits arising in jurisdictions with higher tax rates than the UK. We would expect future reductions in the effective tax rate given the UK rate reduction to 17% from 1 April 2020.

### SHAREHOLDER RETURN

Basic earnings per share decreased by 23.1% to 91.5p (2018: 119.0p). Adjusted earnings per share, which exclude exceptional items<sup>4</sup>, decreased by 10.6% to 114.2p (2018: 127.7p).

The proposed final dividend of 40.7p per share will make a total for the period of 58.6p per share (2018:60.1p per share), a decrease of 2.5% on the previous period.

### **CASH FLOW**

The decrease in net cash and cash equivalents of £17.8m (2018:£21.9m) primarily reflected the acquisition of the footwear business, an increase in working capital and further capital expenditure to support our long-term development.

On 1 January 2019, the Group acquired its footwear business from its previous licence partner. The consideration paid was £20.3m (see Note 24).

Total working capital, which comprises inventories, trade and other receivables and trade and other payables, increased by £27.2m to £195.8m (2018:£168.6m).

This was mainly driven by an increase in inventories of £38.6m to £225.8m (2018: £187.2m) reflecting the acquisition of the footwear business, some earlier phasing of stock deliveries and the impact of the movement in foreign exchange rates.

Trade and other receivables increased by £14.3m to £78.6m (2018:£64.3m). This was driven by a number of factors including the acquisition of the footwear business, which is principally a wholesale operation, the timing of payments around year end and the impact of the movement in foreign exchange rates.

Trade and other payables increased by £25.7m to £108.6m (2018: £82.9m), reflecting the acquisition of the footwear business, the impact of the movement in foreign exchange rates and the early benefits of working capital initiatives.

Group capital expenditure of £30.3m (2018: £36.6m) relates to the opening and refurbishment of stores, concessions and outlets and the ongoing investment in business-wide IT systems and infrastructure to support our continued growth.

### **BORROWING FACILITIES**

The Group's net borrowing position at the end of the period was £123.8m (2018:£111.8m).

The Group manages its liquidity using a multi-currency revolving credit facility of £135.0m, expiring in September 2020. The facility provides the resources to fund the planned investment in capital expenditure and working capital required to support the Group's long-term growth strategy. The facility contains covenants against which the Group monitors actual and prospective compliance. As at the period end, the Group had drawn £91.3m (2018: £72.9m) under this facility.

In addition, the Group has a term loan that was used to support the purchase of The Ugly Brown Building and is secured upon the freehold property interest in that building. The loan was originally £60.0m and is being amortised over 15 years with refinancing required every five years from 2015. During the period, repayments totalling £5.5m (2018: £6.0m) were made.

### TREASURY RISK MANAGEMENT

The most significant exposure to foreign exchange fluctuation relates to purchases made in foreign currencies, principally the US Dollar and the Euro.

A proportion of the Group's purchases are hedged in accordance with the Group's risk management policy, which allows for foreign currency to be hedged for up to 24 months in advance. The balance of purchases is hedged naturally as the business operates internationally and income is generated in the local currencies. At the balance sheet date, the Group has hedged a proportion of its projected commitments in respect of the period ending 25 January 2020 as well as a proportion of its requirements for the following period.

The Group is also exposed to movements in foreign exchange rates on intercompany balances denominated in a foreign currency. These are not hedged.

The Group is exposed to movements in UK interest rates as both the revolving credit facility and term loan accrue interest based on LIBOR plus a fixed margin. The Group has partially mitigated this risk by entering into interest rate swap agreements, fixing £30.0m of the floating rate net debt.

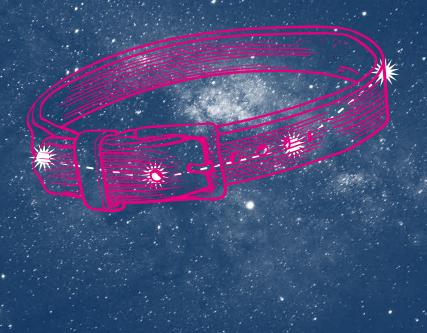
### NOTES

<sup>&</sup>lt;sup>1</sup> Constant currency variances are calculated by applying the exchange rates for the 52 weeks ended 27 January 2018 to results financial results in overseas subsidiaries for the 52 weeks ended 26 January 2019 to remove the impact of exchange rate fluctuations.

<sup>&</sup>lt;sup>2</sup> For information about exceptional items please refer to Note 1(y) and Note 3 of the financial statements.

<sup>&</sup>lt;sup>3</sup> Profit before tax and exceptional items is a non-GAAP measure, adjusted for exceptional items.

<sup>&</sup>lt;sup>4</sup> Adjusted earnings per share is a non-GAAP measure, adjusted for exceptional items.



### BAKER'S BELT

One of the most visible constellations from Earth, the Baker's Belt consists of three stars

Leatheria, Prongus and Buckle.

### PRINCIPAL RISKS AND UNCERTAINTIES

The Board is ultimately responsible for the Group's system of risk management and internal control and for reviewing its effectiveness, and for determining the Group's risk appetite. The Board confirms that there is an ongoing process for identifying, evaluating and managing the significant risks faced by the Group, which has been in place for the period and up to the date of approval of these financial statements, and that this process is regularly reviewed by the Board. However, such systems are designed to manage rather than eliminate the risk of failure to achieve business objectives and can provide only reasonable and not absolute assurance against material misstatement or loss.

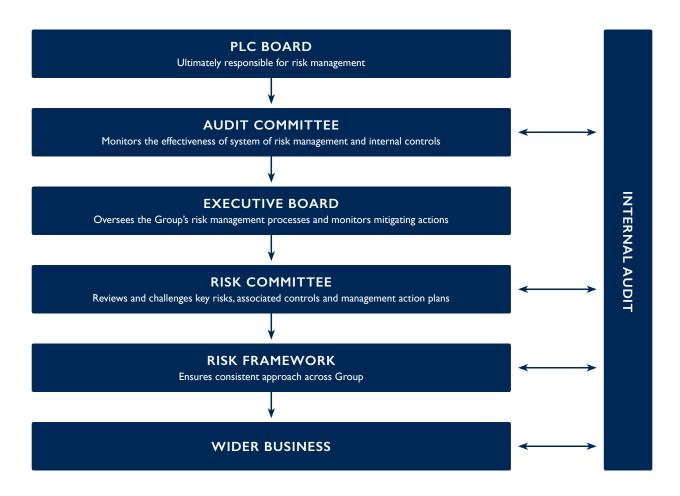
### **RISK MANAGEMENT PROCESS**

In order to help manage the Group's risks and uncertainties, the Board has delegated responsibility for monitoring the effectiveness of the Group's systems of internal control and risk management to the Audit Committee.

In addition, the Group has established a Risk Committee that includes the Finance Director and various members of the Executive Board and heads of department. The Risk Committee helps the Executive Board review the risk management and control process in each key business area on an ongoing basis and provides a platform for management to drive improvement across the business. The Risk Committee considers:

- the authority, resources and co-ordination of those involved in the identification, assessment and management of significant risks faced by the Group;
- the response to the significant risks which have been identified by management and others;
- the maintenance of a controlled environment directed towards the proper management of risk: and
- · the annual reporting procedures.

An overview of the Group's risk management process is set out below:



Having considered the key risks inherent in the business and the system of control necessary to manage such risks, the Finance Director presents the Risk Committee's findings to the Board on a regular basis. In addition, the Chief Executive Officer reports to the Board on changes in the business and the external environment which affect significant risks.

In turn, the Audit Committee assesses the findings and recommendations of the Risk Committee and the Group's external and internal audit processes and looks critically at how the business responds, as well as investigating material issues and what actions they implement to prevent future issues.

On behalf of the Board, the Audit Committee has reviewed the effectiveness of the system of risk management and internal control during the period, covering all material controls, including financial, operational and compliance controls. In particular, it has reviewed and updated the process for identifying and evaluating the significant risks affecting the business and the policies and procedures by which these risks are managed. Management is responsible for the identification and evaluation of significant risks applicable to their areas of the business together with the design and operation of suitable internal controls. These risks are assessed on a continual basis and may be associated with a variety of internal or external sources including control breakdowns, disruption in information systems, competition, natural catastrophes and regulatory requirements, and also with reference to the Group's five year strategic and financial plan. During the period, the Board has continued to place significant focus on risk management. Following the Audit Committee's engagement of PricewaterhouseCoopers LLP (PwC) to undertake a detailed review of the Group's risk framework and internal audit function in the prior period, the Board has again retained PwC to assist the Risk Committee and Audit Committee in managing the Group's risk profile and increasing engagement with stakeholders in the Group.

The Group has an independent internal audit function whose findings are regularly reviewed by the Board and the Executive Committee. The Audit Committee monitors and reviews the effectiveness of the internal audit activities.

The acting Chief Executive Officer provides the Board with monthly financial information which includes updates by reference to the Group's key performance indicators.

The Board has carried out a robust assessment of the principal risks facing the Group, including those that would threaten its business model, future performance, solvency or liquidity. The following list highlights the principal risks identified by the Group (which are not shown in order of importance). Additional risks and uncertainties not presently known, or currently considered to be less material, may also have an adverse effect on the Group.

### **BREXIT**

At the time of publication, the United Kingdom is due to leave the European Union on 29 March 2019. The basis on which the United Kingdom's withdrawal will take place is unclear. Undoubtedly, a so-called "no deal" withdrawal (under which there is no free trade agreement) is likely to have the greatest impact on the Group. In preparation for a no deal withdrawal, the Group appointed a Brexit working group to work with external advisers to ascertain the likely impacts of such withdrawal on the business. This review

included a consideration of our strategy, regulatory compliance, trade and team members.

We have developed a number of strategies and contingency plans which will assist in minimising any disruption caused by Brexit. Of course, there remain indirect risks which are beyond our control and the resulting risk that they pose is highly reliant on the preparedness of the national authorities and other businesses. The key risks are included in the analysis below.

### PRINCIPAL RISKS AND UNCERTAINTIES

|                      | ISSUE  | POTENTIAL IMPACT  | MITIGATION   | CHANGE IN<br>LEVEL OF<br>RISK |
|----------------------|--|---|--|-------------------------------|
| STRATEGIC<br>RISKS   | Brand and reputational risk  | The strength and reputation of the Ted Baker brand is important to the business. There is a risk that our brand may be undermined or damaged by our actions or those of our partners or supply chain.   | We carefully consider each new partner with whom we do business. Such partners are subject to due diligence and are monitored on an ongoing basis to ensure they remain appropriate to the brand.  | Increased risk                |
|                      |  | There is an additional risk from the way reputational matters arise.  Unmanaged exposure through user-generated content platforms may augment the impact of reputational matters.   | We have a dedicated team to focus on reputational matters relating to the Company composed of internal stakeholders and external consultants.  Any reputational issues are dealt with in a considered and swift manner.  |                               |
|                      | Development of overseas markets  | Failure in growing the international business through franchise operations, licensees and e-commerce. Risk that the Group fails to prioritise the right territories or investment or fails to support these markets with systems and supply chain capability. | We perform extensive due diligence on all potential partners and territories and to assess our appropriate routes to market. We operate in a range of international markets, which helps to mitigate over-reliance and exposure to any one territory.  | No material change            |
|                      | Fashion and design   | As with all fashion brands there is a risk that our offer will not satisfy the needs of our customers or we fail to correctly identify trends in an increasingly competitive market, resulting in lower sales and reduced market share.                       | We maintain a high level of market awareness and an understanding of consumer trends and fashion to ensure that we remain able to respond to changes in consumer preference. We use customer data to develop targeted marketing and promotional activity.  | No material change            |
|                      |  |   | We continue to focus on product design, quality and attention to detail.   |                               |
|                      | financial environment in which we operate. These events can affect our suppliers, customers and partners, increasing our cost base and |   | These risk factors are monitored closely on an ongoing basis ensuring that we are prepared for and can react to changes in the external environment, allowing us to reduce our exposure as early as possible.  | Increased risk                |
|                      |  | adversely affecting our revenue.  | The geographic spread of our business and supply chain also helps to mitigate these risks.   |                               |
| OPERATIONAL<br>RISKS | Supply chain   | If garments do not reach us on time and to specification, there is a risk of a loss of revenue and customer confidence. Over-reliance on key suppliers could also have an impact on our business.   | Our supply chain is diversified across a number of suppliers in different regions, reducing reliance on a small number of key suppliers. Suppliers are treated as key business partners and we work closely with them to mitigate these risks. The Group continues to improve and evolve its supply chain. | No material change            |
|                      | Retail sector outlook  | Outlook in the retail sector remains uncertain, with increasing pressures on the Group's customers.   | The Group's Credit Committee closely monitors any outstanding debts and takes appropriate action where necessary.  | Increased risk                |
|                      |  |   | The Group manages its credit risk through insurance, standby letters of credit or other supplier financing products wherever possible.   |                               |
|                      | Infrastructure   | There is a risk of operational problems, including disruption to the infrastructure that supports our business, which may lead to a loss of revenue, data and inventory.  | The business continuity plan is constantly reviewed and updated by the Risk Committee. In addition, business disruption is covered by our insurance policies.  | No material change            |
|                      | Social responsibility  | We are committed to operating in a responsible and sustainable manner as regards our supply chain, environment and community. If we fail to operate in a manner that supports our philosophy, this could damage the trust and confidence of our stakeholders. | A sub-committee of the Executive Committee has been tasked with overseeing specific areas of our social responsibility agenda.  Ted's Conscience Team is responsible for monitoring this agenda and ensure our practices fall in line with it. More information is set out on page 27 (Sustainability).    | No material change            |
|                      | Cybersecurity  | The business is subject to threats from hacking or viruses or other   | The Group has invested in additional specialist IT resources.  | Increased risk                |
|                      |  | unauthorised data breaches. This risk has become more prevalent with heightened frequency and sophistication of attacks.  | The continual upgrading of security equipment and software also mitigates these risks.   |                               |
|                      |  | There is the possibility of unintentional loss of controlled data by authorised users.  | Tightly controlled security controls, an extensive penetration testing programme, and data recovery and business continuity plans have been implemented with the support of specialist third parties.  |                               |

|                                   | ISSUE   | POTENTIAL IMPACT  | MITIGATION  | CHANGE IN<br>LEVEL OF<br>RISK |
|-----------------------------------|---|---|---|-------------------------------|
| OPERATIONAL<br>RISKS<br>CONTINUED | IT infrastructure and implementation of ERP   | The Group's IT infrastructure is key to the operation of its business. We have now implemented the final phase of Microsoft Dynamics AX across the business. With any project of this scale, there is a risk of a poorly managed take-up of new systems, which could lead to business disruptions.                      | The Group's IT Steering Committee meets on a two weekly basis to review the implementation and all other major IT projects. This Committee comprises members of the Executive Committee and is advised by external professional advisers. The IT Steering Committee has established a Design Authority charged with overseeing the scheduling of the implementation of any new system.  | No material change            |
|                                   |   | This, and the implementation of other new business systems, has potential to impact interdependent systems and the business.  | Robust change management and professional project managers recruited to oversee the project team which includes key business stakeholders.  |                               |
|                                   | People  | Our performance is linked to the performance of our people and, in particular, to the leadership of key individuals. The loss of a key individual whether at management level or within a specialist skill set could have a detrimental effect on our operations and, in some cases, the creative vision for the brand. | Identification and retention of key talent is important and we take active steps to provide stability and security to the key team. We carry out an annual benchmarking review to ensure that we provide competitive remuneration and total reward packages. We also utilise long-term incentive schemes to retain key talent. Employee engagement through our culture and environment strengthen the commitment of team members and has a positive impact on our retention rate. | Increased risk                |
|                                   |   |   | Succession plans are in place and have been reviewed during the period.   |                               |
|                                   |   |   | The Group has implemented policies and procedures to place to detect and deal with iHRI matters. This includes robust reporting channels through an independent helpline.   |                               |
|                                   | Regulatory and legal framework  | We operate in a range of international markets and must comply with various regulatory requirements. Failure to do so could lead to financial penalties and/or reputational damage.   | The Group closely monitors changes in the legal and regulatory framework within the markets in which it operates. We work closely with specialist advisers in each market to ensure compliance with local laws and regulations.   | No material change            |
|                                   |   |   | For example, the Group has established a cross-functional GDPR steering committee that has worked with external advisers to ensure the Group's policies and procedures are GDPR compliant.  |                               |
|                                   | Infringement of the Group's intellectual  | Unauthorised use of the Group's designs, trademarks and other intellectual property rights could damage the Ted Baker brand and the   | The Group, with its external advisers, rigorously manages and defends its intellectual property.  | No material change            |
|                                   | property  | Group's reputation.   | The Group deals with counterfeit goods in accordance with its robust enforcement strategy.  |                               |
| FINANCIAL<br>RISKS                | Currency, interest, credit<br>and counterparty credit<br>risks, including financial<br>covenants under the<br>Group's credit facilities | In the course of its operations, the Group is exposed to these financial risks which, if they were to arise, may have material financial impacts on the Group.  | The Group's policies for dealing with these risks are discussed in detail in Note 22 to the financial statements.   | No material change            |
|                                   | Foreign exchange  | The Group is exposed to fluctuations in the exchange rates of key currencies.   | The Group's Foreign Exchange strategy is closely managed by the Finance<br>Director and the Group's external advisers. The Group has adopted a<br>hedging policy to mitigate short-term foreign exchange risk.  | Increased risk                |
| BREXIT RISKS                      | Political uncertainty   | The lack of clarity arising from the UK's negotiations to leave the European Union has increased the levels of economic and consumer uncertainty. This uncertainty is increased if the UK's withdrawal is on of Brexit.   |   | Increased risk                |
|                                   |   | any basis that is not subject to a free trade agreement.  | In light of the uncertainty the Group has undertaken a business review to identify the likely impacts of a no-deal withdrawal. Scenario planning includes the additional customs duties, VAT and customs duty declarations and the restriction on the free movement of people.  |                               |
|                                   | Changes in VAT and customs duty regimes   | imported to and exported from the Community may be subject to   | The Brexit working group has reviewed the supply chain and routes to market to identify where costs are likely to be incurred.  | Increased risk                |
|                                   | different VAT and customs duty regimes. This may lead to an increase in costs across the business.                                      |   | In the short term, the impact of increased customs duty has been stress tested and we have considered immediate steps that can be taken to alter the supply routes to goods. In the long term the business is considering alternative solutions, including implementing a customs warehouse in the UK and a supplementary warehouse facility in the EU 27.  |                               |
|                                   | Trade arrangements with third countries   | The UK's ability to trade with a number of nations is reliant on its membership with the European Union.  | We continue to follow guidance provided by HM Government and consider alterations that can be made to the supply chain and the routes of transportation to mitigate additional costs arising from a no deal Brexit.   | Increased risk                |
|                                   |   | There is a risk that the UK will not have trade agreements with countries that supply a large proportion of goods to the Group. HM Government has already announced that the trade agreement with Turkey, where a large proportion of our suppliers are domiciled, will not transition immediately following Brexit.    | We also recognise that the UK will be able to negotiate trade agreements with third countries following the UK's withdrawal from the European Union. We will continue to monitor the political developments to identify strategic opportunities to the business.  |                               |

|                      | ISSUE                                    | POTENTIAL IMPACT   | MITIGATION  | CHANGE IN<br>LEVEL OF<br>RISK |
|----------------------|--|--|---|-------------------------------|
| BREXIT RISKS         | Supply chain delays                      | Withdrawal from the European Union without a free trade agreement  | We have reviewed opportunities to expedite the delivery of stock from   | Increased risk                |
| CONTINUED            |  | and the resulting additional customs requirements may delay the<br>movement of goods between the EU27 and the UK affecting both<br>suppliers and customers. This will impact our ability to supply our           | suppliers ahead of the UK's withdrawal to reduce the volume of goods being delivered in the early weeks following Brexit. We have also contacted relevant distributors who may be impacted by any delay.  |                               |
|                      |  | wholesale and licensee distributors as well as our own outlets.  | In the long term we are considering logistics solutions as set out above that could mitigate the risk of delay.   |                               |
|                      | Employment of EU nationals in the UK     | EU nationals residing in the UK may no longer have automatic leave to remain. This reduces the potential talent pool the business is able to recruit from. This could restrict the Group's access to key talent. | Assistance has been provided to ensure all team members who are EU nationals and wish to remain in the UK can benefit from settled status and continue working in their current positions. Following analysis, we do not expect loss of any key talent. | Increased risk                |
|                      |  |  | The Group continues to recruit from a number of sources and provide training to ensure there are the requisite skills in the Group.   |                               |
|                      | Foreign exchange                         | The Group's exposure to fluctuations in the exchange rates of key currencies is exacerbated by market fluctuations as a result of Brexit.  | The Group's strategy in relation to the general risk of Foreign Exchange forms part of our strategy to mitigate the potential risks posed by Brexit and has been factored into our hedging policy.  | Increased risk                |
|                      | Regulatory and legal compliance          | There is a risk arising from the increased complexity in the regulatory framework surrounding the manufacture and sale of products should the UK deviate from existing regulations derived from EU legislation.  | The Group continues to take advice in this area from legal advisers and work with professional bodies for high-risk areas to establish robust procedures to ensure continued compliance with both UK and EU industry standards.                         | Increased risk                |
|                      | Procurement and contractual arrangements | Certain terms in contractual arrangements may have an adverse commercial effect following Brexit such as delivery terms or price clauses.  | The Group has considered commercial tolerances so that it can continue to trade in a commercially viable manner.  | Increased risk                |
| EMERGING RIS         | KS AND UNCERT                            | AINTIES  |   |                               |
|                      | ISSUE                                    | POTENTIAL IMPACT   | MITIGATION  | CHANGE IN<br>LEVEL OF<br>RISK |
| OPERATIONAL<br>RISKS | Sustainability and climate change        | Our business depends on our suppliers being able to maintain continuity of service to provide a consistent supply of goods to customers.   | We have a diversified supply chain across the globe and continually assess our sourcing strategy,   | No material change            |
|                      |  | Natural events and increasing changes to governmental policy may impact our suppliers' ability to do this.   |   |                               |

### **VIABILITY STATEMENT**

In accordance with Provision C.2.2 of the UK Corporate Governance Code dated April 2016 (the "Code"), the Directors have assessed the prospects and viability of the Group over a five year period, taking into account the Group's current position and the potential impact of the principal risks documented above.

Regardless of the outcome of the Brexit negotiations, the Group's objective remains the same: to continue to grow and develop the Ted Baker brand.

The Group operates a five year plan, which is updated and reviewed regularly by the Board. Within the five year plan, detailed scenario planning and stress testing has been carried out over a five year period. The Directors therefore consider the five year period to 27 January 2024 to be the appropriate period to assess the viability and prospects of the Group with a high level of certainty. The key assumptions made in the formulation of the five year plan are the increased exposure and promotion of the Ted Baker brand, geographical diversification of sales and turnover projections.

The Directors' assessment has been further enhanced by analysing the current and future risks, controls and assurances available, resulting in a clear picture of the risk profile across the whole business. The principal risks, including specific operational risks, that could affect the future viability of the Group over the next five years are identified on pages 20-24 in Principal Risks and Uncertainties.

In making this assessment the Directors have considered the resilience of the Group to the occurrence of these risks in severe but plausible scenarios, including by reference to certain principal risks, and taking into account the effectiveness of any mitigating actions. In addition, the Board has considered the impact on the Group's cash flows, headroom, covenants and other key financial ratios, having stress tested the potential impact of these scenarios, both individually and in combination.

Sensitivity analysis was also used to stress test the Group's strategic plan and to confirm that sufficient headroom would remain available under the Group's credit facilities. The resilience of the Group has also been tested within the context of the potential adverse impacts of Brexit. For this purpose, the Group has worked on the assumption that there will be no negotiated free trade agreement, no roll-over of preferential trade deals with third countries and no reduction to trade tariffs implemented by HM Government.

Analysis was undertaken to interrogate the impact of Brexit as set out above as well as a scenario where there is an independent decline in consumer demand. The Board is satisfied that the Group can maintain its profitability in each respective scenario as well as a combination of the scenarios. The Board also considers that, under each scenario tested, the mitigating actions would be effective and sufficient to ensure the continued viability of the Group and there would be no impact on any covenants. For the reasons stated above, based on the robust assessment undertaken, the Directors confirm they have a reasonable expectation that the Group will be able to continue in operation, and meet its liabilities as they fall due, over the period of assessment.

#### GOING CONCERN

The Directors have reviewed the Group's budgets and long-term projections. After making enquiries, the Directors have a reasonable expectation that the Company and the Group have adequate resources to continue in operational existence for twelve months from the approval of these accounts. For this reason, they continue to adopt the going concern basis of accounting in preparing the financial statements.



# AQUARIUS .

Rocketing into the space age. In the ches small goldfish has evalved the one of the higger. constellations in his universe.

### **SUSTAINABILITY**

At Ted Baker we believe in being open and honest in the way we do business. This includes doing the right thing by all of our stakeholders throughout our supply chain and operating in a fair and sustainable manner. During the period we continued implementing our sustainability strategy, "Fashioning a Better Future".

We approach our social, environmental and ethical commitments (SEE) with the same focus and attention to detail that permeates the rest of the business. To ensure that we continue to meet our responsibilities in these important areas *Fashioning a Better Future* focuses on Planet, People and Product. Our Global Sustainability Strategy has been developed and continues to be advanced and improved ensuring that every department is included.

### **HOW WE WORK**

The acting Chief Executive Officer is responsible for overseeing the formulation of the Group's policies and procedures to manage risks arising from SEE. In addition, the Board has tasked five members of the Executive Committee to oversee specific areas of our SEE agenda for the Group. These Executive Committee members participate because of the relevance of their departments to our ongoing commitment in these areas — Brand Communication, Product Design, Production, Commercial and Special Projects (Interior Design). Our full-time Ted's Conscience team co-ordinates these areas and the Group's cross-functional team which is responsible for addressing SEE concerns of the Group.

### **OUR SUSTAINABILITY FOCUS**

We believe in three very important areas of sustainability:

- PLANET: the Group is committed to managing and reducing its impact on the environment:
- PEOPLE: the Group is committed to looking after those who create, make and wear our product; and
- 3. PRODUCT: the Group is committed to producing beautiful, more sustainable products.

#### **PLANET**

The Group has engaged in a number of environmental projects during the course of the period:

- We continue to participate in the Carbon Disclosure Project to measure and disclose our greenhouse gas emissions and climate change strategies. We maintained our disclosure score of B.
- We continue to develop our Climate Strategy to encompass our whole business. We
  will look at our own operations and our supply chain in a holistic manner to ensure
  we design an impactful programme. This will be rolled out to the whole business
  in 2019/20.
- We are constantly reviewing the waste our business generates in an effort to achieve our overall aim of sending no waste to landfill. We participate in the Wastepack Compliance Scheme as part of the Producer Responsibility Obligations (Packaging Waste) Regulations 1997 and continue to reduce unnecessary packaging.

- We work with local schools and charities to recycle as much waste from head office as
- We have been working with the charity Newlife to ensure that all faulty garments returned to our UK stores do not end up in landfill. Since March 2014 we have been sending these faulty garments to Newlife for resale as second-hand garments.
- Through our relationships with Oxfam, Newlife and Age UK we have been able to
  ensure that our end of line garments are utilised in the best way, raising over £330,000
  and diverting over 20 tonnes of waste from landfill in the last year.

### **PEOPLE**

Our employees and the people who work in our supply chains are our greatest asset and it is very important to the Group that our products are produced in factories that are committed to providing a fair and safe environment for their workers. To enable this:

- We work with Segura, an online platform that helps us to map our supply chain.
   We have brought on board all our factories and their subcontractors. It is helping us to reach beyond our direct suppliers and ensure we have more visibility of the supply chains that make Ted Baker products.
- Ted Baker Ethical, Production and Buying teams regularly visit our suppliers to build and maintain relationships. These are key in ensuring open and honest communication.
- All Ted Baker suppliers are governed by our Ethical Code of Conduct. We review and
  revise our Code of Conduct regularly to ensure that it reflects legislative changes and
  make sure that our suppliers continue to make improvements. The Code is based on
  international conventions such as the Ethical Trade Initiative Base Code, the United
  Nations Universal Declaration of Human Rights and the Fundamental Conventions of
  the International Labour Organisation, and can be found at www.tedbakerplc.com/~/
  media/Files/T/Ted-Baker/documents/ted-ethical-code-of-conduct-2016.pdf.
- In December 2014, we started to collect donations of leftover restaurant food. Those
  proceeds are donated to Magic Breakfast, a charity that provides underprivileged
  school children in London with much needed breakfasts before school. During the
  period, we raised enough money to help provide 5,326 Magic Breakfasts.
- We keep two Buckfast bee colonies on the roof of our London head office from which we had a hugely successful honey harvest for the ninth year running.

### **PRODUCT**

As part of our commitment to product we place great emphasis on producing more sustainable products.

- We are part of the Sustainable Clothing Action Plan (SCAP), a DEFRA sponsored
  action plan organised to improve the sustainability of clothing throughout its
  lifecycle by bringing together industry, government and third parties. SCAP members
  collaborate to develop sector-wide targets along with the tools and guidance
  necessary to achieve them. As a SCAP 2020 signatory, we are challenged to reduce
  carbon, water and the amount of waste generated or consumed by our products by
  15% by 2020.
- We have introduced internal sustainable fibre targets to our collections to ensure that we are meeting our SCAP commitment and as part of SCAP, we participate in the Metrics group. This Group identifies the key industry metrics that businesses

- should measure and is working on a tool to measure baseline carbon, water and waste footprints. It also identifies improvement actions that businesses could take in this area.
- We became a member of the Better Cotton Initiative (BCI) in 2016. The aim of the BCI is to make global cotton production better for the people who produce it, better for the environment it grows in and better for the cotton industry's future. Through education and training the farmers learn more sustainable farming methods and pool their resources with the aim of reducing environmental impacts, using less water and harmful pesticides, and increasing yields. In 2017 we made a public commitment to source 50% of our cotton as "more sustainable cotton" by 2020. More sustainable cotton includes Better Cotton through BCI, Organic Cotton and Recycled Cotton. In our 2018 collections 30% (2017: 17%) of our cotton is sourced as Better Cotton, well on track to hit our target.

The Group's GHG emissions during the period are disclosed in the table below.

### **GREENHOUSE GAS EMISSIONS**

The Group has for a number of years participated in the Carbon Disclosure Project and is now required, in accordance with the Companies Act 2006 (Strategic Report and Directors' Report) Regulations 2013 (the "Regulations") to report its greenhouse gas (GHG) emissions.

The Group has adopted a GHG reporting policy and a management system based on the methodology established under the Greenhouse Gas Protocol, which has been used to calculate the Group's Scope 1 and 2 emissions in the period for activities within the financial control of the Group.

In measuring the Group's GHG emissions, all of the Group's stores, warehouses and head offices around the world were taken into account. The space occupied by the Group within concession stores is excluded from Scope I and 2 calculations because the Group has neither financial nor operational control over a concession area. Such emissions are included in the Group's Scope 3 figures which are published in our annual Carbon Disclosure Project Report.

|   | 2019  | 2018  |
|---|-------|-------|
| Scope I – Direct CO <sub>2</sub> emissions (tonnes CO <sub>2</sub> e)   | 199   | 175   |
| Scope 2 – Indirect CO <sub>2</sub> emissions (tonnes CO <sub>2</sub> e) | 3,715 | 4,389 |
| Total tonnes CO <sub>2</sub> e emissions                                | 3,914 | 4,564 |
| tCO₂e per square foot   | 0.009 | 0.012 |
| tCO₂e per thousand GBP sales  | 0.006 | 0.008 |

GHG emissions for the period ended 26 January 2019 have been calculated using the appropriate 2018 UK Government Conversion Factors for Company Reporting and, for energy consumed overseas, the International Energy Agency Emission Factors.

### THE BRIBERY ACT 2010

The Group has an established anti-bribery policy in place designed to manage risks relating to bribery and corruption. Ted's Handbook, which is provided to all Ted employees, includes information and instructions on how to manage these risks and is supplemented by internal training. Ted also ensures that suppliers are made aware of Ted's anti-bribery policy and how to manage risks by including relevant provisions in Ted's Supplier Manual and other supply contracts. Both the handbook and the supplier manual are regularly kept under review to ensure they are sufficiently robust to prevent bribery and corruption.

### **MODERN SLAVERY ACT 2015**

The Group has issued its second statement in compliance with the Modern Slavery Act which is available at www.tedbakerplc.com. The statement sets out the Group's policies for assessing the risk of modern slavery within its supply chain and the steps taken to improve transparency. The Group's cross-functional committee, the Modern Slavery Act Working Group (MSAWG), was established to critically assess and address Ted's modern slavery objectives. During the period, we have introduced a tailored training programme to understand the warning signs of modern slavery and also understand how our practices can directly impact suppliers and their workforces. We are also working with Segura to develop an online platform to enhance our existing supply chain management systems. MSAWG will continue to develop the Group's policies in line with the evolving business and landscape, with a focus on supply chain management and compliance.



## SUITING STAR

A rare sight in Ted's universe. Make a wish if you spot it and you're guaranteed to be catapulted into high-style orbit.

### **PEOPLE**

Talent, commitment and passion are three essential strands to the success of the Group. The energy and inspired performance of our team are key factors in helping the Group to deliver growth and drive innovation. The Group places significant importance in creating learning and development opportunities, nurturing individual employee growth and recognising and rewarding contribution.

### **REWARD AND RECOGNITION**

The Group operates an annual pay for performance remuneration approach for employees at our London head office ("Tedquarters") and at our North American local offices. Performance is measured against individual and business-led objectives that directly support our culture and brand values. This approach enables the Group to measure and evaluate individual success and achievement, and reward accordingly. All other employee groups' remuneration is reviewed annually using a combination of informal and formal benchmarking tools.

In each territory we offer reward and recognition schemes in line with local legislative and market requirements for employees but also seek to bring parity across the Group where appropriate. Our reward packages include bonus schemes linked to sales targets, individual performance and corporate performance. We encourage all UK employees to join our Save As You Earn share scheme. The Group also provides a Long-Term Incentive Plan (LTIP) for key senior employees throughout the business. The LTIP is currently in its sixth tranche of issue. As part of the process of developing a new Directors' Remuneration Policy for the AGM 2020, the Remuneration Committee will be reviewing the existing LTIP to ensure that its operation continues to align with long-term shareholder interests.

During the period we celebrated the eighth year of the Wisdom Awards, our Group scheme that recognises long serving members of the team and provides the opportunity for employees to share their unique Ted stories. The launch of "The Bank of Tedland", an "in the moment" recognition scheme with cash rewards for out of the ordinary performance, has proven very successful and presents an opportunity to celebrate success within the wider business.

The first Gender Pay Gap Report was published during the period and is available on the Company's website, www.tedbakerplc.com. We are confident that male and female employees in the same or similar roles or roles considered of equal value across the business are paid within a fair range.

### LEARNING, DEVELOPMENT AND TALENT MANAGEMENT

Employee performance is reviewed formally during the probationary period as the employee settles in to life at Ted and then bi-annually. This focuses on behaviours, competence, talent and career development. Goals and objectives linked to business development and contribution are a key focus to ensure performance is directly linked to Group delivery. Talent is mapped every quarter to identify high performers, areas for development and gap analysis. This supports the development of dynamic and diversified teams.

We invest in employee development from specialist and technical skills to bespoke courses developed in-house. During the period we commenced apprenticeship schemes for two employees in the UK Tedquarters and continue to seek opportunities for externally recognised education.

Continuing to bring in fresh and specialist talent as well as nurturing our existing employee population remains high on our business and people agenda. Inter-departmental and international transfers play a large part in retaining and growing talent as well as ensuring the Ted story translates across the globe.

A year since launching the Development Board, this group of senior management across the business has focused on key strategic objectives to support the Executive Board. The Development Board has also embarked on a team development programme to support leadership development and succession as future leaders for the Group.

Following the success of Ted's Extraordinary Diploma, our latest and fourth year programme, "Ted's Extras", now helps to identify highly motivated and engaged talent with multi-faceted knowledge and develops their expertise across various departmental functions.

### DIVERSITY

The Group believes in respecting individuals and their rights in the workplace and that diversity supports the dynamic of our teams to deliver success. With this in mind, people policies are in place setting out our commitment to managing harassment and bullying in the workplace, whistle blowing, equality and diversity. Our team represents a wide and diverse workforce from all backgrounds, sexual orientations, nationalities, ethnicities and religious groups. We support sponsorship of visa applications, where appropriate, to retain specific talent within the business. We respect cultural difference and actively seek to learn about each territory we operate within.

Our commitment to diversity across the Group continues and consideration to diversity and gender is given with a view to appointing the best placed individual for each new role. The tables below demonstrate the gender split across the Board of Directors, the Group's leadership and senior management teams and global employees as at 26 January 2019.

|   | 2019  |        |       | 2018  |        |       |
|---|-------|--------|-------|-------|--------|-------|
|   | Male  | Female | Total | Male  | Female | Total |
| Ted Baker Plc Board of Directors              | 5     | 2      | 7     | 5     | 2      | 7     |
| Executive Committee and other senior managers | 59    | 78     | 137   | 60    | 88     | 148   |
| Global team members                           | 1,081 | 2,491  | 3,572 | 1,141 | 2,441  | 3,582 |

| 2019  | UK   |        | North America |        | Europe |        | Rest of World |        |       |
|---|------|--------|---------------|--------|--------|--------|---------------|--------|-------|
|   | Male | Female | Male          | Female | Male   | Female | Male          | Female | Total |
| Ted Baker Plc Board of Directors              | 5    | 2      | -             | -      | -      | -      | -             | -      | 7     |
| Executive Committee and other senior managers | 50   | 54     | 6             | 14     | I      | 4      | 2             | 6      | 137   |
| Global team members                           | 604  | 1,290  | 290           | 539    | 136    | 534    | 51            | 128    | 3,572 |

### HEALTH, SAFETY AND WELFARE

The Group employs a growing Health and Safety team to support the identification of risks and prevention of accidents in the workplace. The team provides ongoing education and training to strengthen employees' knowledge and commitment in this area. This includes emergency and crisis event management and business continuity plans.

Our duty and commitment to the well-being of our team is supported by a programme of wellness that is relevant to each area of the Group. This includes private healthcare, occupational health, health seminars and funding for flu jabs. During the period, we conducted a Well-being Week including physical health and mental well-being seminars, health assessments and healthy eating options. We offer health and fitness classes to our employees at Tedquarters. An Employee Assistance Programme further supports our commitment to the well-being of our employees. To support work—life balance we offered for the second year a "Buy Holiday" option for Tedquarters employees, and new to this year we launched early finish Fridays during the summer for Tedquarters employees.

### **EMPLOYEES WITH DISABILITIES**

All applications for employment within the Group are considered based on merit alone. Should an applicant inform the Company that they have a disability their application will continue to be considered in exactly the same way, focusing on the aptitudes and abilities of the applicant concerned. Any reasonable adjustments that may be required to employ the applicant will be considered based on its practical application. In the event of an employee becoming disabled during their employment, every effort is made to ensure that their employment with the Group continues and that where practical reasonable adjustments are made and relevant training and education of the wider team is arranged. It is the policy of the Group that the training, career development and promotion of persons with disabilities should, as far as possible, be aligned with that of all employees.

### **CULTURE**

Our brand values are important in everything we do and are instilled into the hearts and minds of all our employees from initial onboarding throughout their employment journey. Employees are encouraged to always ask: "Would Ted do it that way?" and to apply that thinking into everything they say or do.

### **EMPLOYEE ENGAGEMENT**

The Group places considerable value on the involvement of its employees and continues to keep them informed on matters affecting them and the Group, communicating in a way that aligns with the brand tone of voice and actively encourages feedback. This is achieved through formal and informal meetings, BroadcasTED communications, Talk to Ted sessions, team member surveys and e-postcard messages. Employee representatives are consulted regularly on a wide range of matters affecting employees' current and future interests. Employees are regularly informed of the Group's performance and any factor affecting its performance during the period, in addition to business development initiatives to maintain interest and encourage participation. Following the launch of our first engagement survey across the Group last period we acted upon the feedback received to drive continuous enhancement and improvement to the employee experience, for example the introduction of early finish Fridays during the summer for Tedquarters employees. The second engagement survey will be released in the following period.

### INDEPENDENT EXTERNAL INVESTIGATION

During the period, allegations of misconduct arose in relation the Group's former Chief Executive Officer. In response to these allegations, the Board established a Committee, which appointed HSF to investigate the allegations and wider HR policies and procedures. Following Ray Kelvin's resignation, we remain committed to learn from this experience and will carefully consider all recommendations arising from HSF's findings.

It is of paramount importance that Ted Baker provides a working environment that is conducive with the Group's core principles and a culture that enables our team members to achieve their best. As ever, feedback from our team members will be the foundation on which this environment can be established. As previously mentioned, more details of HSF's findings are expected to be released early Q2 2019.

### **SYSTEMS**

Our integrated HR and payroll system is established in UK Tedquarters, and an additional module for training was launched in the period. The roll-out continues with implementation across the UK Retail population of a roster tool. A resourcing module enabling applicant tracking from attraction of new talent to employment will also be launched for UK Tedquarters and Retail. The phased roll-out to the remainder of the Group will be planned for forthcoming periods. People analytics and reporting together with self-serve technology and automatic process will continue to support efficiencies across people processes.

The Strategic Report was approved by the Board of Directors on 21 March 2019 and signed on its behalf by:

### **Charles Anderson**

Company Secretary 21 March 2019



### THE SILKY WAY

Ted's propelled his lingerie to new heights, taking his designs into another dimension with beautifully crafted bras and sumptuous nightwear.

### **BOARD OF DIRECTORS**

### **CURRENT DIRECTORS**

## DAVID ALAN BERNSTEIN CBE, FCA – EXECUTIVE CHAIRMAN

David was appointed as Executive Chairman on 4 March 2019, having previously served as Non-Executive Chairman since his appointment in January 2003. David's appointment as Executive Chairman will continue to no later than 30 November 2020. David is chairman of the British Red Cross and also chairman of Autorama UK Ltd. Previously he was chairman of Manchester City Plc, the Football Association and Blacks Leisure Plc. He was also joint managing director of Pentland Group Plc until his resignation in October 1993. Through his experience in these positions, David has gained valuable knowledge of the role of the Board and has experience of successful engagement with the wider business. In the New Year Honours List of 2014, David was appointed Commander of the Order of the British Empire (CBE) for services to football.

Committee membership: not applicable.

# LINDSAY DENNIS PAGE, MA, ACA – ACTING CHIEF EXECUTIVE OFFICER (SINCE 7 DECEMBER 2018)

Lindsay joined Ted Baker as Finance Director in February 1997 following his career with Binder Hamlyn in 1981 where he became a founding member of the corporate finance department in 1986 and a partner in 1990. Binder Hamlyn subsequently merged with Arthur Andersen in 1994. This experience has been pivotal in his role since Lindsay's appointment as the Group's Chief Operating Officer in addition to his role as Group Finance Director on 8 July 2014. Lindsay was appointed acting Chief Executive Officer on 7 December 2018.

Committee membership: not applicable.

## RON STEWART, FCIB – NON-EXECUTIVE DIRECTOR

Ron was appointed as a Non-Executive Director on 25 February 2009. Ron has comprehensive experience of corporate banking from his 39 year career at the Royal Bank of Scotland Plc, retiring in 2003 as deputy managing director of its corporate banking department in London. This experience has been complemented by his diverse roles as vice-chairman of the PCC at St Andrew's Church in Oxshott, a trustee of several local charities, a governor of Reeds School and chairman of Reeds School Enterprises in Surrey.

Committee membership: Ron is the Chair of the Audit Committee and a member of the Remuneration Committee. Ron is the Senior Independent Director.

## ANDREW JENNINGS – NON-EXECUTIVE DIRECTOR

Andrew was appointed as a Non-Executive Director on I February 2014. His experience in the international retail industry for over 45 years at some of the world's most respected high-end speciality and department stores offers a valuable resource to the Board. Previously he was chief executive officer of the Karstadt Group in Germany and prior to this has held a number of senior executive positions at leading UK and international retailers including Saks Fifth Avenue in the USA; Holt Renfrew in Canada; Harrods and House of Fraser in the UK; and Brown Thomas in Ireland.

Committee membership: With effect from 19 February 2018, Andrew is the Chair of the Remuneration Committee. Andrew is also a member of the Audit and Nomination Committees. Andrew is an Independent Director.

## JENNIFER ROEBUCK – NON-EXECUTIVE DIRECTOR

Jennifer was appointed as a Non-Executive Director on 29 September 2017. Jennifer is highly experienced as a digital and e-commerce executive with a background in digital transformation and brand marketing, particularly in the lifestyle and clothing sector. Jennifer has also gained valuable experience as the co-founder of REVL, the events app, and has wide experience working in the hospitality sector and also with technology led start-ups.

Committee membership: Jennifer is a member of the Audit and Nomination Committees. Jennifer is an Independent Director.

## SHARON BAYLAY – NON-EXECUTIVE DIRECTOR

Sharon was appointed as a Non-Executive Director on 15 June 2018. Sharon has substantial experience in the digital industry. She is a highly experienced digital and marketing executive who spent 16 years at Microsoft, latterly as general manager of the advertising and online division for Microsoft UK. After Microsoft, Sharon became the director of marketing, communications and audiences at the BBC, where she also served as a member of the board and as a non-executive director of BBC Worldwide.

Committee membership: Sharon is the Chair of the Nomination Committee and a member of the Audit and Remuneration Committees. Sharon is an Independent Director.

## DIRECTORS WHO RESIGNED AFTER THE PERIOD:

## RAYMOND STUART KELVIN CBE – CHIEF EXECUTIVE OFFICER (RESIGNED)

Ray was the founder of Ted Baker and resigned on 4 March 2019, having held the position throughout the business' growth to the global lifestyle brand that it is today. Ray's decision to resign was to ensure the Group could continue to succeed under new leadership.

Committee membership: not applicable.

## DIRECTORS WHO RESIGNED DURING THE PERIOD:

## ANITA BALCHANDANI – NON-EXECUTIVE DIRECTOR (RESIGNED)

Anita was appointed as a Non-Executive Director on 29 September 2017 and resigned on 19 February 2018 following her acceptance of a new full-time role which does not permit her to hold any non-executive positions.

Committee membership: During her time on the Board, Anita was Chairman of the Remuneration Committee and a member of the Audit Committee. Anita was an Independent Director.

## CORPORATE GOVERNANCE STATEMENT

Ted Baker's culture and values are central to the success of the business. Following completion of the investigation, the Board will further review how these values are upheld in the business throughout the next financial year and will consider all recommendations from the investigation to support that review. The objective is to ensure there are robust processes and practices ingrained in the Group to promote our values and protect the interests of our team members and stakeholders.

## STATEMENT OF COMPLIANCE WITH THE CODE

During the period, the Company was subject to the UK Corporate Governance Code dated April 2016. The Code was issued by the Financial Reporting Council and is available to view on the Financial Reporting Council's website https://www.frc.org.uk/. The Board confirms that the Company has complied with the provisions set out in the Code throughout the year.

An explanation of how the Main Principles have been applied is set out below:

| LEADERSHIP                      | The Board has clear divisions of responsibility and is collectively responsible for the long-term success of Ted Baker. Our Non-Executive Directors constructively challenge and help develop proposals on strategy. See pages 36–38. |
|---------------------------------|---|
| EFFECTIVENESS                   | We evaluate the balance of skills, experience, independence and knowledge of the Board and its committees to ensure we are effective. See page 37.  |
| ACCOUNTABILITY                  | We present a fair, balanced and understandable assessment of Ted's position and prospects. The Board maintains sound risk management and internal control systems. See pages 20–25.   |
| REMUNERATION                    | Director remuneration is set to promote the long-term success of Ted. See the Directors' Remuneration Report on pages 46–65.  |
| RELATIONSHIPS WITH SHAREHOLDERS | Strong relationships with our shareholders are key to fulfilling our objectives. The Board ensures that effective and frequent dialogue with our shareholders takes place. See page 38.   |

#### **BOARD COMPOSITION**

The Board currently comprises the Executive Chairman, the acting Chief Executive Officer, a Senior Independent Director and three independent Non-Executive Directors. Biographies of these Directors and resignations from the Board appear on pages 34–35. The Board is of the view that its current membership provides an appropriate balance of skills, experience, independence and knowledge, which enables it to discharge its responsibilities effectively.

#### **BOARD INDEPENDENCE**

The Board considers Non-Executive Directors Ron Stewart, Andrew Jennings, Jennifer Roebuck and Sharon Baylay to be independent for the purposes of the Code.

#### **BOARD OPERATION**

The Board meets regularly throughout the year. It considers, with the support of the Board Committees and the Executive Committee, all issues relating to the strategy, direction and future development of the Group. The Board has a schedule of matters reserved to it for decision that is regularly updated. These include decisions on the Group's strategy, financial budgets, major capital expenditure and transactions, appointment of territorial and product licence partners, store openings, dividend policy, Group bonus and risk profile. The requirement for Board approval on these matters is understood and communicated widely throughout the Group. The Non-Executive Directors meet with the Chairman separately during the year. In addition, the Non-Executive Directors meet without the Chairman present to appraise the Chairman's performance.

Operational decision making, operational performance and the formulation of strategic proposals to the Board are controlled by the Group's Executive Committee, which is comprised of the Board of Directors of No Ordinary Designer Label Limited (one of the Group's operating subsidiaries) together with relevant heads of department as required.

The Executive Committee meets regularly throughout the year.



In addition to the Committees set out above, the Board has established two working groups in the period to act as sub-committees. One sub-committee was established to facilitate HSF's investigation into the allegations against the Group's former Chief Executive Officer, Ray Kelvin. The Risk Committee established a second sub-committee to act as a Brexit working group to review the impact of the UK's withdrawal from the European Union on the business.

To enable the Board to function effectively and for the Directors to discharge their responsibilities, full and timely access is provided to all relevant information. A comprehensive board pack and formal agenda is prepared and circulated in advance of each Board meeting. Board members regularly input into the level and quality of information provided and request specific board papers on additional agenda items. There is an agreed procedure for Directors to take independent professional advice, if necessary, at the Company's expense. This is in addition to the access each Director has to the Company Secretary.

The Company maintains an appropriate level of Director and officer liability insurance cover and, through the Articles of Association and Directors' terms of appointment, has agreed to indemnify the Directors against certain liabilities to third parties and costs and expenses incurred as a result of holding office as a Director. Save for such indemnity provisions in the Company's Articles of Association and in the Directors' terms of appointment (which were in force throughout the period and are in force as at the date of these financial statements), there are no qualifying third-party indemnity provisions in force.

## **BOARD EVALUATION**

Following amendments to the UK's Corporate Governance Code, the Board assessed the length of tenure of the members of its committees. The Board took steps in relation to its Nomination Committee to ensure its ongoing compliance with the Code.

The most recent externally facilitated evaluation of the Board and Committees' effectiveness was undertaken by Sean O'Hare of Boardroom Dialogue Limited, an independent external adviser with no other connection to the Company, in this financial period.

That Board evaluation concluded that the Board was working well with an engaged management team and Non-Executive Directors who are regarded as being conscientious. Areas of focus for the Non-Executive Directors continue to be enhancing Board engagement with the Executive Committee and building on steps taken within the current period in relation to the existing long-term succession planning throughout the Group.

## **BOARD AND COMMITTEE ATTENDANCE**

The table below details the number of Board and Committee meetings held during the period and the attendance record of each Director.

|                                  | BOARD<br>MEETINGS | AUDIT<br>COMMITTEE | REMUNERATION<br>COMMITTEE | NOMINATION<br>COMMITTEE |
|----------------------------------|-------------------|--------------------|---------------------------|-------------------------|
| NUMBER OF MEETINGS HELD          | 10                | 3                  | 3                         | I                       |
| Ray Kelvin CBE <sup>1</sup>      | 9                 | N/A                | N/A                       | N/A                     |
| Lindsay Page                     | 10                | I                  | N/A                       | N/A                     |
| David Bernstein CBE <sup>4</sup> | 10                | 3                  | 3                         | İ                       |
| Ron Stewart                      | 10                | 3                  | 3                         | N/A                     |
| Andrew Jennings                  | 10                | 3                  | 3                         | I                       |
| Jennifer Roebuck                 | 10                | N/A                | N/A                       | I                       |
| Sharon Baylay <sup>2</sup>       | 8                 | I                  | 1                         | N/A                     |
| Anita Balchandani <sup>3</sup>   | N/A               | N/A                | N/A                       | N/A                     |

<sup>&</sup>lt;sup>1</sup> Ray Kelvin was on a leave of absence from 7 December 2018 and resigned from the Board on 4 March 2019.

### COMMUNICATION WITH SHAREHOLDERS

The Group attaches considerable importance to the effectiveness of its communication with its shareholders. The full report and accounts are sent to all shareholders and further copies are distributed to others with potential interest in the Group's performance.

Led by the acting Chief Executive Officer and the Finance Director, the Group seeks to build on a mutual understanding of objectives between the Company and its institutional shareholders by making general presentations after the interim and preliminary results; meeting shareholders and potential investors to discuss long-term issues and gathering feedback; and communicating regularly throughout the year via its investor relations programme. All shareholders have access to these presentations, as well as to the Annual Report and Accounts and to other information about the Company through the investor relations website at www.tedbakerplc.com. Shareholders may also attend the Company's Annual General Meeting at which they have the opportunity to ask questions.

Non-Executive Directors are kept informed of the views of shareholders by the Executive Directors and are provided with independent feedback from investor meetings.

## **CONFLICTS OF INTEREST**

The Company's Articles of Association take account of certain provisions of the Companies Act 2006 relating to Directors' conflicts of interest. These provisions permit the Board to consider, and if thought fit, to authorise situations where a Director has an interest that conflicts, or may possibly conflict, with the interests of the Company. The Board has adopted procedures for the approval of such conflicts. The Board's powers to authorise conflicts are operating effectively and the procedures are being followed. During the period no situational conflicts of interest were disclosed by the Directors.

<sup>&</sup>lt;sup>2</sup> Sharon Baylay was appointed to the Board on 15 June 2018.

<sup>&</sup>lt;sup>3</sup> Anita Balchandani resigned from the Board on 19 February 2018.

On 4 March 2019 David Bernstein was appointed as Executive Chairman and will therefore no longer serve on the Remuneration Committee.

## **AUDIT COMMITTEE REPORT**

## DEAR SHAREHOLDER,

The role of the Audit Committee is to monitor the integrity of the Group's financial statements and reporting responsibilities and to maintain its internal control and compliance procedures.

## **AUDIT COMMITTEE MEMBERSHIP**

During the period, Ron Stewart was Chairman of the Audit Committee. The other members were Andrew Jennings, Jennifer Roebuck and Sharon Baylay.

Anita Balchandani was a member of the Audit Committee until her resignation from the Board and associated committee positions on 19 February 2018.

The expertise of the Audit Committee members is considered as part of the annual review of the Committee's effectiveness. The Board is satisfied that the Committee possesses recent and relevant financial experience, sectoral competence and appropriate levels of independence, and that its members offer a depth of financial and commercial experience across various industries.

The terms of reference for the Audit Committee are available on the Company's website, www.tedbakerplc.com.

#### **AUDIT COMMITTEE AGENDA**

This year, the Audit Committee met three times. In its meetings it focused on the Group's risk management, internal controls, tax, and external risk factors.

## I.RISK MANAGEMENT

The Audit Committee regularly reviews how the Board is managing the risks the Group is facing throughout the year. This year, the Board has specifically acted to:

- review the robustness of the Group's systems in response to the growing threat to its cyber security, including external penetration testing;
- ensure that the Group was prepared for the introduction of the General Data Protection Regulation; and
- mitigate the foreign currency risks that the Group's global business is exposed to, as a result of recent market volatility.

The Audit Committee is satisfied that the risk management process adopted by the Board has remained robust and effective during the period.

## 2.INTERNAL AUDIT

The Audit Committee considered the Group's range of internal control systems, including those in relation to:

- · inventory and supply chains;
- digital branding and PR; and
- · the detection of fraud, bribery and corruption.

Having analysed and challenged the results of the internal audit at regular intervals, the Audit Committee is satisfied that the Group had suitable and effective internal controls in place during the period.

#### 3. TAX

The Audit Committee has considered a range of tax matters including:

- the potential impact of any tax matters on the Group's financial statements;
- the Group's tax strategy; and
- the impact of Brexit on the Group's tax strategy.

#### 4. EXTERNAL RISK FACTORS

As described in more detail in Principal Risks and Uncertainties set out on pages 20–25, the Audit Committee is responsible for reviewing the effectiveness of the Group's system of risk management and internal controls. During the period, the Audit Committee has worked with the Risk Committee and external advisers to monitor the Group's risk profile and to assess external risk factors.

The Audit Committee has considered the possible impacts of Brexit and it has evaluated the analysis of the potential risks by our Brexit working group. These are set out on pages 20-25 of this report. The impact of these risks has also been stress-tested and considered in the Viability Statement on page 25.

Meetings with senior management, internal audit and the external auditors, together with the regular circulation and review of board papers and financial information, have enabled the Audit Committee to discharge its duties and responsibilities effectively.

More information in respect of the Audit Committee's role in reviewing internal controls and risk management practices is set out on pages 20–21.

## **KEY MATTERS**

A summary of the key matters considered by the Audit Committee during the period is set out below. The Audit Committee has considered matters according to the following broad themes:

- 1. Financial oversight;
- 2. Conduct of the audit;
- 3. Statutory compliance;
- 4. Risk management;
- 5.Tax;
- 6. Internal policies; and
- 7. External risks.

| AGENDA ITEMS  | MARCH<br>2018 | JULY<br>2018 | OCTOBER<br>2018 |
|---|---------------|--------------|-----------------|
| I. Financial oversight  |               |              |                 |
| Reviewing the progress of the Full Year Report/Interim Report                                     | Υ             |              | Υ               |
| Assessing the KPMG Audit Committee Paper summarising the results from the year-end external audit | Υ             |              |                 |
| Assessing the KPMG Audit Committee Paper summarising the results from the interim review          |               |              | Υ               |
| 2. Conduct of the audit   |               |              |                 |
| Overseeing the KPMG Audit Strategy  |               |              | Υ               |
| Receiving and reviewing the KPMG Management Letter on control observations                        | Υ             |              |                 |
| Monitoring the effectiveness of external auditors   | Υ             | Υ            | Y               |
| Monitoring the independence of KPMG   | Υ             | Υ            | Y               |
| Review of FRC investigation   |               |              | Υ               |
| 3. Statutory compliance   |               |              |                 |
| Ensuring compliance with mandatory audit rotation and tendering                                   | Υ             |              |                 |
| Tracking and adopting updates to accounting standards   |               |              | Υ               |
| 4. Risk management  |               |              |                 |
| Monitoring the Board's management of risk   | Υ             | Υ            | Υ               |
| Receiving and reviewing the findings of the internal audit  | Υ             | Υ            | Υ               |
| 5. Tax  |               |              |                 |
| Identifying and responding to the key tax risks to the Group                                      | Υ             |              | Υ               |
| Overseeing the Group's tax strategy   | Υ             |              | Υ               |
| 6. Internal policies  | '             |              |                 |
| Setting the terms of reference of the Audit Committee   |               | Υ            |                 |
| Adopting an appropriate whistle blowing policy  |               | Υ            |                 |
| Setting out the non-audit services provided by KPMG   |               | Υ            |                 |
| Setting out the non-audit spend   |               | Υ            |                 |
| Investigating whether the Group employs former KPMG staff   |               | Υ            |                 |
| 7. External risks   |               |              |                 |
| Setting and agreeing the level of materiality   | Υ             |              | Υ               |
| Monitoring the Group's Cyber Risk Review  |               | Υ            | Υ               |
| Appraising the investment in new stores   |               | Υ            |                 |
| Monitoring the foreign currency risk to the Group   | Υ             |              |                 |
| Monitoring the Group's preparations for compliance with the General Data Protection Regulation    |               | Y            | Y               |

The main areas of judgement and estimation are set out in the accounting policies on pages 85–90.

## SIGNIFICANT ISSUES

The Audit Committee received and reviewed reports from management and the external auditors setting out the significant issues in relation to the financial statements for the period which related to the carrying value of inventory and the carrying value of retail fixed assets (being leasehold improvements and fixtures and fixtures).

These issues were discussed and challenged with management during the period. They were also discussed with the external auditors at the time the Audit Committee reviewed and agreed the external auditors' Group audit plan, when the external auditors reviewed the half year interim financial statements in October 2018, and also at the conclusion of the audit of the financial statements for the period.

## I) Carrying value of inventory

The Directors have used their knowledge and experience of the fashion industry in determining the level and rates of provisioning required to calculate the appropriate inventory carrying values. Inventory is carried in the financial statements at the lower of cost and net realisable value. Sales in the fashion industry can be extremely volatile with consumer demand changing significantly based on current trends. As a result there is a risk that the cost of inventory exceeds its net realisable value. Management calculates the inventory provision on the basis of the ageing profile of what is in stock. Provisions are considered on a seasonal basis taking into consideration the various channels that are available to the Group to sell existing inventory and the estimated prices that can be achieved. Any changes to the prices that can be achieved could impact the provisions that are required to cover the risks associated with holding older season inventory. Adjustments are made where appropriate based on Directors' knowledge and experience to calculate the appropriate inventory carrying values.

Management confirmed to the Audit Committee that there have been no significant changes to the approach used to estimate inventory provisions from the prior year. The external auditors explained to the Audit Committee the work they had conducted during the year. On the basis of their audit work, the external auditors reported no inconsistencies or misstatements that were material in the context of the financial statements as a whole, and in the view of the Audit Committee this supports the appropriateness of the Group's methodology.

2) Carrying value of retail fixed assets (being leasehold improvements and fixtures and fittings) Leasehold improvements and fixtures and fittings for stores are identified for further impairment testing primarily on the basis of current and projected performance, with growth assumptions based on Directors' knowledge and experience. Given the relative immaturity of the brand outside the UK, the payback period is typically longer and it is not uncommon for new stores to make losses in their start-up phase. Judgement is therefore applied by the Directors in assessing the trigger point for impairment, recognising that losses in the start-up phase are not always indicative of the future performance of a particular store. The future forecasts are inherently judgemental and the key sensitivity includes achieving the growth rates for a particular store and relevant to the specific market. A change in these assumptions will impact the future forecasts and management's assessment of the profitability of each store. The assumptions are continually reviewed against current trading performance and external factors that impact

the fashion industry and consumer demand for specific regions, including for example macro-economic conditions that may impact consumer spending patterns and tourism. The Directors use their knowledge of the fashion industry and experience built over many years to set and monitor the assumptions included within the forecasts.

The external auditors explained to the Audit Committee the work they had conducted during the year. On the basis of their audit work, the external auditors reported no inconsistencies or misstatements that were material in the context of the financial statements as a whole, and in the view of the Audit Committee this supports the appropriateness of the Group's methodology.

### 3) Misstatements

Management confirmed to the Audit Committee that it was not aware of any material misstatements or immaterial misstatements made intentionally to achieve a particular presentation. The external auditors reported to the Audit Committee the misstatements that they had found in the course of their work and no material amounts remain unadjusted. The Audit Committee confirms that it is satisfied that the external auditors have fulfilled their responsibilities with diligence and professional scepticism.

After reviewing and challenging the presentations and reports from management and consulting where necessary with the external auditors, the Audit Committee is satisfied that the financial statements appropriately address the critical judgements and key estimates (both in respect to the amounts reported and the disclosures). The Audit Committee is also satisfied that the significant assumptions used for determining the value of assets and liabilities have been appropriately scrutinised, challenged and are sufficiently robust.

#### TAX GOVERNANCE FRAMEWORK

The Finance Director is responsible for the Group's tax policy which is implemented with the assistance of the senior finance and Group tax team. This is reviewed on an ongoing basis as part of the regular financial planning cycle. In addition, the Group's tax status is reported regularly to the Board and Audit Committee. The Audit Committee is responsible for monitoring all significant tax matters including the Group's tax policy.

In accordance with the measures announced in Finance Act 2016, Ted Baker has published on its website details of the Group's tax strategy as it relates to or affects UK taxation. The Group's tax strategy is available on the Company's website at http://www.tedbakerplc.com/investor-relations/tax-strategy.

#### **EXTERNAL AUDIT**

The Audit Committee oversees the Group's relationship with the external auditors and makes recommendations to the Board in relation to their appointment, reappointment and removal and approves their remuneration and terms of engagement. The Board and Audit Committee also review the independence of the external auditors and consider the engagement of the external auditors to supply non-audit services.

The Company has adopted a formal policy on the supply of non-audit services by the external auditors. They may only provide such services on condition that such advice does not conflict with their statutory responsibilities and ethical guidance. The Audit Committee Chairman's pre-approval is required before the Company uses non-audit

services. Where fees are expected to be above £50,000, this requires approval from the Audit Committee Chairman and one other member of the Audit Committee. The aggregate spend is also reviewed by the Audit Committee on an annual basis. Details of the auditors' remuneration for audit and non-audit fees are disclosed in Note 3 to the financial statements for the period.

The Audit Committee recognises that the independence of the external auditors is an essential part of the audit framework and the assurance that it provides. The Audit Committee monitors any non-audit work that is undertaken by the external auditors to ensure that their objectivity and independence is not compromised. The Audit Committee regularly reviews the level of non-audit fees and as noted above pre-approval for any such services is required from the Audit Committee Chairman above set monetary thresholds. In approving any non-audit services the Audit Committee considers any threats, perceived or actual, to the auditors' independence taking regard of the guidance contained in the relevant ethical standards.

To assess the effectiveness of the external auditors, the Audit Committee reviewed:

- · the external auditors' fulfilment of the agreed audit plan and variations from it;
- · reports highlighting the major issues that arose during the course of the audit; and
- · feedback from the businesses evaluating the performance of each assigned audit team.

The Audit Committee held meetings with the external auditors before each Audit Committee meeting to review key issues within their scope of interest and responsibility. To fulfil its responsibility for oversight of the external audit process, the Audit Committee reviewed:

- the terms, areas of responsibility, associated duties and scope of the audit as set out in the external auditors' engagement letter for the forthcoming year;
- the external auditors' overall work plan for the forthcoming year;
- · the external auditors' fee proposal;
- the major issues that arose during the course of the audit and their resolution;
- · key accounting and audit judgements;
- · the level of errors identified during the audit; and
- recommendations made by the external auditors in their management letters and the adequacy of management's response.

Consideration is also given by the Audit Committee to the need to include the risk of the withdrawal of the external auditors from the market in its risk evaluation and planning.

As reported by the Financial Reporting Council (FRC) on 20 August 2018, KPMG reached a settlement agreement with the FRC's Executive Counsel in relation to a matter concerning the provision of non-audit services by KPMG to Ted Baker. Alongside their audit services in respect of the financial years ended 26 January 2013 and 25 January 2014, KPMG provided litigation support to the Group relating to a commercial dispute. The Audit Committee notes the FRC's clarification that this matter did not allege that KPMG was without integrity and objectivity. As such, the Audit Committee took the view that KPMG could continue to act as an independent and effective auditor.

The Audit Committee considers the reappointment of the external auditors each year and assesses their independence on an ongoing basis. KPMG have been the Company's external auditors since 2001, with a competitive audit tender process last carried out in 2012. The Audit Committee notes the final Order of the Competition and Markets Authority and the EU regulation on audit rotation and will ensure compliance with these requirements in considering when next to tender the external audit. It is considered advantageous to coincide the tender process with KPMG's partner rotation policy. The next rotation is due to take place for the financial year 2022/23. In any event, this tender process must be completed by the year ending 25 January 2025 in accordance with the EU regulation. The requirements of the Code and the Order and EU regulation notwithstanding, the Audit Committee will continue to monitor the effectiveness of the external auditors on an annual basis and will tender in accordance with the EU regulations. Accordingly, the Company confirms that it complied with the provisions of the Competition and Markets Authority's Order for the financial year under review.

KPMG have expressed their willingness to continue in office as external auditors. The Audit Committee has recommended to the Board that KPMG LLP be appointed as the Group's external auditors for the 2019/20 financial period and the Directors will be proposing the reappointment of KPMG at the Annual General Meeting in 2019.

### **INTERNAL AUDIT**

The Audit Committee also oversees the Group's internal audit function, including its role, mandate and audit plan. Certain internal audit functions were outsourced to PwC. The Group has found that the effectiveness of the internal audit has been increased by engaging PwC, as it has allowed the Group's management to access a wider range of expertise than it otherwise would have, and afforded management the opportunity to have its processes and findings challenged by an independent reviewer.

The focus of the internal audit is influenced by the risks, controls and management action plans identified by the Risk Committee, which are presented to the Board by the Finance Director at regular intervals. The Audit Committee assesses the findings of the Risk Committee and tasks the internal audit with investigating how the Group has responded to them. The Audit Committee approves the scope of the internal audit function (permitting for this to change in order to remain abreast of any new developments encountered by the Group) and challenges its conclusions. When appointing the Internal Audit team, the Audit Committee satisfied itself that the people assigned to it have the necessary experience and expertise to effectively fulfil their role. The performance of internal audit is evaluated according not only to the risks it identifies but also to the proposals it offers to remedy those risks.

#### WHISTLE BLOWING

The Audit Committee is responsible for the review of the Company's procedures for responding to the allegations of whistle blowers and the arrangements by which staff may, raise concerns in confidence. The whistle blowing provisions have been enhanced this year to support the independent investigation by allowing the Group's team members and stakeholders such as suppliers or licence partners to report on any matter to an independent body. This is available in local languages in many jurisdictions with a local telephone number or reporting website. This service will continue following the conclusion of the investigation.

Any reports made to this service can be anonymous, if the whistle blower so elects, and will be sent to the Group's General Counsel and a member of the non-executive team. It is hoped that this service will encourage individuals to speak out without fear of reprisal.

#### Ron Stewart

Chairman of the Audit Committee 21 March 2019

### NOMINATION COMMITTEE REPORT

## DEAR SHAREHOLDER,

The role of the Nomination Committee is to establish a framework for appointment of new Directors to the Board by considering the organisation and composition of the business as a whole. The Nomination Committee is also responsible for overseeing succession planning requirements for the Board and senior management positions, including the identification and assessment of potential Board candidates, nurturing talent within the business and making recommendations to the Board for its approval.

All Non-Executive Directors are advised of the time commitment considered necessary to enable them to fulfil their responsibilities prior to appointment.

The terms of reference for the Nomination Committee are available on the Company's website, www.tedbakerplc.com.

## **2018/19 - A YEAR IN REVIEW**

During the period the Nomination Committee was chaired by David Bernstein and its other members were Ron Stewart and Andrew Jennings.

Following the introduction of the 2018 UK Corporate Governance Code and a review of the composition of the Nomination Committee with regards to tenure, Sharon Baylay was appointed as Chair and Ron Stewart stood down from the Committee, being succeeded by Jennifer Roebuck.

## APPOINTMENTS TO THE BOARD

The Company's Articles of Association require one third of the Directors for the time being to retire each year, and for each Director to retire from office at least once every three years. However, in line with Provision B.7.1 of the Code, the Board has determined that all Directors must retire and stand for re-election by shareholders on an annual basis.

During the period, Sharon Baylay was appointed to the Board on 15 June 2018. The Committee considered a shortlist of potential candidates in light of the balance of skills, experience, independence and knowledge on the Board, determining against objective criteria. As stated above, Sharon was subsequently appointed as Chair of the Nomination Committee on 18 February 2019.

Sharon is a highly experienced digital and marketing executive who spent 16 years at Microsoft, latterly as general manager of the advertising and online division for Microsoft UK. After Microsoft, Sharon became the director of marketing, communications and audiences at the BBC, where she also served as a member of the board and as a non-executive director of BBC Worldwide.

On 19 February 2018, Anita Balchandani resigned from the Board and associated committees following her acceptance of a new full-time role which does not permit her to hold any non-executive positions.

## 2019/20 - THE OBJECTIVES FOR THE NEXT FINANCIAL YEAR

Sharon Baylay's appointment as Chair of the Committee allows the Board to benefit from her considerable experience in industry and it presents an opportunity to bring a fresh perspective to fulfilling a number of key appointments in the coming financial year.

As the Board looks to make these appointments, the Nomination Committee will continue to cultivate the Group's culture through the setting of strategic criteria to identify suitable candidates. A core element to this program will be to develop the training and resources available to support internal progression to senior management positions and the Board. This enhances our current efforts to produce a robust talent pipeline that promotes continuity in the Group's growth and progression in the business' culture.

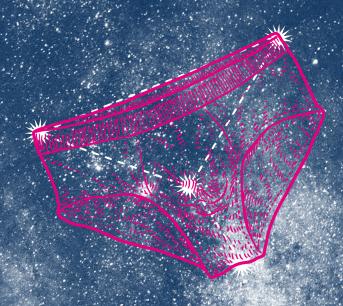
## **DIVERSITY**

Boardroom diversity is an important consideration when assessing a candidate's ability to contribute to and complement the abilities of a balanced Board. As a global business, the Group recognises the importance of having team which represents our target audience to deliver the Group's success and to ensure the brand remains relevant. The Group continues to support the development and progression of all employees, with the aim of maintaining and achieving diversity throughout all levels of the organisation.

Our Board appointments will always be made on merit against objective criteria, and this will continue to be the priority rather than aiming to achieve an externally prescribed diversity target. The Board will consider how these criteria can be applied to provide equality of opportunity for candidates from minority groups in relation to appointments made in the coming financial year.

#### Sharon Baylay

Chair of the Nomination Committee 21 March 2019



## PANTLIA

Ted's collection of under year takes you so the moon and back, even when mercen's rises:

### **DIRECTORS' REMUNERATION REPORT**

### PART A: ANNUAL STATEMENT

## DEAR SHAREHOLDER.

I am pleased to present the Directors' Remuneration Report, which has been prepared on behalf of the Board by the Remuneration Committee in accordance with the requirements of the Companies Act 2006 and Schedule 8 of the Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008, as amended, and meets the relevant requirements of the Listing Rules of the Financial Conduct Authority and the UK Corporate Governance Code.

The Remuneration Report is split into three parts:

- · Part A: The Annual Statement.
- Part B: The Directors' Remuneration Policy which sets out the Company's policy
  on Directors' remuneration which was approved at the Annual General Meeting
  (AGM) held on 13 June 2017, and the key factors that were taken into account in
  setting the policy. You will not be asked to vote on the Directors' Remuneration Policy
  this year, as it is only usually subject to a binding shareholder vote every third year
  following its approval.
- Part C: The Annual Report on Remuneration which sets out payments and awards made to Executive Directors and Non-Executive Directors during the 2018/19 financial year and details the synergy between Company performance and remuneration for that period.

## **2018/19 - A YEAR IN REVIEW**

Our unique and talented teams continue to develop the brand and further the growth of the business. Their commitment to take on diverse and complex challenges with passion and professionalism further strengthened the foundations of the Ted Baker brand. However, given the very difficult trading conditions the stretch profit target set at the beginning of the year has not been exceeded. As a result, no annual bonus payment to the Executive Directors or the wider employee population will be made.

I am pleased to report that the third award made under the shareholder-approved Ted Baker Plc Long-Term Incentive Plan 2013 (the "2013 LTIP") vested in April 2018. The share price performance condition was confidently achieved and the profit growth condition was achieved between the stretch and super stretch performance level resulting in 85% of awards vesting. Furthermore, a sixth award of options was made under the 2013 LTIP Scheme in April 2018. This award of options carries the equivalent share price and profit growth performance conditions as the five previous awards and will vest in April 2021.

Our acting Chief Executive Officer since 7 December 2018, Lindsay Page will continue in this role for the foreseeable future. Lindsay will receive a salary increase of £20,000 to £460,000 per annum for the period he is acting in this capacity, backdated to 7 December 2018. This has been included within his remuneration for the year ended 26 January 2019.

At the AGM held on 13 June 2017, the new Directors' Remuneration Policy was approved by 95.2% of shareholders. As such, the Remuneration Policy will apply for

the three years from 13 June 2017. In line with legal requirements, a new Directors' Remuneration Policy will be put to a binding shareholder vote at our AGM in 2020 ("New Policy"). The New Policy will be developed over the coming months and we intend to consult with shareholders over key changes later in the year.

## 2018 UK CORPORATE GOVERNANCE CODE ("2018 CODE")

The Remuneration Committee has reviewed the 2018 Code together with the FRC's Guidance on Board Effectiveness and the New Policy will be developed in line with the 2018 Code. However, there are a number of changes that the Remuneration Committee has already made to ensure that the Company complies with the 2018 Code:

Senior management remuneration: For 2019/20 the Remuneration Committee will take on responsibility for determining senior management remuneration. It will continue to review workforce remuneration, policies and the alignment of incentives and rewards with culture, and take these into account when setting the New Policy.

Malus and clawback: In line with recommendations set out in the FRC's Guidance on Board Effectiveness, the specified circumstances in which malus and clawback may be applied in respect of future awards under the annual bonus and the LTIP have been extended to include corporate failure as an additional circumstance. The malus and clawback provisions for both bonus awards and awards made under the LTIP to Executive Directors already applied to a wide range of specified circumstances, including misconduct, actions that have brought or are likely to bring any Group company into material disrepute or are materially adverse to the interests of any Group company, a material failure of risk management and a misstatement of financial information.

Post employment shareholding guidelines: We have revised the Directors' shareholding guidelines so that Executive Directors are required to retain 50% of vested LTIP shares (whether such shares vest prior to or following cessation of employment) for the year following cessation of employment (to the extent that they are counted towards the shareholding requirement for current Executive Directors of 200% of base salary). Such LTIP shares may then be sold following the anniversary of the cessation of employment. We intend to keep the terms of the Directors' shareholding guidelines under review in light of developing market practice in this area.

Ability to override formulaic outcomes: We have amended the rules of both the annual bonus and LTIP to ensure that in respect of all future awards the Remuneration Committee has discretion to override formulaic outcomes where the outcome would not otherwise be aligned to individual performance and results achieved or would not deliver the intention of the Remuneration Policy and/or where unforeseen or unexpected circumstances would result in unreasonable outcomes which do not reflect a Director's individual contribution. The Remuneration Committee will take an active decision on whether or not to exercise this discretion as part of the annual process when we determine remuneration outcomes.

The Remuneration Committee also considered the provisions in the 2018 Code in respect of pensions for Executive Directors, noting that currently only basic salary is pensionable and that this would remain the case. The Remuneration Committee agreed that, when making any decision to increase basic salary or pension contribution rates for Executive Directors in the future, we would do so only after carefully considering

the impact of this on executive pensions compared to workforce arrangements. Of the Executive Directors, only Lindsay Page is entitled to a pension contribution. He currently receives a contribution of 12.5% of his basic salary, as against a current pension contribution rate for the majority of the Company's UK workforce of 2% increasing to 3% in April 2019. This is a contractual commitment to Mr Page and is in line with the approved Directors' Remuneration Policy. In light of this, the Committee does not consider it appropriate to alter his existing pension arrangements. However, when recruiting an Executive Director in the future, we will, where appropriate, more closely align the contribution rates for any future Director with those of the UK workforce generally, taking into account the need to offer a competitive recruitment package (within the terms of the Directors' Remuneration Policy). Given the short-term nature of David Bernstein's appointment as Executive Chairman, he will receive no pension entitlement.

The Remuneration Committee considered whether or not it should set an overall monetary limit for what it considers is a reasonable reward for individual Executive Directors. However, we believe that doing so may raise expectations in respect of the amount an Executive Director may actually receive on an annual basis. Instead, as set out above, we have amended the rules of the LTIP and the annual bonus plan to ensure that, as a Committee, we have the discretion in respect of future awards to override formulaic outcomes.

#### **CEO PAY RATIOS**

Having carefully considered the early adoption of the CEO pay ratio disclosures, we have concluded that, in line with the legislative requirement, we will disclose this for the first time in our Directors' Remuneration Report for 2019/20. Given that we will be putting our Directors' Remuneration Policy to shareholders at that time, the Remuneration Committee considers that such disclosure is best made in the context of the New Policy which it is intended will take the Company through to 2023.

#### 2019/20 - THE YEAR AHEAD

On 4 March 2019, Ray Kelvin resigned as Chief Executive Officer. As explained above, since 7 December 2018, Lindsay Page has been performing the role of acting Chief Executive Officer and will continue in this role for the foreseeable future. Accordingly, Lindsay will receive a salary increase of £20,000 to £460,000 per annum for the period he is acting in this capacity. This increased salary will also be considered when calculating LTIP awards, bonus awards and pension entitlement.

In addition, on 4 March 2019, our Non-Executive Chairman, David Bernstein, was appointed as Executive Chairman, until no later than November 2020, to provide additional support to Lindsay and will receive an annual salary of £200,000. David will not receive any of the other benefits usually provided to an Executive Director outlined in the Remuneration Policy below given the short-term nature of his appointment.

Prior to the resignation of the Chief Executive Officer and the consequent change in role for the Executive Directors, the Remuneration Committee had approved that there would be no annual increase in the basic salaries of the Executive Directors for 2019/20. This would have been lower than the salary increases for employees across the Group where a 3% increase has been applied by reference to a pay for performance model with direct linkage to the successful achievement of key business objectives.

This Group methodology for rewarding individual performance ensures that each individual employee is challenged on achieving goals linked with their departmental and wider business objectives. While in its infancy, measures directly linked to strategic objectives are providing greater awareness, ownership and contribution. Exceptional increments above the pay for performance increment are reserved for significant change in role or responsibilities, market value at the median level, and relative value to Ted.

Awards will be made to Executive Directors (excluding the Executive Chairman) under the annual bonus scheme and the LTIP. These awards will be subject to share price and profit growth performance conditions as set out in the Directors' Remuneration Policy. These performance conditions have enabled consistent incremental development of Ted's business model, enhancing our position as a leading global lifestyle brand.

As part of the process of developing the New Policy, the Remuneration Committee will be reviewing the existing Long-Term Incentive Plan to ensure that its operation aligns with long-term shareholder interests. Our review will include the appropriate performance measures and targets and the length of the current vesting period and the imposition of an additional holding period. Awards granted in 2019 under the current LTIP will continue to be subject to a three year vesting period.

The Gender Pay Gap Report will be published on the investor relations website at www.tedbakerplc.com. The Remuneration Committee will review this report and is committed to ensuring equitable pay considerations across gender and relative scaled roles.

## IN CONCLUSION

Part B of this Report contains the Directors' Remuneration Policy, as approved by shareholders. Part C, the Annual Report on Remuneration, provides further details on remuneration during the period.

I would like to thank you for your ongoing support.

## **Andrew Jennings**

Chairman of the Remuneration Committee 21 March 2019













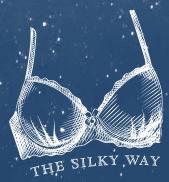














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## PART B: DIRECTORS' REMUNERATION POLICY

#### REMUNERATION POLICY

The policy described in this section was approved by shareholders on 13 June 2017 at the Company's Annual General Meeting and applies for three years commencing on that date. No changes have been made to the policy since it came into effect on that date. The policy can be found in the Group's Annual Report and Accounts for the year ended 28 January 2017 at www.tedbakerplc.com.

The aim of the Group's remuneration policy is to attract, motivate and retain high quality management. The policy is designed to incentivise senior executives according to the levels of value generated for shareholders, and to use performance metrics that create a strong linkage between senior management remuneration and business performance over the short and the longer term.

The total breadth of the remuneration package is evaluated upon comparison with the individual components and total reward value of packages offered within similar companies, having regard to:

- the size of the Company, its turnover, profits and number of people employed;
- · the diversity and complexity of the business;
- · the geographical spread of the business; and
- · the growth and expansion profile.

We use target performance to estimate the total potential reward and benchmark it according to the criteria outlined above. External benchmarking analysis is commissioned as and when required to ensure that we remain competitive within the broader retail sector and with other companies of similar size.

Remuneration packages for Executive Directors are structured to provide a balance between fixed basic salary and variable remuneration based on individual and Group performance.

Non-Executive Directors are remunerated with fees in line with market rates. They do not receive any pension or other benefits, other than the reimbursement of reasonable expenses, and they do not participate in any bonus or share schemes.

## SHORT AND LONG-TERM REMUNERATION

Group policy is to use fixed annual elements of remuneration such as salary, pension and benefits to recognise the status of our Executive Directors and to ensure current and future market competitiveness.

The use of short-term annual bonus incentives and Long-Term Incentive Plans (LTIPs) provides a direct link between remuneration and KPIs. It also creates a synergy between the Executive Directors' personal return and the return to investors.

Both the short and long-term incentives are used to motivate and reward them for sustaining and growing the success of the Ted Baker Group.

## REMUNERATION POLICY TABLE - EXECUTIVE DIRECTORS

| ELEMENT                              | MAXIMUM POTENTIAL   | OPERATION AND LINK TO STRATEGY   | PERFORMANCE TARGETS AND TIME PERIOD  |  |
|--------------------------------------|---|--|--|--|
| BASE SALARY                          | No maximum salary but annual increases will be<br>broadly consistent with increase in base salary of<br>wider employee population unless there is a change  | Salary reviewed annually and reflects the role and sustained value of the individual in terms of skills, experience and contribution.  | N/A  |  |
|                                      | in role or responsibility, or where periodic<br>benchmarking demonstrates that the overall<br>remuneration package falls below the Group's<br>policy of the targeted median level.                        | Increases will be applied taking into account inflation and global economic conditions, and are in line with wider employee increases, unless the results of benchmarking reports demonstrate a further increase is necessary to achieve targeted median level for any Executive Director. |  |  |
| ANNUAL BONUS                         | Up to 100% of base salary.  | Drives and rewards annual performance.   | Achievement of profit before tax, annual bonus and exceptional/non-  |  |
|                                      |   | Profit targets are reviewed annually at the start of the financial period.   | recurring items against targets* for the financial period.  The Remuneration Committee reserves the right to make  |  |
|                                      |   | Payment is determined by the Remuneration Committee  | adjustments if the outcome does not reflect underlying performance.  |  |
|                                      |   | following the end of the financial period.   | Threshold vesting is 0%.   |  |
|                                      |   |  | Malus and clawback provisions introduced for annual bonus payments made after 1 April 2018. Malus can be applied up to the date of payment. Clawback can be applied for a period of two years after the date of payment. |  |
| LTIPS <sup>2</sup>                   | Annual award of up to 150% of base salary.  | Annual award of options over shares which vest dependent on  | 25% vesting if compound annual growth of profit before tax per share   |  |
|                                      | The Remuneration Committee has the right to award up to 200% of basic salary in exceptional circumstances.  | the achievement of profit targets with a share price underpin.  Drives the overall business strategy and objectives and aligns the interests of shareholders and the executive team over the   | of 10% over the three year performance period beginning with th financial period in which the awards are made, rising to 100% vest at 15% growth.***   |  |
|                                      |   | longer term.   | Share awards will only vest if the share price has risen by 10% over the three year period commencing on the date that the awards are made.  |  |
|                                      |   |  | Dividends are only paid on LTIP options which have vested and been exercised.  |  |
|                                      |   |  | Malus and clawback provisions introduced for awards made after I<br>April 2018. Malus can be applied up to the date of vesting. Clawback<br>can be applied for a period of two years after the date of vesting.          |  |
|                                      |   |  | Performance conditions for future awards may vary but the Remuneration Committee will consult with shareholders on any major changes proposed.   |  |
| THE TED BAKER<br>SHARESAVE<br>SCHEME | All Executive Directors, excluding, until his resignation, Ray Kelvin, have the option to save up to the statutory limit towards options over shares in Ted Baker Plc over any three or five year period. |  | N/A  |  |
| SHARE<br>OWNERSHIP                   | N/A   | Increase alignment between the Executive Directors and shareholders.   | The guideline encourages existing Executive Directors to hold a minimum 200% of base salary in shares.   |  |
| GUIDELINES                           |   | Shows a clear commitment by Executive Directors to creating value in the long term.  | Any new Executive Director is encouraged to hold at least 100% of base salary in shares. Shareholding for new Executive Directors can be acquired over five years.   |  |
| RETIREMENT<br>BENEFITS               | All Executive Directors excluding, until his resignation,<br>Ray Kelvin are entitled to pension contributions to a<br>money purchase scheme of up to 12.5% of base salary.                                | Positioned to ensure broad competitiveness with market practice.   | N/A  |  |
| OTHER BENEFITS                       | Entitlements include car allowance and medical expense insurance.   | Maximum car allowance entitlements are based on the estimated costs of running a private car.  | N/A  |  |
|                                      |   |  |  |  |

### NOTES TO THE EXECUTIVE DIRECTORS' POLICY TABLE

## Annual bonus

Profit targets are set by the Remuneration Committee at the start of the financial year by reference to internal budgets and taking account of consensus market expectations for profit before tax and exceptional/non-recurring items. Market expectations for profit are considered a key measure of business performance for our shareholders.

The funds available for payment of the annual bonus are determined by the achievement of profit before tax, annual bonus and exceptional/non-recurring items in a financial period in excess of the target.

The maximum bonus payable to employees is capped as a percentage of base salary which varies according to individual contracts. The maximum annual bonus payable to an Executive Director is capped at 100% of base salary.

#### <sup>2</sup>LTIP

In arriving at the performance criteria for the 2013 LTIP, the comparator group used for benchmarking purposes consisted of listed companies in the retail sector and other companies with similar enterprise value to Ted Baker.

This scheme was introduced in July 2013 for Executive Directors and other senior executives across the Group. The criteria used to measure performance are growth targets based on adjusted profit before tax per share over the performance period and share price growth over the award period. The profit per share growth targets were set following consideration of consensus market analyst expectations and the share price growth target was agreed in consultation between the Remuneration Committee and shareholders.

The Remuneration Committee felt that these criteria were appropriate for the Group in view of its investment in expansion and should encourage management to focus on longer-term profitable growth.

The share price growth target has been favoured over a total shareholder return (TSR) based measure because the unique profile of the Group's business means that a readily comparable TSR benchmark was not available. A commitment has, however, been made to apply the existing dividend policy consistently.

Given the short-term nature of his appointment, David Bernstein will not receive any of the other benefits usually provided to an Executive Director outlined in the Remuneration Policy above.

## REMUNERATION POLICY TABLE – NON-EXECUTIVE DIRECTORS

The Board aims to recruit high-calibre Non-Executive Directors (NEDs) with broad commercial, international or other relevant experience. The remuneration policy for

NEDs is set by the Board having taken account of the fees paid by other companies of a similar size and complexity.

When recruiting NEDs, the remuneration arrangements offered will generally be in line with those set out in the Non-Executive Directors' Remuneration Policy Table below.

| APPROACH TO SETTING FEES   | BASIS OF FEES  | OTHER ITEMS   |
|--|--|---|
| Fees are reviewed at appropriate intervals taking into account the time commitment expected and practice in peer companies of a similar size, sector and complexity. | Each NED is paid a basic fee for undertaking Non-Executive Director and Board duties. A higher fee is typically paid to the Chairman of the Board. | The NEDs do not participate in the Group's annual bonus scheme, long-term incentive plans, health care arrangements or employee share schemes and do not receive any retirement benefits. |
|  | Non-Executive Director fees are not subject to clawback or withholding arrangements.   | The Group provides each NED with relevant liability insurance for the duration of their appointment.  |
|  |  | NEDs are reimbursed for reasonable expenses, none of which comprises taxable benefits.  |
|  |  | All NEDs stand for reappointment on an annual basis at every AGM.   |

## DIFFERENCES IN REMUNERATION POLICY FOR ALL EMPLOYEES

A consistent remuneration approach is applied at all levels throughout the Group, except as outlined below, to ensure that business strategy and performance are aligned and that the total reward is sufficient to attract and retain high-performing and talented individuals.

All employees of Ted Baker are entitled to a base salary, access to a discretionary corporate and individual performance based annual or periodic bonus and a range of benefits dependent upon their role within the Group. The maximum potential annual base salary increase in any one year is consistent across all employees via a pay for performance scheme. Any exceptional increase to base salary is structured around specific criteria linked to significant change in role or level of responsibility, market value at a median level, value to Ted and cross departmental equality for like roles. The maximum opportunity for bonus and benefits is based on seniority, responsibility and function of the role.

Conditional long-term share awards are only available to Executive Directors and other members of senior management across the Group. Share option grants under the Ted Baker Sharesave scheme are available to all UK employees.

Malus and clawback provisions for Executive Director annual bonus payments and awards made under the 2013 LTIP after 1 April 2018 are similarly applied to senior members of the Group management team.

## STATEMENT OF CONSIDERATION OF EMPLOYMENT CONDITIONS ELSEWHERE IN THE COMPANY

The Group Head of Human Resources presents to the Remuneration Committee at its General Meeting in February of each year on proposed pay for performance salary increment potential for the general employee population and on any changes to remuneration policy within the Group. The Remuneration Committee limits any increases in base salary for Executive Directors so that they are broadly in line with the mechanics applied across the general employee population for pay for performance and exceptional increases as detailed above. This includes the ability to make incremental changes if the salary and total reward falls below the targeted median range.

Proposed remuneration arrangements are discussed with employee communication groups and senior management. The Remuneration Committee does not specifically invite employees to comment on the Executive Directors' remuneration policy but any comments made by employees are taken into account.

As well as benchmarking the remuneration packages of an Executive Director peer group as and when required, any benchmarking exercise undertaken which subsequently underpins the Group's remuneration policy for Executive Directors also considers the remuneration levels of other senior executives within the Group.

The Remuneration Committee continues to support its established commitment to the Group policy of targeting total remuneration levels for senior management and employees across the Group within the median range in order to retain and reward key individuals.

## SERVICE CONTRACTS AND POLICY OF PAYMENTS FOR LOSS OF OFFICE

| STANDARD PROVISION   | POLICY  | DETAILS  | OTHER PROVISIONS IN SERVICE CONTRACTS               |
|--|---|--|---|
| Notice periods in Executive Director service   | Twelve months' notice from the Company.   | Executive Directors may be required to work during   | Executive Directors' service contracts include non- |
| contracts  | Twelve months' notice from the Executive Director.  | their notice period, be placed on gardening leave for<br>all or part of the notice period or be provided with<br>pay in lieu of notice if not required to work the full<br>period of notice.                             | compete and non-poaching provisions.                |
| Compensation for loss of office in service contracts   | No more than twelve months' salary, pension and benefits (excluding bonus).   | Payable monthly and adjusted if the Executive Director obtains alternative employment.   | N/A   |
| Treatment of annual bonus on termination   | No payment unless employed on the date of payment<br>of bonus except for "good leavers". The Remuneration<br>Committee retains discretion to determine whether<br>an Executive Director is a "good leaver" taking   | "Good leavers" are entitled to a bonus pro-rated to<br>the period of service during the period provided the<br>financial targets have been achieved and all necessary<br>conditions have been met.                       | N/A   |
|  | account of circumstances including in particular death, disability and redundancy.  | The Remuneration Committee has discretion to reduce the entitlement of a "good leaver" in line with performance and the circumstances of the termination.  |   |
| Treatment of unvested and deferred share awards on termination under plan rules                  | All awards lapse except for "good leavers" (e.g. on death, disability, ill health, injury, retirement, redundancy). The Remuneration Committee retains discretion to treat an Executive Director as a "good leaver" in other circumstances.   | For "good leavers", the extent of vesting is at the discretion of the Remuneration Committee taking account of performance to date of leaving and prorated for period of employment in the vesting period for the award. | N/A   |
|  |   | The Remuneration Committee's discretion to treat an Executive Director as a "good leaver" will take into account the particular circumstances of the Executive Director's departure.                                     |   |
| Treatment of unvested and deferred share awards in the event of a change in control of the Group | In the event of a change in control of the Group prior to the end of the period set for achievement of performance targets the performance period will be shortened to the date of change of control and awards will vest on change of control based on the extent to which any performance conditions are satisfied by reference to that shortened performance period. | If the change of control occurs after the end of the performance period, awards will vest on change of control to the extent that the performance conditions have been satisfied.  | N/A   |
| Outside appointments   | Executive Directors may accept one board appointment in another listed company.   | The Remuneration Committee Chairman's approval must be sought before accepting appointment. Fees may be retained by the Executive Director.  | N/A   |
| Non-Executive Directors  | NEDs have letters of appointment with the Company which provide:  Three to six months' notice from the Company.  Three to six months' notice from the NED.  | NEDs may be required to work during the notice period, be placed on gardening leave for all or part of the notice period or be provided with pay in lieu of notice if not required to work the full period of notice.    | N/A   |

## CONTRACTS OF SERVICE AND LETTERS OF APPOINTMENT

Each Executive Director has a service contract. Service contracts and letters of appointment are available for inspection at the registered office. The Board sets NEDs' fees.

|                                | DATE OF SERVICE<br>CONTRACT/LETTER OF<br>APPOINTMENT | UNEXPIRED<br>TERM | NOTICE PERIOD | PROVISION FOR COMPENSATION |
|--------------------------------|--|-------------------|---------------|----------------------------|
| David Bernstein <sup>1</sup>   | 24/01/2003   | N/A               | 6 months      | None                       |
| Ray Kelvin <sup>2</sup>        | 17/07/1997   | N/A               | I2 months     | None                       |
| Lindsay Page                   | 17/07/1997   | N/A               | I2 months     | None                       |
| Ron Stewart                    | 01/04/2017   | I year 2 months   | 3 months      | None                       |
| Andrew Jennings                | 01/04/2017   | I year 2 months   | 3 months      | None                       |
| Anita Balchandani <sup>3</sup> | 29/09/2017   | N/A               | 3 months      | None                       |
| Jennifer Roebuck               | 29/09/2017   | I years 8 months  | 3 months      | None                       |
| Sharon Baylay                  | 15/05/2018   | 2 years 3 months  | 3 months      | None                       |

David Bernstein was appointed Executive Chairman on 4 March 2019.

### RECRUITMENT REMUNERATION

The Group's strong brand identity attracts talented candidates of a high calibre. If required, external recruitment agencies are engaged to support the search for specialist roles.

The Remuneration Committee's approach to recruitment remuneration is to set pay levels at the comparable internal rate and no more than is necessary to attract candidates with the appropriate level of skill and experience to the role. The Remuneration Committee retains the principle of a median level total remuneration package when benchmarking for new and senior roles.

In order to attract key talent to Ted Baker, the Remuneration Committee will, in certain circumstances, consider making a buy-out award to compensate a candidate for losses incurred by leaving a previous employer to join the Group. The specifics of any buy-out award would be dependent on the individual circumstances of recruitment and would not be considered as regular practice and nor would the Remuneration Committee commit to matching any expected value of awards. If a buy-out award were made, the Remuneration Committee would seek to make them on a like-for-like basis to ensure that the value awarded would be no greater than the value forfeited by the individual. The Committee may choose to apply performance conditions to these awards.

A relocation package within HMRC guidelines will be offered to Executive Directors who are required to relocate to take up their appointment within the Group.

The remuneration package for any new Executive Directors would be made up of the same or broadly similar components to those used to reward existing Executive Directors of the Group. However, we will, where appropriate, more closely align the pension contribution rate with those of the UK workforce generally. The remuneration package would comprise an appropriate mixture of fixed and variable remuneration as may be required to attract a candidate of appropriate skill and level of qualification. Minimum shareholding requirements would be set at a lower level for all new Executive Directors joining the Group.

Consistent with the policy applied to existing Executive Directors, the maximum variable pay elements for any new recruit would comprise annual bonus of up to 100% of base salary, and awards under the 2013 LTIP of up to 150% of base salary (200% in exceptional circumstances).

<sup>&</sup>lt;sup>2</sup> Ray Kelvin resigned as Chief Executive Officer on 4 March 2019.

<sup>&</sup>lt;sup>3</sup> Anita Balchandani resigned as Non-Executive Director on 19 February 2018.

## TOTAL REMUNERATION OPPORTUNITY

The total remuneration for each of the Executive Directors that could result from the remuneration policy in 2019/20 under three different performance scenarios is shown below:

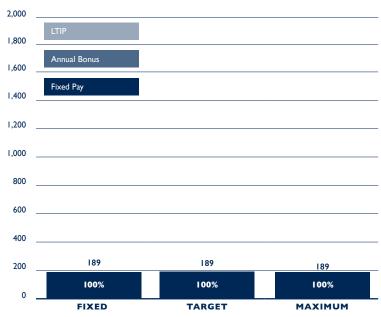
## LINDSAY PAGE

(appointed as acting Chief Executive Officer on 7 December 2018)

## 2,000 1,800 Annual Bonus 1,691 1,600 Fixed Pay 1,400 1,200 1.000 989 800 27% 28% 600 541 400 55% 100% 32% 200 **FIXED TARGET MAXIMUM**

## **DAVID BERNSTEIN**

(formerly Non-Executive Chairman and appointed as Executive Chairman on 4 March 2019)



(Note: Figures are stated in £'000)

#### NOTES:

(Note: Figures are stated in £'000)

Fixed pay is base salary plus pension and benefits for 2019/20.

Target performance is the level of performance required to deliver 60% of the maximum bonus and 25% of the full LTIP award and the scenario assumes that the share price growth target of 10% is met at the vesting date.

Maximum performance would result in a bonus payment of 100% of salary and 100% vesting of the LTIP award. Again, this assumes that the share price growth target is met.

For the purpose of the scenarios illustrated above, the LTIP variable amount is calculated by reference to basic salary at the percentage of the award that would vest under each scenario.

For Lindsay Page, the remuneration opportunity includes the salary increase of £20,000 to £460,000 per annum for acting as Chief Executive Officer for the full year.

For David Bernstein, the remuneration opportunity includes the salary paid to David as Non-Executive Chairman to 3 March 2019 and the salary paid as Executive Chairman from 4 March 2019.

As explained previously, Ray Kelvin resigned as Chief Executive Officer on 4 March 2019. Ray will not be entitled to any salary or benefits payment in connection with his resignation or in respect of any period after the date of his resignation. Furthermore, Ray's 2016, 2017 and 2018 LTIP awards will lapse.

## STATEMENT OF CONSIDERATION OF SHAREHOLDER VIEWS

The Remuneration Committee reviews annual shareholder feedback on the Directors' Remuneration Report to ensure their views are given due consideration in forming the Company's remuneration policy. Feedback is sought from key shareholders on any major changes to components of executive remuneration, including the level of awards to be made and the performance targets in respect of the Company's long-term incentive schemes.

During 2016/17 a review of the ongoing suitability of the design of the 2013 LTIP was undertaken. It was concluded that the design of the 2013 LTIP and its performance conditions remained appropriate for the Company and no significant changes were proposed. The only amendment to the 2013 LTIP in the Directors' Remuneration Policy was the introduction of malus and clawback provisions to awards made after I April 2018. This was approved by shareholders in a binding shareholder vote at the 13 June 2017 Annual General Meeting.

In accordance with the views shared by shareholders, malus and clawback provisions were also proposed and agreed by shareholders on 13 June 2017 for bonus payments made after 1 April 2017. These measures protect shareholder interests and, taken together with the introduction of minimum shareholding guidelines help align the interests of shareholders with the executive team.

In line with legal requirements, a new Directors' Remuneration Policy will be put to a binding shareholder vote at our AGM in 2020 ("New Policy"). The New Policy will be developed over the coming months and we intend to consult with shareholders over key changes later in the year.

## PART C: ANNUAL REPORT ON REMUNERATION

The tables below set out in a single figure the total amount of remuneration, including each element, received or receivable by each of the Executive and Non-Executive Directors for the periods ended 26 January 2019 and 27 January 2018.

## DIRECTORS' SINGLE TOTAL FIGURE OF REMUNERATION (AUDITED)

| PERIOD ENDED<br>26 JANUARY 2019 | SALARY | TAXABLE BENEFITS <sup>4</sup> | PERFORMANCE RELATED BONUS | LONG-TERM INCENTIVE PLANS <sup>5</sup> | PENSION | TOTAL 2019 |
|---------------------------------|--------|-------------------------------|---------------------------|--|---------|------------|
|                                 | £'000  | £'000                         | £'000                     | £'000                                  | £'000   | £'000      |
| EXECUTIVE                       |        |                               |                           |  |         |            |
| Ray Kelvin <sup>1</sup>         | 459    | 22                            | -                         | 530                                    | -       | 1,011      |
| Lindsay Page <sup>2</sup>       | 441    | 24                            | -                         | 506                                    | 55      | 1,026      |
| NON-EXECUTIVE                   |        |                               |                           |  |         |            |
| David Bernstein                 | 85     | -                             | -                         | -                                      | -       | 85         |
| Ron Stewart                     | 60     | -                             | -                         | -                                      | -       | 60         |
| Andrew Jennings                 | 55     | -                             | -                         | -                                      | -       | 55         |
| Anita Balchandani <sup>3</sup>  | -      | -                             | -                         | -                                      | -       | -          |
| Jennifer Roebuck                | 55     | -                             | -                         | -                                      | -       | 55         |
| Sharon Baylay                   | 34     | -                             | -                         | -                                      | -       | 34         |
|                                 | 1,189  | 46                            | -                         | 1,036                                  | 55      | 2,326      |

<sup>&</sup>lt;sup>1</sup> Ray Kelvin resigned as Chief Executive Officer on 4 March 2019.

<sup>&</sup>lt;sup>5</sup> The value of LTIPs included in the Directors' single total figure of remuneration table above relates to Award 3 of the 2013 LTIP which vested to 85% of maximum on 29 April 2018. The value included is calculated using the number of options that vested at the share price on the date the award vested (£26.70), less the cost of exercise (nominal cost of 5p per ordinary share).

| PERIOD ENDED<br>27 JANUARY 2018 | SALARY | TAXABLE BENEFITS | PERFORMANCE<br>RELATED BONUS | LONG-TERM INCENTIVE PLANS <sup>2</sup> | PENSION | TOTAL 2018 |
|---------------------------------|--------|------------------|------------------------------|--|---------|------------|
| '                               | £'000  | £'000            | £'000                        | £'000                                  | £'000   | £'000      |
| EXECUTIVE                       |        |                  |                              |  |         |            |
| Ray Kelvin                      | 451    | 18               | -                            | 852                                    | -       | 1,321      |
| Lindsay Page                    | 434    | 18               | -                            | 796                                    | 54      | 1,302      |
| NON-EXECUTIVE                   |        |                  |                              |  |         |            |
| David Bernstein                 | 83     | -                | -                            | -                                      | -       | 83         |
| Ron Stewart                     | 58     | -                | -                            | -                                      | -       | 58         |
| Anne Sheinfield                 | 50     | -                | -                            | -                                      | -       | 50         |
| Andrew Jennings                 | 54     | -                | -                            | -                                      | -       | 54         |
| Anita Balchandani               | 19     | -                | -                            | -                                      | -       | 19         |
| Jennifer Roebuck                | 19     | -                | -                            | -                                      | -       | 19         |
|                                 | 1,168  | 36               | -                            | 1,648                                  | 54      | 2,906      |

<sup>&</sup>lt;sup>1</sup> Benefits comprise private medical insurance, car benefits and the discount on any SAYE options granted during the period.

<sup>&</sup>lt;sup>2</sup> Lindsay Page was appointed as acting Chief Executive Officer on 7 December 2018. Lindsay will receive a salary increase of £20,000 to £460,000 per annum for the period he is acting in this capacity, backdated to 7 December 2018. This has been included within his remuneration for the year ended 26 January 2019.

<sup>&</sup>lt;sup>3</sup> Anita Balchandani resigned as Non-Executive Director on 19 February 2018.

<sup>&</sup>lt;sup>4</sup> Benefits comprise private medical insurance and car benefits.

<sup>&</sup>lt;sup>2</sup> The value of LTIPs included in the Directors' single total figure of remuneration table above relates to Award 2 of the 2013 LTIP which vested in full on 30 April 2017. The value included is calculated using the number of options that vested at the share price on the date the award vested (£28.07), less the cost of exercise (nominal cost of 5p per ordinary share).

## 

As explained previously, since 7 December 2018, Lindsay Page has been performing the role of acting Chief Executive Officer and will continue in this role for foreseeable future. Lindsay will receive a salary increase of £20,000 to £460,000 per annum for the period he is acting in this capacity backdated to 7 December 2018.

## **ANNUAL BONUS (AUDITED)**

For the financial period ended 26 January 2019, the financial targets set at the beginning of the period were not exceeded, and therefore no bonus was achieved.

## ACTUAL PERFORMANCE AGAINST PERFORMANCE TARGETS (AUDITED) PERFORMANCE RELATED BONUS

The profit targets for the annual bonus and the extent of their achievement are summarised in the table below (straight-line interpolation between points in the range).

|   | THRESHOLD<br>BONUS<br>2019 | MAXIMUM<br>BONUS<br>2019 | ACTUAL<br>PERFORMANCE<br>2018 |
|---|----------------------------|--------------------------|-------------------------------|
| Profit target <sup>1</sup>                  | £81.3m                     | £85.3m                   | £63.0m                        |
| Percentage of bonus payable to Ray Kelvin   | 0%                         | 100%                     | 0%                            |
| Percentage of bonus payable to Lindsay Page | 0%                         | 100%                     | 0%                            |

<sup>1</sup> The profit target is arrived at after adjusting profit before tax for exceptional items and annual bonus, as explained earlier in the Directors' Remuneration Policy.

## LONG-TERM INCENTIVE SCHEMES (AUDITED)

## AWARDS UNDER THE TED BAKER PLC LONG-TERM INCENTIVE PLAN 2013 (AUDITED)

During the period, the third award granted under the 2013 LTIP vested in full on 29 April 2018. The table below summarises actual outcomes against the performance conditions set for that Award.

|                                | PERFORMANCE CONDITIONS        |                                      |  |  |
|--------------------------------|-------------------------------|--------------------------------------|--|--|
|                                | SHARE PRICE INCREASE UNDERPIN | PROFIT PER SHARE GROWTH <sup>2</sup> |  |  |
| Threshold performance target   | 10.0%                         | 10.0%                                |  |  |
| Maximum performance target     | 10.0%                         | 15.0%                                |  |  |
| Actual performance achieved    | 17.1%                         | 14.1%                                |  |  |
| Percentage of maximum achieved | Share price underpin achieved | 85%                                  |  |  |

Based on base average six month share price at the award date of £23.85 and the six month average at the vesting date of £27.93.

<sup>&</sup>lt;sup>2</sup> Based on base profit per share in 2014/15 of 112.2p and final profit per share of 166.8p in 2017/18.

Awards made under the 2013 LTIP are subject to performance conditions of compound annual growth in profit before tax and exceptional items per share over the three year performance period and share price growth over the three year award period as detailed below.

| PERFORMANCE CONDITIONS               | THRESHOLD | TARGET | STRETCH | SUPER-STRETCH |
|--------------------------------------|-----------|--------|---------|---------------|
| Adjusted profit before tax per share | 10%       | 12%    | 13.5%   | 15%           |
| Share price growth <sup>1</sup>      | 10%       | 10%    | 10%     | 10%           |

<sup>1</sup> Share awards will only vest if the share price has risen by at least 10% over the three year period commencing on the date that the awards are made.

## EXECUTIVE DIRECTORS' INTERESTS IN THE COMPANY'S SHARE SCHEMES (AUDITED)

|           |                  | NUMBER OF OPTIONS                                 |                               |                                 |                                 |   |                            |  |   |   |                                  |
|-----------|------------------|---|-------------------------------|---------------------------------|---------------------------------|---|----------------------------|--|---|---|----------------------------------|
|           | DATE OF<br>GRANT | MAXIMUM<br>RECEIVABLE<br>AT<br>27 JANUARY<br>2018 | AWARDED<br>DURING<br>THE YEAR | EXERCISED<br>DURING<br>THE YEAR | LAPSED<br>DURING<br>THE<br>YEAR | MAXIMUM<br>RECEIVABLE<br>AT<br>26 JANUARY<br>2019 | OPTION<br>PRICE<br>(PENCE) | SHARE<br>PRICE ON<br>DATE OF<br>GRANT<br>(PENCE) | SHARE<br>PRICE ON<br>DATE OF<br>EXERCISE<br>(PENCE) | FACE VALUE OF MAXIMUM RECEIVABLE AT 26 JANUARY 2019 (£'000) | EXERCISE PERIOD/ VESTING DATE    |
| Ray Kelvi | in               |   |                               |                                 |                                 |   |                            |  |   |   |                                  |
| 2013 LTIP | 30 April 2015    | 23,380  | -                             | -                               | (3,507)                         | 19,873  | 5                          | 2,855  | -   | 567   | 29 April 2018 -<br>29 April 2025 |
|           | 5 May 2016       | 28,236  | -                             | -                               | -                               | 28,236  | 5                          | 2,364  | -   | 667   | 4 May 2019 -<br>4 May 2026       |
|           | 6 April 2017     | 24,574  | -                             | -                               | -                               | 24,574  | 5                          | 2,757  | -   | 678   | 5 April 2020 -<br>5 April 2027   |
|           | 3 April 2018     | -   | 27,600                        | -                               | -                               | 27,600  | 5                          | 2,544  | -   | 702   | 2 April 2021 -<br>2 April 2028   |
| TOTAL     |                  | 76,190  | 27,600                        | -                               | (3,507)                         | 100,283   |                            |  |   | 2,615   |                                  |
| Lindsay F | age              |   |                               |                                 |                                 |   |                            |  |   |   |                                  |
| 2013 LTIP | 30 April 2015    | 22,329  | -                             | -                               | (3,350)                         | 18,979  | 5                          | 2,855  | -   | 542   | 29 April 2018 -<br>29 April 2025 |
|           | 5 May 2016       | 26,967  | -                             | -                               | -                               | 26,967  | 5                          | 2,364  | -   | 637   | 4 May 2019 -<br>4 May 2026       |
|           | 6 April 2017     | 23,469  | -                             | -                               | -                               | 23,469  | 5                          | 2,757  | -   | 647   | 5 April 2020 -<br>5 April 2027   |
|           | 3 April 2018     | -   | 26,400                        | -                               | -                               | 26,400  | 5                          | 2,544  | -   | 672   | 2 April 2021 -<br>2 April 2028   |
| SAYE      | 20 May 2014      | 1,875   | -                             | -                               | -                               | 1,875   | 1,600.0                    | 2,000.0  | -   | 38  | l July 2019 -<br>l January 2020  |
| TOTAL     |                  | 74,640  | 26,400                        | _                               | (3,350)                         | 97,690  |                            |  |   | 2,536   |                                  |

LTIP awards granted in respect of Ray Kelvin and Lindsay Page represent 21% of the total number of LTIP awards granted during the period (2018:22%). The balance included other senior executives across the Group.

The LTIP award granted on 30 April 2015 vested as to 85% in April 2018. The lapsed award referred to in the above table represents 15% of that award which did not vest. Since the period end, and following his resignation, the LTIP awards granted to Ray Kelvin between 2016 and 2018 have lapsed.

## DIRECTORS' SHAREHOLDING (AUDITED)

The Directors who held office during the period and at 26 January 2019 had the following interests, including family interests, in the shares of the Company.

|                         |   | UNVES   | TED   | VESTED BUT UNEXERCISED  |                            |
|-------------------------|---|---|---|-------------------------|----------------------------|
| Director                | Shares beneficially owned as at 26 January 2019 | Share options granted under 2013 LTIP subject to performance conditions | Share options granted under<br>Ted Baker Sharesave Scheme<br>without performance conditions | LTIP 2013 share options | Shareholding guideline met |
| Ray Kelvin <sup>2</sup> | 15,540,280                                      | 80,410  | -   | 19,873                  | Yes                        |
| Lindsay Page            | 81,532  | 76,836  | 1,875   | 18,979                  | Yes                        |
| David Bernstein         | 6,000   | -   | -   | -                       | N/A                        |
| Ron Stewart             | 334   | -   | -   | -                       | N/A                        |
| Andrew Jennings         | 5,005   | -   | -   | -                       | N/A                        |
| Jennifer Roebuck        | -   | -   | -   | -                       | N/A                        |
| Sharon Baylay           | -   | -   | -   | -                       | N/A                        |

<sup>&</sup>lt;sup>1</sup>These unvested share options do not count towards the share ownership guidelines.

No LTIP awards were exercised during the period.

## PAYMENTS FOR LOSS OF OFFICE (AUDITED)

No payments were made in the period for loss of office (2018: £nil).

## PAYMENTS TO PAST DIRECTORS (AUDITED)

No payments were made in the period to past Directors (2018: £nil).

<sup>&</sup>lt;sup>2</sup> Since the period end, and following his resignation, the unvested LTIP awards granted to Ray Kelvin have lapsed.

## PERFORMANCE GRAPH AND TABLE

The following graph charts the total cumulative shareholder return of the Company from January 2009 to January 2019.



The graph above shows the Company's performance against the FTSE All Share Personal Goods index, the sector against which it is tracked by market analysts, and also against the FTSE All Share index to illustrate the Company's performance in the general market.



## AROMA BOREALIS

Scent from a galaxy far, far away, Ted's new Est. '88 allure sent fellow earthlings out of this world.

## **CEO REMUNERATION**

For the financial periods ended:

|   | 2010          | 2011          | 2012          | 2013            | 2014 | 2015 | 2016 | 2017            | 2018            | 2019            |
|---|---------------|---------------|---------------|-----------------|------|------|------|-----------------|-----------------|-----------------|
| Total remuneration £'000                    | 493<br>Note I | 527<br>Note I | 569<br>Note I | 4,126<br>Note 2 | 701  | 757  | 665  | 1,217<br>Note 3 | 1,321<br>Note 4 | 1,011<br>Note 5 |
| % of maximum performance related bonus paid | 75%           | 76%           | 67%           | 0%              | 90%  | 100% | 50%  | 0%              | 0%              | 0%              |
| % of maximum LTIP vesting                   | 0%            | 0%            | 0%            | 100%            | 0%   | 0%   | 0%   | 100%            | 100%            | 85%             |

Note 1: The performance criteria in respect of LTIP schemes due to vest in these years were not met and therefore no value crystallised under these schemes.

## PERCENTAGE CHANGE IN CEO'S REMUNERATION

The table below shows how the percentage change in the CEO's total remuneration excluding share-based payments in 2018 and 2019 compares with the percentage change in the average remuneration for all employees within the Group over the same period.

|                         | SALARY AND BENEFITS CHANGE | ANNUAL BONUS CHANGE |
|-------------------------|----------------------------|---------------------|
| Chief Executive Officer | 2.6%                       | 0%*                 |
| All Employees           | (3.0)%                     | 0%*                 |

<sup>\*</sup>The percentage change is 0% as no bonus was paid in either year.

All eligible employees have received a pay increase in the year; however, the mix of employees has resulted in an apparent decrease in average employee remuneration.

## **RELATIVE IMPORTANCE OF SPEND**

The following table sets out the percentage change in dividends and employee remuneration for the period ended 26 January 2019, compared to the period ended 27 January 2018.

|                       | 2019   | 2018   | PERCENTAGE CHANGE |
|-----------------------|--------|--------|-------------------|
|                       | £'000  | £'000  |                   |
| Dividends*            | 26,110 | 26,723 | (2.3)%            |
| Employee Remuneration | 96,282 | 94,320 | 2.1%              |

<sup>\*</sup> The value of dividends disclosed is the total interim dividend paid during the period and the final dividend proposed for the respective period.

Note 2: The amount included in total remuneration in respect of variable LTIP awards in 2013 comprises the number of nil-cost option awards vesting under the Ted Baker 2009 Value Creation Plan in August 2012 at the share price on the date the awards first became exercisable. Under this scheme awards converted into a number of options which was dependent upon the satisfaction of various performance targets. These options were exercisable over two tranches, the first in October 2012 and the second in October 2013.

Note 3: The first of the awards made under the Ted Baker PLC Long-Term Incentive Plan 2013 vested in full in July 2016.

Note 4: The second of the awards made under the Ted Baker PLC Long-Term Incentive Plan 2013 vested in full in April 2017.

Note 5: The third of the awards made under the Ted Baker PLC Long-Term Incentive Plan 2013 partially vested in April 2018. Subsequent awards will vest, dependent on performance conditions being met, annually in future years.

## STATEMENT OF IMPLEMENTATION OF REMUNERATION POLICY IN THE FOLLOWING FINANCIAL PERIOD

The Remuneration Policy in effect during the period was approved at the Annual General Meeting on 13 June 2017 and took effect for the three years commencing on that date.

On 4 March 2019, Ray Kelvin resigned as Chief Executive Officer. As explained above, since 7 December 2018, Lindsay Page has been performing the role of acting Chief Executive Officer and will continue in this role for the foreseeable future. Accordingly, Lindsay will receive a salary increase of £20,000 to £460,000 per annum for the period he is acting in this capacity. This increased salary will also be taken into account when calculating LTIP awards, bonus awards and pension entitlement.

In addition, on 4 March 2019, our Non-Executive Chairman, David Bernstein, was appointed as Executive Chairman, until no later than November 2020, to provide additional support to Lindsay and will receive an annual salary of £200,000. David will not receive any of the other benefits usually provided to an Executive Director outlined in the Remuneration Policy above.

There is no increase in the fees payable to Non-Executive Directors in 2019/20.

The target profit before tax, annual bonus and exceptional items, on which the 2019/20 annual bonus is based, is derived after considering consensus market analyst expectations and maximum bonus pool thresholds in line with the existing annual bonus policy. The target for the 52 weeks ending 25 January 2020 is not disclosed for reasons of commercial sensitivity but will be disclosed in the annual accounts for that period.

A further award of options under the 2013 LTIP will be made during the current financial year. Awards to Executive Directors (excluding the Executive Chairman) under this scheme will likely be based on up to 150% of basic salary. However, the Board has approval from shareholders to grant awards of up to 200% of basic salary under this scheme in exceptional circumstances. The performance criteria for the next round of 2013 LTIP awards will be the same as those applied to the five awards previously made under the 2013 LTIP scheme, that is, profit per share growth with a share price increase underpin of 10%.

### UNVESTED AWARDS UNDER THE TED BAKER PLC LONG-TERM INCENTIVE PLAN 2013

| DATE OF AWARD | VESTING DATE  | AVERAGE SIX MONTH SHARE PRICE AT AWARD DATE | SHARE PRICE<br>PERFORMANCE<br>TARGET | PROFIT PER SHARE<br>AT AWARD DATE | THRESHOLD<br>PROFIT PER SHARE<br>GROWTH TARGET | MAXIMUM<br>PROFIT PER SHARE<br>GROWTH TARGET |
|---------------|---------------|---|--------------------------------------|-----------------------------------|--|--|
| 5 May 2016    | 4 May 2019    | £27.44                                      | £30.18                               | 133.0p                            | 177.0p   | 202.3p                                       |
| 6 April 2017  | 5 April 2020  | £27.12                                      | £29.83                               | 148.3p                            | 197.4p   | 225.6p                                       |
| 3 April 2018  | 2 April 202 I | £28.09                                      | £30.90                               | 164.7p                            | 219.1p   | 250.4p                                       |

## REMUNERATION COMMITTEE AND ADVISERS REMUNERATION COMMITTEE

The Remuneration Committee is responsible for setting the remuneration packages of the Executive Directors of the Board and other senior executives who fall within the scope of the Remuneration Committee. It approves all service contracts and other contracts between the Company and its Executive Directors and senior executives and, if thought fit, approves any outside interests and other directorships of the Executive Directors. The Remuneration Committee also reviews and approves the design of the Company's long-term incentive schemes and determines the level of awards to be made and approves the performance targets.

The Remuneration Committee is chaired by Andrew Jennings and its other members were David Bernstein, Ron Stewart and Sharon Baylay. Ron Stewart, Andrew Jennings and Sharon Baylay are independent NEDs as noted in the corporate governance statements. In line with Provision D.2.1 of the Code, David Bernstein, as Non-Executive Chairman, could be a member of, but not chair the Remuneration Committee, as he was considered to be independent on appointment. On 4 March 2019 David Bernstein was appointed as Executive Chairman and will therefore no longer serve on the Remuneration Committee.

The terms of reference for the Remuneration Committee are available on the Company's website at www.tedbakerplc.com.

## **ADVISERS**

During the period, the Remuneration Committee was assisted in its work by PricewaterhouseCoopers LLP ("PwC") who was appointed by the Company in consultation with the Remuneration Committee. PwC is retained by the Remuneration Committee as its independent executive remuneration adviser. The Remuneration Committee assesses advice provided by PwC from time to time to consider whether it is independent. Comfort is obtained from PwC's adherence to the Remuneration Consultants Group Code of Conduct. The Remuneration Committee was also assisted in its work by the Group's Finance Director and Ted's Coach.

| ADVISER                    | APPOINTED BY | SERVICE PROVIDED TO<br>THE REMUNERATION<br>COMMITTEE                 | FEES BASED ON HOURLY<br>RATES | OTHER SERVICES PROVIDED<br>TO THE COMPANY                              |
|----------------------------|--------------|--|-------------------------------|--|
| PricewaterhouseCoopers LLP | Company      | Review of the short and long-term incentive arrangements, design and | £56,640                       | Tax, legal, project management, accounting and internal audit services |
|                            |              | performance conditions   |                               | to the Group   |

## STATEMENT OF VOTING AT GENERAL MEETING

At the last Annual General Meeting, votes on the Remuneration Report (excluding the Directors' Remuneration Policy) were cast as follows.

|   | FOR<br>%<br>NUMBER   | AGAINST<br>%<br>NUMBER | WITHHELD<br>NUMBER | REASONS FOR<br>VOTES AGAINST,<br>IF APPLICABLE  | ACTION TAKEN BY REMUNERATION COMMITTEE |
|---|----------------------|------------------------|--------------------|---|--|
| Approval of the 2018 Directors' Remuneration Report | 93.93%<br>35,580,241 | 6.07%<br>2,299,395     | 1,425,900          | The number of votes<br>against the Remuneration<br>Report was not considered<br>to be significant | N/A                                    |

The Directors' Remuneration Policy is subject to a binding vote by shareholders every three years and was last approved at the Annual General Meeting held on 13 June 2017.

|  | FOR<br>%<br>NUMBER   | AGAINST<br>%<br>NUMBER | WITHHELD<br>NUMBER | REASONS FOR<br>VOTES AGAINST,<br>IF APPLICABLE   | ACTION TAKEN BY REMUNERATION COMMITTEE |
|--|----------------------|------------------------|--------------------|--|--|
| Approval of Directors' Remuneration Policy included within the 2017 Directors' Remuneration Report | 95.23%<br>35,496,307 | 4.77%<br>1,777,901     | 1,492,305          | The number of votes<br>against the updated policy<br>was not considered to<br>be significant | N/A                                    |

The Directors' Remuneration Report was approved on behalf of the Board on 21 March 2019 and signed on its behalf by:

## **Andrew Jennings**

Chairman of the Remuneration Committee 21 March 2019

## OTHER STATUTORY AND REGULATORY DISCLOSURES

#### SUBSIDIARY UNDERTAKINGS

The subsidiary undertakings of the Group in the period are listed in Note 12 to the accounts. The Group also has branches operating in Eire and Portugal.

#### **RESULTS AND DIVIDENDS**

The audited accounts for the 52 weeks ended 26 January 2019 are set out on pages 78–122. The Group profit for the 52 weeks, after taxation, was £40.7m (2018: £52.7m). The Directors recommend a final dividend of 40.7p per ordinary share (2018: 43.5p) payable on 21 June 2019 to ordinary shareholders on the register on 17 May 2019 which, together with the interim dividend of 17.9p per share (2018: 16.6p per share) paid on 17 November 2018, makes a total of 58.6p per share for the period (2018: 60.1p per share). The Group maintains a dividend policy of broadly achieving a 2.1x dividend cover.

## **DIRECTORS**

The Directors during the period were those listed on pages 34–35. Details of the Directors' beneficial interests in the shares of the Company are shown on page 67. Details of their interests in share options are given in the Directors' Remuneration Report on page 59. Brief details of the career of each Director are set out on pages 34–35.

#### SUBSTANTIAL SHAREHOLDINGS

As at 26 January 2019, the Company had been notified, in accordance with the Disclosure Guidance and Transparency Rules (DTR5), of substantial interests in the ordinary share capital of the Company. For details see the table below:

| NAME OF HOLDER                              | NUMBER     | % HELD |
|---|------------|--------|
| Ray Kelvin                                  | 15,540,280 | 34.94% |
| Ameriprise Financial                        | 3,917,886  | 8.79%  |
| Massachusetts Mutual Life Insurance Company | 3,005,693  | 6.74%  |
| Baillie Gifford & Co                        | 2,709,165  | 6.08%  |
| Aviva plc                                   | 2,095,933  | 4.70%  |
| Schroders                                   | 1,993,089  | 4.47%  |
| T Rowe Price Associates                     | 1,767,515  | 3.97%  |
| Wasatch Advisors                            | 1,376,688  | 3.09%  |

Pursuant to LR9.8.6(2) there has been no change in the interests disclosed to the Company between the end of the period and 15 April 2019.

## SHARE CAPITAL AND CONTROL

As at 26 January 2019, the Company's authorised share capital was 80,000,000 ordinary shares of 5p each (in nominal value). Details of the Company's share capital are shown in Note 19 to the consolidated financial statements on page 109. As at 26 January 2019 there were 44,563,346 ordinary shares in issue. The rights and obligations attaching to the Company's shares, in addition to those conferred on their holders by law, are set out in the Articles of Association. Subject to the Articles of Association, the holders of ordinary shares are entitled to receive all shareholder documents, attend and speak at general meetings of the Company, exercise all voting rights and to receive dividends and participate in other distributions of assets. The Company may not exercise any rights (such as voting rights) in respect of the treasury shares and the treasury shares carry no right to receive dividends or other distributions of assets. Other than as set out in the Articles of Association, the Company is not aware of any agreements between shareholders restricting the voting rights or the right to transfer shares in the Company.

The Directors were granted authority at the 2018 Annual General Meeting (the "2018 AGM") to allot shares in the capital of the Company up to an aggregate nominal amount of £741,241 (being approximately 33% of the total ordinary share capital in issue prior to the 2018 AGM). This authority is due to lapse at the Annual General Meeting in 2019 (the "2019 AGM"). At the 2019 AGM, shareholders will be asked to grant a similar allotment authority. The Directors were also empowered at the 2018 AGM to make

non pre-emptive issues for cash up to an aggregate nominal amount of £111,186 (which,in line with the Pre-Emption Group Statement of Principles (the "Principles"), reflecting the customary disapplication power over 5% of the issued ordinary share capital as it stood prior to the 2018 AGM), together with a further 5% of the issued ordinary share capital provided that this additional element could only be used in connection with acquisitions and specified capital investments (as defined in the Principles). Both powers are due to lapse at the 2019 AGM at which shareholders will be asked to grant similar powers in line with best practice and the Pre-Emption Group's Principles. The Company did not seek an authority at the 2018 AGM to buy back its own shares and there was no authority in place as at the end of the period.

## APPOINTMENT AND REMOVAL OF DIRECTORS AND ARTICLES OF ASSOCIATION

The Articles of Association provide that the Company's shareholders may appoint any person to act as a Director or, on special notice, remove any Director from office by passing an ordinary resolution at a general meeting. The Articles also empower the Board to appoint any person as a Director. The Articles set out when a Director must leave office. These include where a Director resigns, becomes bankrupt or is prohibited from acting as a director for other reasons, is absent from the business for the long term or where a Director is required to resign by all the other Directors.

The Articles provide that any Director who was appointed by the Board during the period shall retire at the next Annual General Meeting following his or her appointment, but that Director may then stand for election by the Company's shareholders. Additionally, at each Annual General Meeting one third of the Directors must retire from office and each Director must retire at least once every three years. Retiring Directors may stand for re-election by the Company's shareholders. Notwithstanding the provisions of the Articles, the Company's current practice, in accordance with the recommendations of the Code, is to require each Director to stand for election or re-election by the Company's shareholders on an annual basis. Changes to the Articles of Association must be approved by the shareholders in accordance with the legislation in force from time to time. The powers of the Directors are determined by legislation and the Articles of Association of the Company in force from time to time. Powers relating to the issuing and buying back of shares are included in the Company's Articles of Association and shareholder approval of such authorities may be sought, if considered appropriate by Directors, at the Annual General Meeting.

The Articles can only be amended, or new Articles adopted, by a special resolution passed by shareholders in general meeting by at least three quarters of the votes cast.

#### CHANGES OF CONTROL

There are a number of agreements that take effect, alter or terminate upon a change of control of the Company following a takeover bid, such as commercial contracts, bank loan agreements and employee share schemes. None of these is deemed to be significant in terms of its potential impact on the business of the Company.

The Company does not have agreements with any Director or employee that would provide compensation for loss of office or employment resulting from a takeover, save that the Company's share schemes contain provisions which may cause options and awards granted to employees to vest on a takeover.

#### **DIRECTORS' INTERESTS**

The Directors who held office at 26 January 2019 and their connected persons had interests in the shares of the Company as shown in the table below.

| NAME OF HOLDER  | % OF SHARE CAPITAL | 26 JANUARY 2019   | 27 JANUARY 2018   |
|-----------------|--------------------|-------------------|-------------------|
|                 |                    | BENEFICIAL NUMBER | BENEFICIAL NUMBER |
| Ray Kelvin      | 34.87              | 15,540,280        | 15,540,280        |
| Lindsay Page    | 0.18               | 81,532            | 81,229            |
| David Bernstein | -                  | 6,000             | 6,000             |
| Andrew Jennings | -                  | 5,005             | 5,005             |
| Ron Stewart     | -                  | 334               | 334               |

Pursuant to LR9.8.6R(1) there has been no change in the beneficial interests of the Directors between the end of the period and 15 April 2019.

### **CONTROLLING SHAREHOLDER**

Pursuant to LR 9.8.4R(14)(a), the Directors confirm that the Company entered into a written and legally binding relationship agreement with Ray Kelvin on 14 November 2014 which is intended to ensure that Ray Kelvin complies with the independence undertakings set out in LR 6.5.4R (the "Relationship Agreement").

Pursuant to LR 9.8.4R(14)(c)(i), the Directors confirm that the Company has complied with the independence undertakings set out in the Relationship Agreement during the period. In addition, pursuant to LR 9.8.4R(14)(c)(ii), the Directors confirm that, so far as the Company is aware, Ray Kelvin and his associates have complied with the independence undertakings set out in the Relationship Agreement during the period.

This paragraph sets out all information required by LR9.8.4R that is applicable to the Company during the period.

## **DONATIONS**

The value of charitable donations made during the period was £116,783 (2018: £23,010). There were no political donations made during the period (2018: £nil).

### SOCIAL RESPONSIBILITY

Details of the Group's social, ethical and environmental responsibility initiatives are set out in the Sustainability and the Environment Statement on page 27.

## **PEOPLE**

Details of the Group's policies with respect to people and employees are set out in the People Statement on page 30.

### **HEALTH AND SAFETY**

The Group remains committed to providing a safe place to work and shop for all employees and customers. Annual risk assessments are carried out at all locations and a committee, comprised of representatives within the business and an external adviser, reviews and resolves any health and safety issues.

## **RISK MANAGEMENT**

The Company's policies on financial risk management are outlined in Note 22 of the financial statements. Such information is incorporated into this Directors' Report by reference.

## POST BALANCE SHEET EVENTS

On 4 March 2019, Ray Kelvin resigned from his position as Chief Executive Officer with immediate effect. Lindsay Page has been appointed as acting Chief Executive Officer and will continue in this role. David Bernstein, former Non-Executive Chairman,was appointed as Executive Chairman until no later than November 2020 to provide support to Lindsay.

## DIRECTORS' STATEMENT REGARDING DISCLOSURE OF INFORMATION TO AUDITORS

The Directors who held office at the date of approval of this Directors' Report confirm that, so far as they are aware, there is no relevant audit information of which the Company's auditors are unaware. Further, each Director has taken all the steps that they ought to have taken as a Director to ensure the Board is aware of any relevant audit information and to establish that the Company's auditors are aware of any such information

The report was approved by the Board of Directors on 21 March 2019 and signed on its behalf by:

## **Charles Anderson**

Company Secretary 21 March 2019



## THE HATSMAN

With the finest accessories in the Bowler System,
Ted's keeping everything orbiting nicely.

## DIRECTORS' REPORT

# STATEMENT OF DIRECTORS' RESPONSIBILITIES IN RESPECT OF THE ANNUAL REPORT AND THE FINANCIAL STATEMENTS

The Directors are responsible for preparing the Annual Report and the Group and parent company financial statements in accordance with applicable law and regulations.

Company law requires the Directors to prepare Group and parent company financial statements for each financial year. Under that law they are required to prepare the Group financial statements in accordance with International Financial Reporting Standards as adopted by the European Union (IFRSs as adopted by the EU) and applicable law and have elected to prepare the parent company financial statements on the same basis.

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 parent company and of their profit or loss for that period. In preparing each of the Group and parent company financial statements, the Directors are required to:

- · select suitable accounting policies and then apply them consistently;
- · make judgements and estimates that are reasonable, relevant and reliable;
- state whether they have been prepared in accordance with IFRSs as adopted by the EU;
- assess the Group and parent 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 Group or the parent 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 parent company's transactions and disclose with reasonable accuracy at any time the financial position of the parent company and enable them to ensure that its 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 Group and to prevent and detect fraud and other irregularities.

Under applicable law and regulations, the Directors are also responsible for preparing a strategic report, directors' report, directors' remuneration report and corporate governance statement that comply with that law and those regulations.

The Directors are responsible for the maintenance and integrity of the corporate and financial information included on the Company's website. Legislation in the UK governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

## RESPONSIBILITY STATEMENT OF THE DIRECTORS IN RESPECT OF THE ANNUAL FINANCIAL REPORT

We confirm that to the best of our knowledge:

- the financial statements, prepared in accordance with the applicable set of accounting standards, give a true and fair view of the assets, liabilities, financial position and profit or loss of the Company and the undertakings included in the consolidation taken as a whole; and
- the Management Report, which comprises the Strategic Report and the Directors'
  Report, includes a fair review of the development and performance of the business and
  the position of the issuer and the undertakings included in the consolidation taken as a
  whole together with a description of the principal risks and uncertainties that they face.

We consider the Annual Report and Accounts, taken as a whole, is fair, balanced and understandable and provides the information necessary for shareholders to assess the Group's position and performance, business model and strategy.

On behalf of the Board

Lindsay Page
Acting Chief Executive
21 March 2019

David Bernstein Executive Chairman 21 March 2019

## INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF TED BAKER PLC

#### I OUR OPINION IS UNMODIFIED

We have audited the financial statements of Ted Baker Plc ("the Company") for the 52 week period ended 26 January 2019 which comprise the Group Income Statement, Group Statement of Comprehensive Income, Group Statement of Changes in Equity, Company Statement of Changes in Equity, Group and Company Balance Sheet, Group and Company Cash Flow Statement, and the related notes, including the accounting policies in Note 1.

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 26 January 2019 and of the Group's profit for the 52 weeks then ended;
- the Group financial statements have been properly prepared in accordance with International Financial Reporting Standards as adopted by the European Union (IFRSs as adopted by the EU);
- the parent company financial statements have been properly prepared in accordance with IFRSs as adopted by the EU and as applied in accordance with the provisions of the Companies Act 2006; and
- the financial statements have been prepared in accordance with the requirements of the Companies Act 2006 and, as regards the Group financial statements, Article 4 of the IAS Regulation.

#### **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 believe that the audit evidence we have obtained is a sufficient and appropriate basis for our opinion. Our audit opinion is consistent with our report to the audit committee.

We were first appointed as auditor for the 52 week period ended 27 January 2001. The period of total uninterrupted engagement is for the 19 financial years ended 26 January 2019. We have fulfilled our ethical responsibilities under, and we remain independent of the Group in accordance with, UK ethical requirements including the FRC Ethical Standard as applied to listed public interest entities. No non-audit services prohibited by that standard were provided.

## 2 KEY AUDIT MATTERS: INCLUDING OUR ASSESSMENT OF RISKS OF MATERIAL MISSTATEMENT

Key audit matters are those matters that, in our professional judgment, were of most significance in the audit of the financial statements and include the most significant assessed risks of material misstatement (whether or not due to fraud) identified by us, including those which had the greatest effect on: the overall audit strategy; the allocation of resources in the audit; and directing the efforts of the engagement team. We summarise below the key audit matters, in arriving at our audit opinion above, together with our key audit procedures to address those matters and, as required for public interest entities, our results from those procedures. These matters were addressed, and our results are based

on procedures undertaken, in the context of, and solely for the purpose of, our audit of the financial statements as a whole, and in forming our opinion thereon, and consequently are incidental to that opinion, and we do not provide a separate opinion on these matters.

 The Impact of Uncertainties Due to the UK Exiting the European Union on Our Audit

Refer to pages 20, 23 and 24 (principal risks), page 25 (viability statement), and page 39 (Audit Committee Report).

The risk: Unprecedented levels of uncertainty. All audits assess and challenge the reasonableness of estimates, in particular as described in valuation of store assets (leasehold improvements, fixtures, fittings and office equipment) and valuation of inventory, and related disclosures and the appropriateness of the going concern basis of preparation of the financial statements. All of these depend on assessments of the future economic environment and the Group's future prospects and performance. In addition, we are required to consider the other information presented in the Annual Report including the principal risks disclosure and the viability statement and to consider the directors' statement that the annual report and financial statements taken as a whole is fair, balanced and understandable and provides the information necessary for shareholders to assess the Group's position and performance, business model and strategy. Brexit is one of the most significant economic events for the UK and at the date of this report its effects are subject to unprecedented levels of uncertainty of outcomes, with the full range of possible effects unknown.

Our response: We developed a standardised firm-wide approach to the consideration of the uncertainties arising from Brexit in planning and performing our audits. Our procedures included:

- Our Brexit knowledge We considered the directors' assessment of Brexit-related sources of risk for the Group's business and financial resources compared with our own understanding of the risks. We considered the directors' plans to take action to mitigate the risks.
- Sensitivity analysis When addressing valuation of store assets (leasehold improvements, fixtures, fittings and office equipment) and other areas that depend on forecasts, we compared the directors' analysis to our assessment of the full range of reasonably possible scenarios resulting from Brexit uncertainty and, where forecast cash flows are required to be discounted, considered adjustments to discount rates for the level of remaining uncertainty.

Our results: As reported under valuation of store assets (leasehold improvements, fixtures, fittings and office equipment) and valuation of inventory, we found the resulting estimates and related disclosures including disclosures in relation to going concern to be acceptable. However, no audit should be expected to predict the unknowable factors or all possible future implications for a company and this is particularly the case in relation to Brexit.

 Valuation of store assets (leasehold improvements, fixtures, fittings and office equipment) £72.0m (2018: £73.9m)

Refer to page 39 (Audit Committee Report), page 88 and 90 (accounting policy) and pages 101 and 102 (financial disclosures).

The risk: Forecast-based valuation. The Group has invested a significant amount of capital both within and outside the UK in its store portfolio. Given the relative immaturity of the brand outside the UK, the payback period is typically longer than for UK stores. The Group had 526 (2018:503) stores and 34 (2018:29) outlets as at 26 January 2019. There is a risk that the carrying value of the retail store leasehold improvements, fixtures, fittings and office equipment may be overstated if the profitability expectations for the related stores are adversely impacted by trading and other conditions that were not anticipated in the initial business case. The effect of these matters is that, as part of our risk assessment, we determined that there is a high degree of estimation uncertainty, with a potential range of reasonable outcomes greater than our materiality for the financial statements as a whole. The level of judgement involved in assessing if there are impairments in retail store assets is one of the key judgemental areas that our audit is concentrated on. The effect of these matters is that, as part of our risk assessment, we determined that there is a high degree of estimation uncertainty, with a potential range of reasonable outcomes greater than our materiality for the financial statements as a whole.

Our response: Our procedures were designed to challenge whether there were any indicators of impairments and the need for any provisions against the asset carrying value and include:

- Test of detail: evaluating the methodology, completeness and accuracy of the Group's
  impairment trigger assessment. This assessment is undertaken by the directors for all
  stores regardless of the period of time the store has been open. This analysis is used
  to identify those stores performing below expectations and accordingly with assets
  at a greater risk of impairment. For stores identified by this analysis, we considered
  whether there was an indicator of impairment based on the number of years the store
  has been open, as well as store performance;
- Where there were indicators of impairment, our procedures over the directors' calculation of recoverable amount included:
- Our business understanding: assessing the key assumptions including growth rates in turnover and margin expectations by reference to historical rates achieved, and our understanding of the specific factors relevant to each store;
- Sensitivity analysis: applying sensitivity analysis on the key assumptions used in the
  cash flow forecasts to assess the possible range of outcomes and the overall risk of any
  material impairment.

Our results: The results of our testing were satisfactory and we found the carrying value of retail store assets to be acceptable (2018: acceptable).

Valuation of Inventory £225.8m (2018: £187.2m)

Refer to page 39 (Audit Committee Report), page 89 (accounting policy) and page 108 (financial disclosures).

The risk: Subjective estimate. Inventory is carried in the Financial Statements at the lower of cost and net realisable value. Sales in the fashion industry can be extremely volatile with consumer demand changing significantly based on current trends. As a result, there is a risk that the carrying value of inventory exceeds its net realisable value.

Our response: Our procedures were designed to challenge the adequacy of the Group's provisions against inventory by seasonal collection. Our procedures included:

- Control operation: testing on a sample basis the design and operation of controls related to inventory stock counts and purchases;
- Test of detail: testing on a sample basis that items on the stock ageing listing by season
  were classified in the appropriate ageing bracket by reference to season;
- Historical trends: evaluated the current year provision by assessing historical trends.
  We examined the Group's historical trading patterns of inventory sold at full price and
  inventory sold below full price through alternative clearance routes, together with the
  related margins achieved for each channel. We used the information on trading patterns
  to assess whether the provisions held have historically been set at an appropriate
  level; and
- Our business understanding: assessing, based on our knowledge of the Group and
  the market, the appropriateness of the provision percentages applied by challenging the
  assumptions made by the Directors on the extent to which older season inventory can
  be sold through various channels.

Our results: From the evidence obtained, we considered the level of provisioning to be acceptable (2018: acceptable).

Recoverability of parent company's investment in subsidiaries £25.0m
 (2018: £24.8m) and recoverability of parent's debt due from group entities
 £55.8m (2018: £55.2m)

Refer to page 89 (accounting policy) and page 103 to 104, and 108 (financial disclosures).

The risk: Low risk, high value. The carrying amount of the parent company's investments in subsidiaries represents 31% (2018: 31%) of the parent company's total assets. The carrying amount of the intra-group debtor balance represents 69% (2018: 68%) of the parent company's total assets. Their recoverability is not at a high risk of significant misstatement or subject to significant judgement. However, due to their materiality in the context of the parent company financial statements, this is considered to be the area that had the greatest effect on our overall parent company audit.

Our response: Our procedures included:

- Tests of detail: comparing the carrying amount of 100% of investments with the
  relevant subsidiaries' trial balance to identify whether their net assets, being an
  approximation of their minimum recoverable amount, were in excess of their carrying
  amount and assessing whether those subsidiaries have historically been sufficiently
  profit-making.
- Tests of detail: assessing 100% of the parent's debt due from group entities to identify,
  with reference to the relevant debtors' trial balance, whether they have a positive net
  asset value and therefore coverage of the debt owed, as well as assessing whether
  those debtor companies have historically been sufficiently profit-making.
- Assessing subsidiary audits: assessing the work performed by the subsidiary audit
  team, and considering the results of that work, on those net assets, including assessing
  the ability of the subsidiary to obtain liquid funds and therefore the ability of the
  subsidiary to fund the repayment of the receivable.

Our results: We found the parent company's assessment of the recoverability of the investment in subsidiaries and the parent's debt due from group entities to be acceptable (2018: acceptable).

## 3 OUR APPLICATION OF MATERIALITY AND AN OVERVIEW OF THE SCOPE OF OUR AUDIT

The materiality for the Group financial statements as a whole was set at £2.5m (2018: £3.4m), determined with reference to a benchmark of Group profit before tax (of which it represents 4.9% (2018: 4.9%)).

Materiality for the parent company financial statements as a whole was set at £0.6m (2018: £0.8m), determined with reference to a benchmark of company total assets (of which it represents 0.7% (2018: 1.0%)).

We agreed to report to the Audit Committee any corrected or uncorrected identified misstatements exceeding £170,000 (2018 £175,000) in addition to other identified misstatements that warranted reporting on qualitative grounds.

Of the Group's 26 reporting components (2018: 24 reporting components), we subjected 4 components to an audit for Group reporting purposes (3 UK components and I US component) and I component (Canada) to specified risk focused audit procedures over revenue, cash and inventory. The latter was not individually financially significant enough to require a full scope audit for group purposes, but did present specific individual risks that needed to be addressed.

The components within the scope of our work accounted for the following percentages of the Group's results:

|   | NUMBER OF COMPONENTS | TOTAL GROUP<br>REVENUE | TOTAL PROFITS AND LOSSES THAT MADE UP GROUP PROFIT BEFORE TAX | TOTAL GROUP ASSETS |
|---|----------------------|------------------------|---|--------------------|
| 2019                                    |                      |                        |   |                    |
| Audits for Group reporting purposes     | 4                    | 83%                    | 83%   | 89%                |
| Specified risk focused audit procedures | 1                    | 4%                     | 1%  | 2%                 |
| TOTAL                                   | 5                    | 87%                    | 84%   | 91%                |
| 2018                                    |                      |                        |   |                    |
| Audits for Group reporting purposes     | 4                    | 83%                    | 88%   | 88%                |
| Specified risk focused audit procedures | 1                    | 4%                     | 2%  | 2%                 |
| TOTAL                                   | 5                    | 87%                    | 90%   | 90%                |

For the remaining components, we performed analysis at an aggregated Group level to re-examine our assessment that there were no significant risks of material misstatement within these.

The Group audit team instructed component auditors in the US as to the significant areas to be covered, including where relevant the risks detailed above and the information to be reported back. The UK components audits were covered by the Group team. The Group audit team approved the components' materiality's which ranged from £0.6m -£2.3m (2018: £0.6m -£2.3m), having regard to the mix of size and risk profile of the Group across the components. The work on 2 components (2018: 2 components) was performed by component auditors and the rest, including the audit of the parent company, was performed by the Group team.

The Group team visited the component auditor in the US (in 2018) and telephone conference meetings were held with the US component auditor (in 2018 and 2019). At these meetings the Group team discussed the audit strategy and the findings reported to the Group audit team were discussed in more detail, and any further work required by the Group audit team was then performed by the US component auditor.

## 4 WE HAVE NOTHING TO REPORT ON GOING CONCERN

The Directors have prepared the financial statements on the going concern basis as they do not intend to liquidate the Company or the Group or to cease their operations, and as they have concluded that the Company's and the Group'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 their 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").

Our responsibility is to conclude on the appropriateness of the Directors' conclusions and, had there been a material uncertainty related to going concern, to make reference to that in this audit report. 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 absence of reference to a material uncertainty in this auditor's report is not a guarantee that the Group and the Company will continue in operation.

In our evaluation of the Directors' conclusions, we considered the inherent risks to

the Group's and Company's business model and analysed how those risks might affect the Group's and Company's financial resources or ability to continue operations over the going concern period. The risks that we considered most likely to adversely affect the Group's and Company's available financial resources over this period were the continued challenges faced by high street retail sector and the impact from a sustained broad-based economic downturn, as well as the uncertainty around the impact of Brexit.

As these were risks that could potentially cast significant doubt on the Group's and the Company's ability to continue as a going concern, we considered sensitivities over the level of available financial resources indicated by the Group's financial forecasts taking account of reasonably possible (but not unrealistic) adverse effects that could arise from these risks individually and collectively and evaluated the achievability of the actions the Directors consider they would take to improve the position should the risks materialise. We also considered less predictable but realistic second order impacts, such as the impact of Brexit and the erosion of customer or supplier confidence, which could result in a rapid reduction of available financial resources.

Based on this work, we are required to report to you if:

- we have anything material to add or draw attention to in relation to the directors' statement in Note I to the financial statements on the use of the going concern basis of accounting with no material uncertainties that may cast significant doubt over the Group and Company's use of that basis for a period of at least twelve months from the date of approval of the financial statements; or
- the related statement under the Listing Rules set out on page 25 is materially inconsistent with our audit knowledge.

We have nothing to report in these respects, and we did not identify going concern as a key audit matter.

## 5 WE HAVE NOTHING TO REPORT ON THE OTHER INFORMATION IN THE ANNUAL REPORT

The directors are responsible for the other information presented in the Annual Report together with the financial statements. Our opinion on the financial statements does not cover the other information and, accordingly, we do not express an audit opinion or, except as explicitly stated below, any form of assurance conclusion thereon.

Our responsibility is to read the other information 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 other information.

### Strategic report and directors' report

Based solely on our work on the other information:

- 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.

#### Directors' remuneration report

In our opinion the part of the Directors' Remuneration Report to be audited has been properly prepared in accordance with the Companies Act 2006.

### Disclosures of principal risks and longer-term viability

Based on the knowledge we acquired during our financial statements audit, we have nothing material to add or draw attention to in relation to:

- the directors' confirmation within the viability statement on page 25 that they have carried out a robust assessment of the principal risks facing the Group, including those that would threaten its business model, future performance, solvency and liquidity;
- the Principal Risks and Uncertainties disclosures describing these risks and explaining how they are being managed and mitigated; and
- the directors' explanation in the Viability Statement of how they have assessed the
  prospects of the Group, over what period they have done so and why they considered
  that period to be appropriate, and their statement as to whether they have a reasonable
  expectation that the Group will be able to continue in operation and meet its liabilities
  as they fall due over the period of their assessment, including any related disclosures
  drawing attention to any necessary qualifications or assumptions.

Under the Listing Rules we are required to review the viability statement. We have nothing to report in this respect.

Our work is limited to assessing these matters in the context of only the knowledge acquired during our financial statements audit. As we cannot predict all future events or conditions and as subsequent events may result in outcomes that are inconsistent with judgments that were reasonable at the time they were made, the absence of anything to report on these statements is not a guarantee as to the Group's and Company's longer-term viability.

## Corporate governance disclosures

We are required to report to you if:

- we have identified material inconsistencies between the knowledge we acquired
  during our financial statements audit and the directors' statement that they consider
  that the annual report and financial statements taken as a whole is fair, balanced and
  understandable and provides the information necessary for shareholders to assess the
  Group's position and performance, business model and strategy; or
- the section of the annual report describing the work of the Audit Committee does not appropriately address matters communicated by us to the Audit Committee.

We are required to report to you if the Corporate Governance Statement does not properly disclose a departure from the eleven provisions of the UK Corporate Governance Code specified by the Listing Rules for our review.

We have nothing to report in these respects.

# 6 WE HAVE NOTHING TO REPORT ON THE OTHER 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 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 and the part of the Directors' Remuneration Report to be audited 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.

We have nothing to report in these respects.

### **7 RESPECTIVE RESPONSIBILITIES**

### Directors' responsibilities

As explained more fully in their statement set out on page 70, the directors are responsible for: the preparation of the financial statements including 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 Group and 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 they 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

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 other irregularities (see below), 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, other irregularities 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.

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

## Irregularities - ability to detect

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 the directors and other management (as required by auditing standards), and discussed with the directors and other management the policies and procedures regarding compliance with laws and regulations. We communicated identified laws and regulations throughout our team and remained alert to any indications of non-compliance throughout the audit. This included communication from the group to component audit teams of relevant laws and regulations identified at group level.

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

Firstly, the group is subject to laws and regulations that directly affect the financial statements including financial reporting legislation (including related companies legislation), distributable profits 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.

Secondly, the group is subject to many 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 fines or litigation or the loss of the group's licence to operate. We identified the following areas as those most likely to have such an effect: health and safety, anti-bribery, employment law, and certain aspects of company legislation recognising the financial nature of the group's activities and its legal form. Auditing standards limit the required audit procedures to identify non-compliance with these laws and regulations to enquiry of the directors and other management and inspection of regulatory and legal correspondence, if any. These limited procedures did not identify actual or suspected non-compliance.

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 (irregularities) 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. In addition, as with any audit, there remained a higher risk of non-detection of irregularities, as these may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal controls. We are not responsible for preventing non-compliance and cannot be expected to detect non-compliance with all laws and regulations.

## 8 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.

Lourens de Villiers
(Senior Statutory Auditor)
for and on behalf of KPMG LLP, Statutory Auditor
Chartered Accountants
15 Canada Square
London
E14 5GL
21 March 2019













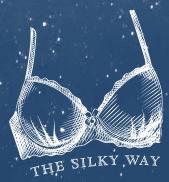














FLYING SAUCER



## **GROUP AND COMPANY PRIMARY FINANCIAL STATEMENTS**

## **GROUP INCOME STATEMENT**

| FOR THE 52 WEEKS ENDED 26 JANUARY 2019                   | IOTE | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 |
|--|------|--------------------------------------|--------------------------------------|
|  |      | £'000                                | £'000                                |
| Revenue  | 2    | 617,442                              | 591,670                              |
| Cost of sales  |      | (257,347)                            | (230,865)                            |
| GROSS PROFIT   |      | 360,095                              | 360,805                              |
| Distribution costs                                       |      | (249,760)                            | (236,529)                            |
| Distribution costs before exceptional items              |      | (240,479)                            | (231,996)                            |
| Exceptional items  | 3    | (9,281)                              | (4,533)                              |
| Administrative expenses                                  |      | (79,753)                             | (75,627)                             |
| Administrative expenses before exceptional items         |      | (76,926)                             | (75,484)                             |
| Exceptional items  | 3    | (2,827)                              | (143)                                |
| Licence income   |      | 22,112                               | 21,443                               |
| Other operating income                                   |      | 1,808                                | 635                                  |
| OPERATING PROFIT   |      | 54,502                               | 70,727                               |
| Finance income   | 4    | 280                                  | 802                                  |
| Finance expense  | 4    | (4,463)                              | (3,314)                              |
| Share of profit of jointly controlled entity, net of tax | 12   | 538                                  | 574                                  |
| PROFIT BEFORE TAX  | 3    | 50,857                               | 68,789                               |
| PROFIT BEFORE TAX AND EXCEPTIONAL ITEMS                  |      | 62,965                               | 73,465                               |
| Exceptional items  | 3    | (12,108)                             | (4,676)                              |
| Income tax expense                                       | 6    | (10,129)                             | (16,045)                             |
| Income tax expense before exceptional items              |      | (12,089)                             | (16,868)                             |
| Income tax relating to exceptional items                 |      | 1,960                                | 823                                  |
| PROFIT FOR THE PERIOD                                    |      | 40,728                               | 52,744                               |
| EARNINGS PER SHARE                                       |      |                                      |                                      |
| Basic  | 9    | 91.5p                                | 119.0p                               |
| Diluted  | 9    | 91.3p                                | 118.3p                               |

#### NOTES:

For the year ended 27 January 2018, exceptional items relating to impairment of retail assets of £4,533,000 have been reclassified from administrative expenses to distribution costs.

### GROUP STATEMENT OF COMPREHENSIVE INCOME

| FOR THE 52 WEEKS ENDED<br>26 JANUARY 2019                            | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 |
|--|--------------------------------------|--------------------------------------|
|  | £,000                                | £'000                                |
| PROFIT FOR THE PERIOD  | 40,728                               | 52,744                               |
| OTHER COMPREHENSIVE INCOME/(EXPENSE)                                 |                                      |                                      |
| ITEMS THAT MAY BE RECLASSIFIED TO THE INCOME STATEMENT               |                                      |                                      |
| Net effective portion of changes in fair value of cash flow hedges   | 2,665                                | (5,139)                              |
| Exchange differences on translation of foreign operations net of tax | 4,891                                | (7,926)                              |
| OTHER COMPREHENSIVE INCOME/(EXPENSE) FOR THE PERIOD                  | 7,556                                | (13,065)                             |
| TOTAL COMPREHENSIVE INCOME FOR THE PERIOD                            | 48,284                               | 39,679                               |

## **GROUP STATEMENT OF CHANGES IN EQUITY**

| FOR THE 52 WEEKS ENDED<br>26 JANUARY 2019                                     | NOTE | SHARE<br>CAPITAL | SHARE<br>PREMIUM | CASH FLOW<br>HEDGING<br>RESERVE | TRANSLATION<br>RESERVE | RETAINED<br>EARNINGS | TOTAL EQUITY ATTRIBUTABLE TO EQUITY SHAREHOLDERS OF THE PARENT |
|---|------|------------------|------------------|---------------------------------|------------------------|----------------------|--|
|   |      | £'000            | £'000            | £'000                           | £'000                  | £'000                | £'000  |
| BALANCE AT 27 JANUARY 2018  |      | 2,224            | 10,487           | (3,002)                         | (35)                   | 214,376              | 224,050  |
| COMPREHENSIVE INCOME FOR THE PERIOD   |      |                  |                  |                                 |                        |                      |  |
| Profit for the period   |      | -                | -                | -                               | -                      | 40,728               | 40,728   |
| Exchange differences on translation of foreign operations                     |      | -                | -                | -                               | 6,323                  | -                    | 6,323  |
| Current tax on foreign currency translation                                   |      | -                | -                | -                               | (1,432)                | -                    | (1,432)  |
| Effective portion of changes in fair value of cash flow hedges                |      | -                | -                | 3,335                           | -                      | -                    | 3,335  |
| Deferred tax associated with movement in hedging reserve                      |      | -                | -                | (670)                           | -                      | -                    | (670)  |
| TOTAL COMPREHENSIVE INCOME FOR THE PERIOD                                     |      | -                | -                | 2,665                           | 4,891                  | 40,728               | 48,284   |
| TRANSACTIONS WITH OWNERS RECORDED DIRECTLY IN EQUITY                          |      |                  |                  |                                 |                        |                      |  |
| Net change in fair value of cash flow hedges transferred to cost of inventory |      | -                | -                | 154                             | -                      | -                    | 154  |
| Increase in issued share capital  | 19   | 4                | 68               | -                               | -                      | -                    | 72   |
| Share-based payment charges   | 20   | -                | -                | -                               | -                      | 145                  | 145  |
| Movement on current and deferred tax on share-based payments                  | 6    |                  |                  |                                 |                        | (637)                | (637)  |
| Dividends paid  | 8    | -                |                  | =                               | -                      | (27,350)             | (27,350)   |
| TOTAL TRANSACTIONS WITH OWNERS  |      | 4                | 68               | 154                             | -                      | (27,842)             | (27,616)   |
| BALANCE AT 26 JANUARY 2019  |      | 2,228            | 10,555           | (183)                           | 4,856                  | 227,262              | 244,718  |

## GROUP STATEMENT OF CHANGES IN EQUITY

| FOR THE 52 WEEKS ENDED<br>27 JANUARY 2018                                     | NOTE | SHARE<br>CAPITAL | SHARE<br>PREMIUM | CASH FLOW<br>HEDGING<br>RESERVE | TRANSLATION<br>RESERVE | RETAINED<br>EARNINGS | TOTAL EQUITY ATTRIBUTABLE TO EQUITY SHAREHOLDERS OF THE PARENT |
|---|------|------------------|------------------|---------------------------------|------------------------|----------------------|--|
|   |      | £'000            | £'000            | £'000                           | £'000                  | £'000                | £'000  |
| BALANCE AT 28 JANUARY 2017  |      | 2,208            | 9,935            | 6,736                           | 7,891                  | 183,774              | 210,544  |
| COMPREHENSIVE INCOME<br>FOR THE PERIOD  |      |                  |                  |                                 |                        |                      |  |
| Profit for the period   |      | -                | -                | -                               | -                      | 52,744               | 52,744   |
| Exchange differences on translation of foreign operations                     |      | -                | -                | -                               | (9,889)                | -                    | (9,889)  |
| Current tax on foreign currency translation                                   |      | -                | -                | -                               | 1,963                  | -                    | 1,963  |
| Effective portion of changes in fair value of cash flow hedges                |      | -                | -                | (7,423)                         | -                      | -                    | (7,423)  |
| Deferred tax associated with movement in hedging reserve                      |      | -                | -                | 2,284                           | -                      | -                    | 2,284  |
| TOTAL COMPREHENSIVE INCOME<br>FOR THE PERIOD                                  |      | -                | -                | (5,139)                         | (7,926)                | 52,744               | 39,679   |
| TRANSACTIONS WITH OWNERS RECORDED DIRECTLY IN EQUITY                          |      |                  |                  |                                 |                        |                      |  |
| Net change in fair value of cash flow hedges transferred to cost of inventory |      | -                | -                | (4,599)                         | -                      | -                    | (4,599)  |
| Increase in issued share capital  | 19   | 16               | 552              | -                               | -                      | -                    | 568  |
| Share-based payment charges   | 20   | =                | -                | -                               | -                      | 1,876                | 1,876  |
| Movement on current and deferred tax on share-based payments                  | 6    |                  |                  |                                 |                        | 535                  | 535  |
| Dividends paid  | 8    | -                | -                | -                               | -                      | (24,553)             | (24,553)   |
| TOTAL TRANSACTIONS WITH OWNERS  |      | 16               | 552              | (4,599)                         | -                      | (22,142)             | (26,173)   |
| BALANCE AT 27 JANUARY 2018  |      | 2,224            | 10,487           | (3,002)                         | (35)                   | 214,376              | 224,050  |

## COMPANY STATEMENT OF CHANGES IN EQUITY

| FOR THE 52 WEEKS ENDED<br>26 JANUARY 2019                              | NOTES | SHARE<br>CAPITAL | SHARE<br>PREMIUM | OTHER<br>RESERVES | RETAINED<br>EARNINGS | TOTAL EQUITY |
|--|-------|------------------|------------------|-------------------|----------------------|--------------|
|  |       | £'000            | £'000            | £'000             | £'000                | £'000        |
| BALANCE AT 27 JANUARY 2018   |       | 2,224            | 10,487           | 22,371            | 45,883               | 80,965       |
| Profit for the period  | 7     | -                | -                | -                 | 26,298               | 26,298       |
| TRANSACTIONS WITH OWNERS RECORDED DIRECTLY IN EQUITY                   |       |                  |                  |                   |                      |              |
| Increase in issued share capital                                       | 19    | 4                | 68               | -                 | -                    | 72           |
| Share-based payment credit   | 20    | -                | -                | -                 | (40)                 | (40)         |
| Share-based payment charges for awards granted to subsidiary employees | 20    | -                | -                | 185               | -                    | 185          |
| Dividends paid   | 8     | -                | -                | -                 | (27,350)             | (27,350)     |
| TOTAL TRANSACTIONS WITH OWNERS   |       | 4                | 68               | 185               | (27,390)             | (27,133)     |
| BALANCE AT 26 JANUARY 2019   |       | 2,228            | 10,555           | 22,556            | 44,791               | 80,130       |

## **COMPANY STATEMENT OF CHANGES IN EQUITY**

| FOR THE 52 WEEKS ENDED<br>27 JANUARY 2018                              | NOTES | SHARE<br>CAPITAL | SHARE<br>PREMIUM | OTHER RESERVES | RETAINED EARNINGS | TOTAL EQUITY |
|--|-------|------------------|------------------|----------------|-------------------|--------------|
|  |       | £'000            | £'000            | £'000          | £'000             | £'000        |
| BALANCE AT 28 JANUARY 2017   |       | 2,208            | 9,935            | 20,680         | 44,426            | 77,249       |
| Profit for the period  |       | -                | -                | -              | 25,825            | 25,825       |
| TRANSACTIONS WITH OWNERS RECORDED DIRECTLY IN EQUITY                   |       |                  |                  |                |                   |              |
| Increase in issued share capital                                       | 19    | 16               | 552              | -              | -                 | 568          |
| Share-based payment charge   | 20    | -                | -                | -              | 185               | 185          |
| Share-based payment charges for awards granted to subsidiary employees | 20    | -                | -                | 1,691          | -                 | 1,691        |
| Dividends paid   | 8     | -                | -                | -              | (24,553)          | (24,553)     |
| TOTAL TRANSACTIONS WITH OWNERS   |       | 16               | 552              | 1,691          | (24,368)          | (22,109)     |
| BALANCE AT 27 JANUARY 2018   |       | 2,224            | 10,487           | 22,371         | 45,883            | 80,965       |

## **GROUP AND COMPANY BALANCE SHEET**

| AT 26 JANUARY 2019 NOTE  | GROUP<br>26 JANUARY<br>2019 | GROUP<br>27 JANUARY<br>2018 | COMPANY<br>26 JANUARY<br>2019 | COMPANY<br>27 JANUARY<br>2018 |
|--|-----------------------------|-----------------------------|-------------------------------|-------------------------------|
|  | £'000                       | £'000                       | £'000                         | £'000                         |
| Intangible assets 10   | 43,673                      | 34,373                      | -                             | -                             |
| Property, plant and equipment  | 131,865                     | 139,075                     | -                             | -                             |
| Investment in subsidiary 12  | -                           | -                           | 24,978                        | 24,793                        |
| Investment in equity accounted investee 12                             | 1,874                       | 1,893                       | -                             | -                             |
| Deferred tax assets 13   | 6,719                       | 4,114                       | -                             | -                             |
| Prepayments  | 773                         | 353                         | -                             | -                             |
| NON-CURRENT ASSETS   | 184,904                     | 179,808                     | 24,978                        | 24,793                        |
| Inventories 14   | 225,849                     | 187,227                     | -                             | -                             |
| Trade and other receivables 15   | 78,604                      | 64,273                      | 55,824                        | 55,232                        |
| Amount due from equity accounted investee 12                           | 263                         | 666                         | -                             | -                             |
| Derivative financial assets 16   | 316                         | 478                         | -                             | -                             |
| Cash and cash equivalents 17   | 14,654                      | 16,712                      | 99                            | 940                           |
| CURRENT ASSETS   | 319,686                     | 269,356                     | 55,923                        | 56,172                        |
| TOTAL ASSETS   | 504,590                     | 449,164                     | 80,900                        | 80,965                        |
| Trade and other payables 18  | (108,628)                   | (82,858)                    | (771)                         | -                             |
| Bank overdraft 17  | (91,496)                    | (76,043)                    | -                             | -                             |
| Term loan 22   | (4,000)                     | (5,500)                     | -                             | -                             |
| Income tax payable   | (7,141)                     | (8,522)                     | -                             | -                             |
| Derivative financial liabilities 16                                    | (689)                       | (3,918)                     | -                             | -                             |
| CURRENT LIABILITIES  | (211,954)                   | (176,841)                   | (771)                         | -                             |
| Deferred tax liabilities 13  | (4,918)                     | (1,273)                     | -                             | -                             |
| Term loan 22   | (43,000)                    | (47,000)                    | -                             | -                             |
| NON-CURRENT LIABILITIES  | (47,918)                    | (48,273)                    | -                             | -                             |
| TOTAL LIABILITIES  | (259,872)                   | (225,114)                   | (771)                         | -                             |
| NET ASSETS   | 244,718                     | 224,050                     | 80,130                        | 80,965                        |
| EQUITY   |                             |                             |                               |                               |
| Share capital 19   | 2,228                       | 2,224                       | 2,228                         | 2,224                         |
| Share premium 19   | 10,555                      | 10,487                      | 10,555                        | 10,487                        |
| Other reserves 19  | (183)                       | (3,002)                     | 22,556                        | 22,371                        |
| Translation reserve 19   | 4,856                       | (35)                        | _                             | -                             |
| Retained earnings 19   | 227,262                     | 214,376                     | 44,791                        | 45,883                        |
| TOTAL EQUITY ATTRIBUTABLE TO EQUITY SHAREHOLDERS OF THE PARENT COMPANY | 244,718                     | 224,050                     | 80,130                        | 80,965                        |
| TOTAL EQUITY   | 244,718                     | 224,050                     | 80,130                        | 80,965                        |

These financial statements were approved by the Board of Directors on 21 March 2019 and were signed on its behalf by:

## Lindsay Page

Director

Company number: 03393836

## GROUP AND COMPANY CASH FLOW STATEMENT

| FOR THE 52 WEEKS ENDED<br>26 JANUARY 2019  | GROUP<br>52 WEEKS<br>ENDED<br>26 JANUARY 2019 | GROUP<br>52 WEEKS<br>ENDED<br>27 JANUARY 2018 | COMPANY<br>52 WEEKS<br>ENDED<br>26 JANUARY 2019 | COMPANY<br>52 WEEKS<br>ENDED<br>27 JANUARY 2018 |
|--|---|---|---|---|
|  | £'000   | £'000   | £'000   | £'000   |
| CASH GENERATED FROM OPERATIONS   |   |   |   |   |
| Profit for the period  | 40,728  | 52,744  | 26,298  | 25,825  |
| Adjusted for:  |   |   |   |   |
| Income tax expense   | 10,129  | 16,045  | -   | -   |
| Depreciation and amortisation  | 25,266  | 23,238  | -   | -   |
| Impairments  | 8,717   | 4,533   | -   | -   |
| Loss on disposal of property, plant and equipment  | 53  | 166   | -   | -   |
| Share-based payments charge/(credit)   | 145   | 1,876   | (40)  | 185   |
| Net finance expense  | 4,183   | 2,512   | -   | -   |
| Net change in derivative financial assets and liabilities carried at fair value through profit or loss | (142)   | 1,517   | -   | -   |
| Share of profit in joint venture   | (538)   | (574)   | -   | -   |
| (Increase)/decrease in non-current prepayments   | (436)   | 63  | -   | -   |
| Increase in inventory  | (24,503)                                      | (34,067)                                      | -   | -   |
| Decrease/(increase) in trade and other receivables   | 1,122   | (6,779)                                       | (592)   | (3,299)   |
| Increase/(decrease) in trade and other payables  | 16,262  | 2,845   | 771   | (24)  |
| Decrease in provisions for liabilities and charges   | -   | (2,917)                                       | -   | -   |
| Interest paid  | (3,791)                                       | (3,341)                                       | -   | -   |
| Income taxes paid  | (13,963)                                      | (13,975)                                      | -   | -   |
| NET CASH GENERATED FROM OPERATING ACTIVITIES   | 63,232  | 43,886  | 26,437  | 22,687  |
| CASH FLOW FROM INVESTING ACTIVITIES  |   |   |   |   |
| Purchases of property, plant and equipment and intangibles   | (30,262)                                      | (36,562)                                      | -   | -   |
| Proceeds from sale of property, plant and equipment  |   | 115   |   | -   |
| Business acquisition (net of cash acquired)  | (18,695)                                      | -   | -   | -   |
| Dividends received from joint venture  | 557   | 578   | -   | -   |
| Interest received  | 133   | 61  |   | -   |
| NET CASH FROM INVESTING ACTIVITIES   | (48,267)                                      | (35,808)                                      | -   | -   |
| CASH FLOW FINANCING ACTIVITIES   |   |   |   |   |
| Repayment of term loan   | (5,500)                                       | (6,000)                                       | -   | -   |
| Dividends paid   | (27,350)                                      | (24,553)                                      | (27,350)  | (24,553)  |
| Proceeds from issue of shares  | 72  | 568   | 72  | 568   |
| NET CASH FROM FINANCING ACTIVITIES   | (32,778)                                      | (29,985)                                      | (27,278)  | (23,985)  |
| NET DECREASE IN CASH AND CASH EQUIVALENTS  | (17,813)                                      | (21,907)                                      | (841)   | (1,298)   |
| Net cash and cash equivalents at the beginning of the period   | (59,331)                                      | (36,673)                                      | 940   | 2,238   |
| Exchange rate movement   | 302   | (751)   | -   | -   |
| NET CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD   | (76,842)                                      | (59,331)                                      | 99  | 940   |
| Cash and cash equivalents at the end of the period   | 14,654  | 16,712  | 99  | 940   |
| Bank overdraft at the end of the period  | (91,496)                                      | (76,043)                                      | -   | -   |
| NET CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD   | (76,842)                                      | (59,331)                                      | 99  | 940   |



## **GEMINEYES**

Moving on its crater things. Ted's style has got everyone seeing stars:

### I) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies applied in the preparation of these consolidated and Company financial statements are set out below. These policies have been consistently applied to all the periods presented, unless otherwise stated.

#### A) BASIS OF PREPARATION

Both the consolidated and Company financial statements have been prepared and approved by the Directors in accordance with International Financial Reporting Standards as adopted by the EU ("Adopted IFRSs"). On publishing the parent company financial statements here together with the consolidated financial statements, the Company is taking advantage of the exemption in Section 408 of the Companies Act 2006 not to present its income statement and related notes that form a part of these approved financial statements.

The Group's business activities, together with the factors likely to affect its future development, performance and position are set out on pages 4–15. The financial position of the Group, its cash flows, liquidity position and borrowing facilities are described in the Chairman's Statement on pages 4–6. In addition, Note 22 to the financial statements includes the Group's objectives, policies and processes for managing its capital; its financial risk management objectives; details of its financial instruments and hedging activities; and its exposures to credit risk and liquidity risk.

As highlighted in Note 22 to the financial statements, the Group meets its day-to-day working capital requirements through a committed overdraft facility expiring in September 2020 which is a multi-currency revolving credit facility with the Royal Bank of Scotland, Barclays and HSBC. The facility will be used to the extent necessary to fund working capital and capital expenditure to support the Group's growth strategy.

The Group's forecasts and projections, taking into account reasonably possible changes in trading performance, show that the Group has sufficient financial resources. As a consequence the Directors have a reasonable expectation that the Company and the Group are well placed to manage their business risks and to continue in operational existence for the twelve months from the date of signing these financial statements, despite the current uncertain global economic outlook. Accordingly, the Directors continue to adopt the going concern basis in preparing the consolidated financial statements.

The consolidated and parent financial statements have been prepared under the historical cost convention, except for certain financial assets and financial liabilities (including derivative instruments), which are held at fair value and for certain other assets and liabilities recognised at fair value on business combinations. The consolidated and parent financial statements have been prepared in Pounds Sterling, which is the Company's presentation currency and are rounded to the nearest thousand Pounds Sterling.

The preparation of financial statements in conformity with Adopted IFRSs requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods. The Group's significant estimates relate to inventory valuation, impairment of assets and accounting for business combinations.

## REVISED AND AMENDED STANDARDS AND INTERPRETATIONS

No new standards, amendments or interpretations, effective for the first time for the period beginning on or after 27 January 2018 have had a material impact on the Group or Company.

IFRS 9, Financial Instruments, on classification and measurement (effective 28 January 2018) addresses the classification, measurement and recognition of financial assets and financial liabilities. It replaces the guidance in IAS 39 that relates to the classification and measurement of financial instruments. This has not had a material impact on the Group or Company.

IFRS 15, Revenue from Contracts with Customers (effective 28 January 2018), deals with revenue recognition and establishes principles for reporting useful information to users of financial statements about the nature, amount, timing and uncertainty of revenue and cash flows arising from an entity's contracts with customers. Revenue is recognised when a customer obtains control of a good or service and thus has the ability to direct the use and obtain the benefits from the good or service. This has not had a material impact on the Group or Company. As explained in e) on the next page, retail revenue is recognised when a Group entity sells a product to a customer. Wholesale revenue is recognised when title has passed in accordance with the individual terms of trade. Licence income receivable from licensees is accrued as earned on the basis of the terms of the relevant licence agreement, which is typically on the basis of a minimum payment spread over the licence period and a variable amount based on turnover. Accrued income is from licence income earned but not billed in the period. This new standard has not had a material impact on the Group or Company.

At the balance sheet date there are a number of new standards and amendments to existing standards in issue but not yet effective. None of these is expected to have a significant effect on the financial statements of the Group or Company, except the following, set out below:

IFRS 16, Leases, addresses the definition of a lease, recognition and measurement of leases and establishes principles for reporting useful information to users of financial statements about the leasing activities of both lessees and lessors. A key change arising from IFRS 16 is that most operating leases will be accounted for on balance sheet for lessees. The standard replaces IAS 17, Leases, and related interpretations. The standard is effective for annual periods beginning on or after 1 January 2019 and therefore will be adopted by the Group in the year ending 25 January 2020. See Note 26 for further information on the future impact of the adoption of this standard.

### **B) BASIS OF CONSOLIDATION**

The consolidated accounts include the accounts of the Company and its subsidiary undertakings made up to 26 January 2019. Unless otherwise stated, the acquisition method

of accounting has been adopted. Under this method, the results of subsidiary undertakings acquired or disposed of in the period are included in the consolidated financial statements from the date of acquisition or up to the date of disposal.

Inter-company transactions, balances and unrealised gains on transactions between Group companies are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

Subsidiaries are entities controlled by the Group. The Group controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. In assessing control, the Group takes into consideration potential voting rights that are currently exercisable. The acquisition date is the date on which control is transferred to the acquirer. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases. Losses applicable to the non-controlling interests in a subsidiary are allocated to the non-controlling interests even if doing so causes the non-controlling interests to have a deficit balance.

Jointly controlled entities are those entities over whose activities the Group has joint control, established by contractual agreement and requiring the venturers' unanimous consent for strategic financial and operating decisions. Jointly controlled entities are accounted for using the equity method (equity accounted investees) and are initially recognised at cost.

The consolidated financial statements include the Group's share of the total recognised income and expense and equity movements of equity accounted investees, from the date that significant influence or joint control commences until the date that significant influence or control ceases. When the Group's share of losses exceeds its interest in an equity accounted investee, the Group's carrying amount is reduced to £nil and recognition of further losses is discounted except to the extent that the Group has incurred legal or constructive obligations or made payments on behalf of an investee.

#### C) BUSINESS COMBINATIONS

Acquisitions are accounted for using the acquisition method of accounting. The cost of an acquisition is the aggregate of the fair values of the assets transferred, liabilities incurred or assumed, and equity instruments issued at the date of acquisition. The consideration transferred includes the fair value of the asset or liability resulting from a deferred or contingent consideration arrangement, unless that arrangement is dependent on continued employment of the beneficiaries. Costs directly relating to an acquisition are expensed to the income statement. The identified assets and liabilities and contingent liabilities are measured at their fair value at the date of acquisition. The excess of cost of acquisition over the aggregate fair value of the Group's share of the net identified assets plus identified intangible assets is recorded as goodwill.

#### D) FOREIGN CURRENCY

The consolidated financial statements are presented in Pounds Sterling, which is the Company's presentation currency.

Transactions in foreign currencies are translated to the respective functional

currencies of Group entities at the foreign exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are translated to functional currency at the foreign exchange rate ruling at that date. Foreign exchange differences arising on translation are recognised in the income statement. Non-monetary assets and liabilities denominated in foreign currencies that are stated at fair value are translated to functional currency at foreign exchange rates ruling at the dates the values were determined.

Exchange differences arising from a monetary item receivable from or payable to a foreign entity, the settlement of which is neither planned nor likely in the foreseeable future, are considered to form part of a net investment in a foreign operation and are recognised directly in equity in the translation reserve.

The assets and liabilities of foreign operations, including goodwill and fair value adjustments arising on consolidation, are translated to Sterling at foreign exchange rates ruling at the balance sheet date. The revenues and expenses of foreign operations are translated to Sterling at average foreign exchange rates ruling at the dates of the transactions. Foreign exchange differences arising on retranslation since the transition date are recognised directly in a separate component of equity. When a foreign operation is disposed of, in part or in full, the relevant amount in the foreign currency translation reserve is transferred to profit or loss.

### **E) REVENUE RECOGNITION**

Revenue represents amounts receivable for goods provided in the normal course of business, net of trade discounts, VAT and other sales related taxes. Retail revenue is recognised when a Group entity sells a product to a customer. Wholesale revenue is recognised when title has passed in accordance with the individual terms of trade. Licence income receivable from licensees is accrued as earned on the basis of the terms of the relevant licence agreement, which is typically on the basis of a minimum payment spread over the licence period and a variable amount based on turnover. Accrued income is from licence income earned but not billed in the period.

The Group sells retail products with the right of return and experience is used to estimate and provide for the value of such returns at the time of sale when considered significant. Credit notes or exchanges are available to customers returning unwanted products with proof of purchase within 28 days of the date of purchase. Cash refunds are available to customers returning unwanted products with proof of purchase within 14 days of the date of purchase.

Sales of gift vouchers are treated as future liabilities, and revenue is recognised when the gift vouchers are redeemed against a later transaction.

#### F) LEASES

Rentals under operating leases are charged as incurred, unless there are pre-determined rental increases in the lease, in which case they are recognised on a straight-line basis over the lease term. Leasehold incentives received are recognised as an integral part of total lease expense, over the term of the lease.

Certain rental expenses are determined on the basis of revenue achieved in specific retail locations and are accrued for on that basis. The Group engages in lease and concession arrangements that include fixed and variable elements, depending on the

terms of the underlying agreement. The Group has disclosed in Note 3 the amounts charged in the period, and in Note 21 sets out the firm commitments for future periods.

#### **G) PENSION COSTS**

Contributions payable to defined contribution schemes in respect of pension costs and other post retirement benefits are charged to the consolidated income statement in the period to which they relate. Differences between contributions payable in the period and contributions actually paid are shown as either accruals or prepayments in the balance sheet.

### H) SHARE-BASED PAYMENTS

The Group operates an equity-settled share-based compensation plan.

#### SHARE OPTIONS AND CONDITIONAL SHARE AWARDS

Share options granted under the Sharesave scheme and the Ted Baker PLC Long-Term Incentive Plan are measured at fair value at the date of grant using the Black-Scholes and Monte-Carlo pricing models respectively. The pricing models take into account the terms and conditions of the options/awards vesting. The grant date fair value is expensed on a straight-line basis over the vesting period (i.e. the period in which the employees become unconditionally entitled to share options/awards) based on an estimate of shares that will eventually vest.

Where the Company grants options over its own shares to the employees of its subsidiaries, it recognises, in its individual financial statements, an increase in the cost of investment in its subsidiaries equivalent to the equity-settled share-based payment charge recognised in its consolidated financial statements with the corresponding credit being recognised directly in equity.

### I) DERIVATIVES

The Group holds derivative financial instruments to hedge its foreign currency and interest rate exposures. Derivatives are recognised initially at fair value. Subsequent to initial recognition, derivatives are measured at fair value, and changes therein are accounted for as described below.

#### **CASH FLOW HEDGES**

Changes in the fair value of foreign currency and interest rate derivatives which are designated as effective hedges of future cash flows are recognised in equity in the cash flow hedging reserve and remain there until the forecast transaction occurs. When the hedged item is a non-financial asset, the amount recognised in equity is transferred to the carrying amount of the asset when it is recognised. In other cases the amount recognised in other comprehensive income is transferred to the income statement in the same period that the hedged item affects the income statement.

If the hedging instrument no longer meets the criteria for hedge accounting, expires or is sold, terminated or exercised, then hedge accounting is discontinued prospectively. The cumulative gain or loss previously recognised in other comprehensive income remains there until the forecast transaction occurs.

Changes in the fair value of foreign currency derivatives which are ineffective or do

not meet the criteria for hedge accounting are recognised in the income statement.

The Group does not hold any fair value hedging instruments.

### J) TAXATION

Corporation tax payable is recognised on taxable profits using tax rates enacted or substantively enacted at the balance sheet date. Deferred tax is recognised in full, using the balance sheet liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. However, if the deferred tax arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss, it is not accounted for. Deferred tax is determined using tax rates (and laws) that have been enacted or substantively enacted by the balance sheet date and are expected to apply when the related deferred tax asset is realised or the deferred tax liability is settled.

Deferred tax is not recognised for temporary differences relating to investments in subsidiaries to the extent they will not reverse in the foreseeable future.

Deferred tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

Income tax is recognised in the income statement except to the extent that it relates to items recognised directly in equity, in which case it is recognised in equity. Income tax comprises current and deferred tax.

#### K) DIVIDEND DISTRIBUTION

Dividend distribution to the Company's shareholders is recognised as a liability in the Group and Company financial statements in the period in which it is declared.

#### L) INTANGIBLE ASSETS

Intangible assets that are acquired by the Group are stated at cost less accumulated amortisation and impairment losses. Assets acquired as part of a business combination are recognised at fair value.

Expenditure on development activities is capitalised if the product is technically and commercially feasible and the Group intends and has the technical ability and sufficient resources to complete development, future economic benefits are probable and if the Group can measure reliably the expenditure attributable to the intangible asset during its development. Development activities involve a plan or design for the production of new or substantially improved products or processes. The expenditure capitalised includes direct labour and an appropriate proportion of overheads. Capitalised development expenditure is stated at cost less accumulated amortisation and less accumulated impairment losses.

Amortisation is charged to the income statement on a straight-line basis over the estimated useful lives of intangible assets. Key money is not amortised but systematically tested for impairment at each balance sheet date as the Directors are of the opinion the residual value of the asset is in excess of the carrying value. Other intangible assets are amortised from the date they are available for use. The useful life over which the reacquired right is amortised in the post combination period is based on the remaining contractual term of two years, without considering any contractual renewals.

#### The estimated useful lives are as follows:

| Key money:                           | No amortisation charged.   |
|--------------------------------------|--|
| Computer software:                   | Three to ten years.  |
| Computer software under development: | Assets under development are stated at cost less transfers to completed assets when substantially all of the activities necessary for the asset to be ready for use have occurred. |
| Reacquired right:                    | Two years.   |

### M) PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment are stated at cost less accumulated depreciation and impairment losses.

Depreciation is provided on property, plant and equipment at rates calculated to write off the cost, less estimated residual value, of each asset on the following bases:

| Freehold land:                           | Not depreciated.   |
|--|--|
| Freehold buildings:                      | Straight line over 50 years.   |
| Leasehold improvements:                  | Straight line over the shorter of the period of the unexpired term of the lease or the useful economic life of the improvement.  |
| Fixtures, fittings and office equipment: | 20% to 25% per annum on a straight-line basis apart from computer equipment, which is 33% per annum on a straight-line basis or over the expected useful economic life of the asset.           |
| Motor vehicles:                          | 25% per annum on a straight-line basis over the expected useful economic life of the asset.  |
| Assets under construction:               | Assets in the course of construction are stated at cost less transfers to completed assets when substantially all of the activities necessary for the asset to be ready for use have occurred. |

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance sheet date. An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposals are determined by comparing the disposal proceeds with the carrying amount and are included in the income statement.

## N) IMPAIRMENT OF PROPERTY, PLANT AND EQUIPMENT AND INTANGIBLE ASSETS

Assets that are subject to depreciation or amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its estimated recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. Recoverable amounts for cash-generating units are based on value in use, which is calculated from cash flow projections using data from the Group's latest internal forecasts, the results of which are reviewed by the Board.

The key assumptions for the value in use calculations are those regarding discount rates, growth rates and expected changes in margins. Management use a pre-tax discount rate derived from the Group's adjusted weighted average cost of capital. Internal forecasts reflect the current market assessment and risks specific to the cash-generating units. Changes in selling prices and direct costs are based on past experience and expectations of future changes in the market.

Impairment losses are recognised in the income statement. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units). Where an impairment loss subsequently reverses, the carrying amount of the asset is increased to the revised estimate of the recoverable amount, but so that the increased carrying value does not exceed the carrying value that would have been determined if no impairment loss had been recognised for the asset in prior years. A reversal of an impairment loss is recognised in income immediately.

#### O) INVESTMENTS

Investments in subsidiaries by the Company are shown at cost less accumulated impairment losses which are recognised in the income statement.

### P) INVENTORIES

Inventories and work in progress are stated at the lower of cost and net realisable value or fair value if acquired as part of a business combination. Cost includes materials, direct labour and inward transportation costs. Net realisable value is based on estimated selling price, less further costs expected to be incurred to completion and disposal. Provision is made for obsolete, slow moving or defective items where appropriate.

#### Q) CASH AND CASH EQUIVALENTS

Cash and cash equivalents comprises cash balances and money market deposits. Bank overdrafts that are repayable on demand and form an integral part of the Group's cash management are included as a component of cash and cash equivalents for the purpose of the statement of cash flows.

### R) INTEREST-BEARING BORROWINGS

Interest-bearing borrowings are recognised initially at fair value less attributable transaction costs. Subsequent to initial recognition, interest-bearing borrowings are stated at amortised cost with any difference between cost and redemption value being recognised in the income statement over the period of the borrowings on an effective interest basis.

#### S) FINANCE INCOME AND EXPENSES

Net financing costs comprise interest payable on borrowings calculated using the effective interest rate method, interest receivable on funds invested, dividend income, foreign exchange gains and losses, and gains and losses on hedging instruments that are recognised in the income statement.

Interest income is recognised in the income statement as it accrues, using the effective interest method. Dividend income is recognised in the income statement on the date the entity's right to receive payments is established which in the case of quoted securities is usually the ex-dividend date.

### T) SEGMENT REPORTING

A segment is a component of the Group that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the Group's other components. All operating segments' operating results are reviewed regularly by the Group's Board to make decisions about resources to be allocated to a segment and assess its performance, and for which discrete financial information is available (see Note 2).

## **U) FINANCIAL GUARANTEE CONTRACTS**

Where the Company enters into financial guarantee contracts to guarantee the indebtedness of other companies within its group, the Company considers these to be insurance arrangements, and accounts for them as such. In this respect, the Company treats the guarantee contract as a contingent liability until such time as it becomes probable that the Company will be required to make a payment under the guarantee.

#### V) SHARE CAPITAL

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds.

#### W) ACCOUNTING ESTIMATES AND JUDGEMENTS

The preparation of the consolidated Group and Company financial statements requires the Group to make estimates and assumptions that affect the application of policies and reported amounts. Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Actual results may differ from these estimates. The significant judgements applied in the preparation of the consolidated financial statements, along with estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are discussed below.

#### SOURCES OF ESTIMATION UNCERTAINTY

### **IMPAIRMENT**

Where there are indicators of impairment, management performs an impairment test. Recoverable amounts for cash-generating units are the higher of fair value less costs of disposal, and value in use. Value in use is calculated from cash flow projections based

on the Group's internal plans. The forecasts are extrapolated beyond these plans based on management's expectations and long-term growth rates. Such estimates are subject to change as a result of changing economic conditions and actual cash flows may differ from forecasts.

#### **INVENTORIES**

The Directors have used their knowledge and experience of the fashion industry in determining the level and rates of provisioning required to calculate the appropriate inventory carrying values. Inventory is carried in the financial statements at the lower of cost and net realisable value. Sales in the fashion industry can be extremely volatile with consumer demand changing significantly based on current trends. As a result there is a risk that the cost of inventory exceeds its net realisable value. Management calculates the inventory provision on the basis of the ageing profile of what is in stock. Adjustments are made where appropriate based on Directors' knowledge and experience to calculate the appropriate inventory carrying values.

#### **BUSINESS COMBINATIONS**

The recognition of business combinations requires the excess of the purchase price of acquisitions over the net book value of assets acquired to be allocated to the assets and liabilities of the acquired entity. The Group has made estimates in relation to the fair value allocation of the purchase price and consulted professional advisers to support these estimates where relevant.

## JUDGEMENTS MADE IN APPLYING ACCOUNTING POLICIES

### **EXCEPTIONAL ITEMS**

The Group separately reports exceptional items within their relevant income statement line as it believes this helps provide a better indication of the underlying performance of the Group. Judgement is required in determining whether an item should be classified as an exceptional item or included within underlying results. This assessment covers the nature of the item, cause of occurrence and the scale of the impact of that item on reported performance. Reversals of previous exceptional items are assessed based on the same criteria. Further detail is provided below.

### Y) NON-GAAP PERFORMANCE MEASURES

Exceptional items are added back/deducted to derive certain non-GAAP measures as follows:

- profit attributable to the owners of the Company, to arrive at adjusted earnings per share (after the tax effect of exceptional items); and
- profit before tax, to arrive at profit before tax and exceptional items.

Exceptional items are those items which, in the opinion of the Directors, should be excluded in order to provide a consistent and comparable view of the underlying performance of the Group's ongoing business. Generally, exceptional items include those items that do not occur often and are material.

We believe the non-GAAP performance measures presented along with comparable GAAP measurements is useful to provide information with which to measure our performance, and our ability to invest in new opportunities. Management uses these measures with the most directly comparable GAAP financial measures in evaluating our operating performance and value creation. Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information presented in compliance with GAAP. The requirements for identifying exceptional items are on a consistent basis each period and presented consistently, and a reconciliation of profit before tax and exceptional items to profit before tax is included in Note 3 to the financial statements.

#### Exceptional items in the period included:

- provision for debtor balances owed by House of Fraser which are not expected to
  be recovered following its entry into administration. The Directors judge this to be
  exceptional as the Group does not frequently experience bad debts of this quantum;
- costs incurred directly in relation to business combinations including advisory costs and one-off integration costs. The Directors judge this to be exceptional due to the infrequent occurrence of such business combinations;
- costs incurred in relation to the investigation into the allegations of misconduct of the former Chief Executive Officer and the Group's policies, procedures and handling of HR-related complaints. The Directors judge this to be exceptional due to the quantum and nature of the costs; and
- the impairment of assets in retail stores in various territories across the Group. The
  Directors judge this to be exceptional as the Group does not frequently impair assets
  of this quantum.

#### Exceptional items in the prior period included:

- the impairment of assets in retail stores in various territories across the Group. The
  Directors judge this to be exceptional as the Group does not frequently impair assets
  of this quantum;
- restructuring costs incurred in aligning internal structures to the Group's strategic aims. The Directors judge this to be exceptional due to the infrequent occurrence of such costs; and
- the release of the provision for the Group's legacy warehouses following assignment
  of the leases. The Directors judge this to be exceptional as the initial recognition of the
  cost of provision was treated as exceptional.

The Directors judge that the profit before tax and exceptional items and adjusted earnings per share measures provide useful information for shareholders on the underlying performance of the business. These measures are also consistent with how underlying business performance is measured internally.

The profit before tax and exceptional items and adjusted earnings per share are not recognised measures under IFRS and may not be directly comparable with adjusted profit and earnings per share measures used by other companies.

Constant currency comparatives are obtained by applying the exchange rates that were applicable for the 52 weeks ended 27 January 2018 to the financial results in overseas subsidiaries for the 52 weeks ended 26 January 2019 to remove the impact of exchange rate fluctuations.

#### 2. SEGMENT INFORMATION

The Group has three reportable segments: retail, wholesale and licensing. For each of the three segments, the Executive Committee reviews internal management reports on a four weekly basis.

The accounting policies of the reportable segments are the same as described in Note I on pages 85–90. Information regarding the results of each reportable segment is included below. Performance for the retail segment is measured based on operating contribution, whereas performance of the wholesale segment is measured based on gross profit and performance of the licensing segment is measured based on royalty income, as included in the internal management reports that are reviewed by the Board.

Segment results before exceptional items are used to measure performance as management believes that such information is the most relevant in evaluating the performance of certain segments relative to other entities that operate within these industries. Inter-segment pricing is determined on an arm's length basis.



## JEWELIUS MAJOR

No ordinary rock: on a clear evening, look up to the night sky to see Ted's diamond in the cuff.

## 2. SEGMENT INFORMATION CONTINUED A) SEGMENT REVENUE AND SEGMENT RESULT

| 52 WEEKS ENDED 26 JANUARY 2019                           | RETAIL    | WHOLESALE | LICENSING | TOTAL     |
|--|-----------|-----------|-----------|-----------|
|  | £'000     | £'000     | £'000     | £'000     |
| Revenue  | 460,990   | 156,452   | -         | 617,442   |
| Cost of sales  | (169,924) | (87,423)  | -         | (257,347  |
| GROSS PROFIT   | 291,066   | 69,029    |           | 360,095   |
| Operating costs  | (231,885) | -         | -         | (231,885  |
| OPERATING CONTRIBUTION                                   | 59,181    | 69,029    | -         | 128,210   |
| Licence income   | -         | -         | 22,112    | 22,112    |
| SEGMENT RESULT   | 59,181    | 69,029    | 22,112    | 150,322   |
| RECONCILIATION OF SEGMENT RESULT TO PROFIT BEFORE TAX    |           |           |           |           |
| Segment result   | 59,181    | 69,029    | 22,112    | 150,322   |
| Other operating costs                                    | -         | -         | -         | (85,520)  |
| Exceptional items  | -         | -         | -         | (12,108)  |
| Other operating income                                   | -         | -         | -         | 1,808     |
| OPERATING PROFIT   | -         | -         | -         | 54,502    |
| Finance income   | -         | -         | -         | 280       |
| Finance expense  | -         | -         | -         | (4,463)   |
| Share of profit of jointly controlled entity, net of tax | -         | -         | -         | 538       |
| PROFIT BEFORE TAX  | -         | -         | -         | 50,857    |
| Capital expenditure                                      | 16,799    | 351       | -         | 17,150    |
| Unallocated capital expenditure                          | -         | -         | -         | 13,333    |
| Reacquired right (see Note 24)                           | -         | -         | -         | 3,781     |
| TOTAL CAPITAL EXPENDITURE                                | -         | -         | -         | 34,264    |
| Depreciation and amortisation                            | 16,565    | 494       | -         | 17,059    |
| Unallocated depreciation and amortisation                | -         | -         | -         | 8,207     |
| TOTAL DEPRECIATION AND AMORTISATION                      | -         | -         | -         | 25,266    |
| Segment assets   | 270,375   | 108,169   | -         | 378,544   |
| Deferred tax assets                                      | -         | -         | -         | 6,719     |
| Derivative financial assets                              | -         | -         | -         | 316       |
| Intangible assets – head office                          | -         | -         | -         | 39,037    |
| Property, plant and equipment – head office              | -         | -         | -         | 77,064    |
| Other assets   | -         | -         | -         | 2,910     |
| TOTAL ASSETS   | -         | -         | -         | 504,590   |
| Segment liabilities                                      | (149,414) | (50,710)  | -         | (200,124) |
| Income tax payable                                       | -         | -         | -         | (7,141)   |
| Term loan  | -         | -         | -         | (47,000   |
| Other liabilities  | -         | -         | -         | (5,607    |
| TOTAL LIABILITIES  |           |           |           | (259,872) |
| NET ASSETS   |           |           |           | 244,718   |

Wholesale sales are shown after the elimination of inter-company sales of £86,331,786 (2018:£113,081,488).

## 2. SEGMENT INFORMATION CONTINUED A) SEGMENT REVENUE AND SEGMENT RESULT CONTINUED

| 52 WEEKS ENDED 27 JANUARY 2018                           | RETAIL    | WHOLESALE | LICENSING | TOTAL     |
|--|-----------|-----------|-----------|-----------|
|  | £'000     | £'000     | £'000     | £'000     |
| Revenue  | 442,451   | 149,219   | -         | 591,670   |
| Cost of sales  | (146,230) | (84,635)  | -         | (230,865) |
| GROSS PROFIT   | 296,221   | 64,584    |           | 360,805   |
| Operating costs  | (225,224) | -         | -         | (225,224) |
| OPERATING CONTRIBUTION                                   | 70,997    | 64,584    | =         | 135,581   |
| Licence income   | -         | -         | 21,443    | 21,443    |
| SEGMENT RESULT   | 70,997    | 64,584    | 21,443    | 157,024   |
| RECONCILIATION OF SEGMENT RESULT TO PROFIT BEFORE TAX    |           |           |           |           |
| Segment result   | 70,997    | 64,584    | 21,443    | 157,024   |
| Other operating costs                                    | -         | -         | -         | (82,256)  |
| Exceptional items  | -         | -         | -         | (4,676)   |
| Other operating income                                   | -         | -         | -         | 635       |
| OPERATING PROFIT   | -         | -         | -         | 70,727    |
| Finance income   | -         | -         | -         | 802       |
| Finance expense  | -         | -         | -         | (3,314)   |
| Share of profit of jointly controlled entity, net of tax | -         | -         | -         | 574       |
| PROFIT BEFORE TAX  | -         | -         | -         | 68,789    |
| Capital expenditure                                      | 21,621    | 396       | -         | 22,017    |
| Unallocated capital expenditure                          | -         | -         | <u>-</u>  | 14,821    |
| TOTAL CAPITAL EXPENDITURE                                | -         | -         | -         | 36,838    |
| Depreciation and amortisation                            | 16,386    | 455       | -         | 16,841    |
| Unallocated depreciation and amortisation                | -         | -         | -         | 6,397     |
| TOTAL DEPRECIATION AND AMORTISATION                      | -         | -         | -         | 23,238    |
| Segment assets   | 241,427   | 92,343    | -         | 333,770   |
| Deferred tax assets                                      | -         | -         | -         | 4,114     |
| Derivative financial assets                              | -         | -         | -         | 478       |
| Intangible assets – head office                          | -         | -         | -         | 28,611    |
| Property, plant and equipment – head office              | -         | -         | -         | 79,279    |
| Other assets   | -         | -         | -         | 2,912     |
| TOTAL ASSETS   | -         | -         | -         | 449,164   |
| Segment liabilities                                      | (117,940) | (40,961)  | -         | (158,901) |
| Income tax payable                                       | -         | -         | -         | (8,522)   |
| Provisions for liabilities and charges                   | -         | -         | -         | -         |
| Term loan  | -         | -         | -         | (52,500)  |
| Other liabilities  | -         | -         | -         | (5,191)   |
| TOTAL LIABILITIES  | -         | -         | -         | (225,114) |
| NET ASSETS   |           |           | -         | 224,050   |

### 2. SEGMENT INFORMATION CONTINUED

## B) GEOGRAPHICAL INFORMATION

|                                | UK      | USA     | REST OF WORLD | TOTAL   |
|--------------------------------|---------|---------|---------------|---------|
| 52 WEEKS ENDED 26 JANUARY 2019 | £'000   | £'000   | £'000         | £'000   |
| Revenue                        | 350,620 | 182,434 | 84,388        | 617,442 |
| Non-current assets*            | 130,031 | 32,150  | 16,004        | 178,185 |
|                                |         |         |               |         |
| 52 WEEKS ENDED 27 JANUARY 2018 |         |         |               |         |
| Revenue                        | 336,056 | 153,603 | 102,011       | 591,670 |
| Non-current assets*            | 127,429 | 26,795  | 21,470        | 175,694 |

<sup>\*</sup>Non-current assets exclude deferred tax assets.

## C) REVENUE BY COLLECTION

|            | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 |
|------------|--------------------------------------|--------------------------------------|
|            | £'000                                | £'000                                |
| Menswear   | 235,245                              | 249,685                              |
| Womenswear | 382,197                              | 341,985                              |
|            | 617,442                              | 591,670                              |

### 3. PROFIT BEFORE TAX

| Profit before tax is stated after charging:                                      | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 |
|--|--------------------------------------|--------------------------------------|
|  | £'000                                | £'000                                |
| Depreciation and amortisation  | 25,266                               | 23,238                               |
| Exceptional items  | 12,108                               | 4,676                                |
| LEASEHOLD PROPERTIES:  |                                      |                                      |
| Fixed lease payments*  | 41,590                               | 41,238                               |
| Variable rental payments*  | 2,626                                | 3,725                                |
| CONCESSIONS:   |                                      |                                      |
| Fixed lease payments*  | 11,791                               | 18,177                               |
| Variable rental and commission payments*   | 40,164                               | 34,866                               |
| Loss on sale of property, plant and equipment and intangibles                    | 53                                   | 166                                  |
| AUDITORS' REMUNERATION:  |                                      |                                      |
| Audit of these financial statements  | 12                                   | 12                                   |
| Amounts receivable by the Company's auditors and their associates in respect of: |                                      |                                      |
| Audit of financial statements of subsidiaries of the Company                     | 396                                  | 348                                  |
| Interim financial statements review  | 17                                   | 17                                   |
| Other assurance services   | 20                                   | 20                                   |

<sup>\*</sup> Disclosed above are the costs charged in the period relating to leasehold properties and concession arrangements. These are either fixed in nature or variable based on revenue levels for a particular store or concession, where relevant, including e-commerce sales with concession partners.

### RECONCILIATION OF PROFIT BEFORE TAX TO PROFIT BEFORE TAX AND EXCEPTIONAL ITEMS

|   | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 |
|---|--------------------------------------|--------------------------------------|
|   | £'000                                | £'000                                |
| PROFIT BEFORE TAX   | 50,857                               | 68,789                               |
| Distribution costs:   |                                      |                                      |
| Provision for specific trade and other receivables              | 557                                  | -                                    |
| Impairment of retail assets                                     | 8,717                                | 4,533                                |
| Administrative expenses:  |                                      |                                      |
| Acquisition costs   | 1,740                                | -                                    |
| External investigation costs                                    | 1,094                                | -                                    |
| Restructuring costs   | -                                    | 1,251                                |
| Movement in provisions related to the Group's legacy warehouses | -                                    | (1,108)                              |
| EXCEPTIONAL ITEMS   | 12,108                               | 4,676                                |
| PROFIT BEFORE TAX AND EXCEPTIONAL ITEMS                         | 62,965                               | 12,108                               |

For the year ended 27 January 2018, exceptional items relating to impairment of retail assets of £4,533,000 have been reclassified from administrative expenses to distribution costs.

## 4. FINANCE INCOME AND EXPENSES

|                           | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 |
|---------------------------|--------------------------------------|--------------------------------------|
|                           | £'000                                | €'000                                |
| FINANCE INCOME            |                                      |                                      |
| - Interest receivable     | 133                                  | 61                                   |
| - Foreign exchange gains  | 147                                  | 741                                  |
|                           | 280                                  | 802                                  |
| FINANCE EXPENSES          |                                      |                                      |
| - Interest payable        | (3,777)                              | (3,301)                              |
| - Foreign exchange losses | (686)                                | (13)                                 |
|                           | (4,463)                              | (3,314)                              |

#### 5. STAFF NUMBERS AND COSTS

The average number of employees (including Executive Directors) was:

|   | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 |
|---|--------------------------------------|--------------------------------------|
|   | No.                                  | No.                                  |
| Sales                                   | 2,894                                | 2,677                                |
| Design                                  | 79                                   | 92                                   |
| Administration                          | 743                                  | 693                                  |
|   | 3,716                                | 3,462                                |
| Their aggregate remuneration comprised: | £'000                                | £'000                                |
| Wages and salaries                      | 85,103                               | 82,217                               |
| Share-based payment charges             | 145                                  | 1,876                                |
| Social security costs                   | 9,237                                | 8,579                                |
| Pension costs                           | 1,798                                | 1,648                                |
|   | 96,283                               | 94,320                               |

The figures stated above are Group staff costs and as such include the costs for Ray Kelvin, who was the only salaried employee of the parent company for both periods. Further details of his remuneration may be found in the Directors' Remuneration Report on pages 46–65.

#### **DIRECTORS' REMUNERATION**

|  | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 |
|--|--------------------------------------|--------------------------------------|
|  | £'000                                | £'000                                |
| Executive Directors' remuneration  | 946                                  | 921                                  |
| Non-Executive Directors' remuneration                                      | 289                                  | 281                                  |
| Amounts received by Executive Directors under long-term incentive schemes  | -                                    | 2,587                                |
| Company contributions to Executive Directors' money purchase pension plans | 55                                   | 54                                   |

The aggregate of remuneration and amounts receivable under long-term incentive schemes of the highest paid Director was £481,000 (2018: £2,191,000). In the period ended 26 January 2019, no amounts are disclosed as received under long-term incentive schemes as no options were exercised by Ray Kelvin or Lindsay Page under the 2013 LTIP. In the period ended 27 January 2018, amounts received under long-term incentive schemes related to the exercise of options due to Ray Kelvin under Award I of the 2013 LTIP and Ray Kelvin and Lindsay Page under Award 2 of the 2013 LTIP. Further details can be found in the Directors' Remuneration Report.

No amounts in relation to pension contributions to a money purchase scheme were made on behalf of Ray Kelvin during the 52 weeks ended 26 January 2019 or the 52 weeks ended 27 January 2018. Amounts in relation to pension contributions to a money purchase scheme were made on behalf of Lindsay Page during the period totalling £55,000 (2018: £53,922).

|  | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 27 JANUARY |
|--|--------------------------------------|------------|
| Retirement benefits are accruing to the following number of Directors under money purchase schemes | 1                                    | 1          |

## 6. INCOME TAX EXPENSE

## A) THE TAX CHARGE COMPRISES:

|                                     | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 |
|-------------------------------------|--------------------------------------|--------------------------------------|
| Current tax                         |                                      |                                      |
| United Kingdom corporation tax      | 11,571                               | 12,190                               |
| Overseas tax                        | 4,361                                | 5,499                                |
| Deferred tax                        |                                      |                                      |
| United Kingdom corporation tax      | 175                                  | 827                                  |
| Overseas tax                        | (3,065)                              | (1,833)                              |
| PRIOR PERIOD (OVER)/UNDER PROVISION |                                      |                                      |
| Current tax                         | (4,378)                              | (2,403)                              |
| Deferred tax                        | 1,465                                | 1,765                                |
|                                     | 10,129                               | 16,045                               |

The movements in prior year current and deferred tax provisions are largely due to the filing of amended tax returns in the US and the release of prior year over provisions in both the UK and the US (2018: movements largely due as a result of claiming interest deductions in US tax returns previously not taken).

## B) CURRENT DEFERRED TAX MOVEMENT BY TYPE

|                               | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 |
|-------------------------------|--------------------------------------|--------------------------------------|
|                               | £'000                                | £'000                                |
| Property, plant and equipment | 1,693                                | (388)                                |
| Share-based payments          | (389)                                | (174)                                |
| Overseas losses               | 114                                  | 757                                  |
| Inventory                     | 469                                  | 475                                  |
| Other                         | 1,003                                | 336                                  |
| Total deferred tax credit     | 2,890                                | 1,006                                |

## 6. INCOME TAX EXPENSE CONTINUED C) FACTORS AFFECTING THE TAX CHARGE FOR THE PERIOD

The tax assessed for the period is higher than the tax calculated at domestic rates applicable to profits in the respective countries. The differences are explained below.

|  | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 |
|--|--------------------------------------|--------------------------------------|
|  | £'000                                | £'000                                |
| Profit multiplied by the standard rate in the UK of 19.00% (2018: standard rate in the UK of 19.16%) | 9,663                                | 13,180                               |
| Income not taxable/expenses not deductible for tax purposes  | 648                                  | 771                                  |
| Overseas losses not recognised   | 2,932                                | 1,334                                |
| Movement in current and deferred tax on share awards and options                                     | 178                                  | 103                                  |
| Prior period over provision  | (2,913)                              | (638)                                |
| Effect of rate change on corporation tax   | (350)                                | -                                    |
| Difference due to overseas tax rates   | (29)                                 | 1,295                                |
| TOTAL INCOME TAX EXPENSE   | 10,129                               | 16,045                               |

## D) DEFERRED AND CURRENT TAX RECOGNISED DIRECTLY IN EQUITY

|  | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 |
|--|--------------------------------------|--------------------------------------|
|  | £'000                                | £'000                                |
| Current tax credit on share awards and options                                     | (176)                                | (1,058)                              |
| Deferred tax charge on share awards and options                                    | 813                                  | 523                                  |
| Deferred tax charge/(credit) associated with movement in hedging reserve           | 670                                  | (2,284)                              |
| Current tax charge/(credit) associated with foreign exchange movements in reserves | 1,432                                | (1,963)                              |
|  | 2,739                                | (4,782)                              |

There was a reduction in the UK corporation tax rate to 19% from 1 April 2017 and there will be a further reduction to 17% from 1 April 2020. There was a reduction in the US federal corporate income tax rate to 21% from 1 January 2018.

As the deferred tax assets and liabilities should be recognised based on the corporation tax rate at which they are anticipated to unwind, the assets and liabilities on UK operations have been largely recognised at a rate of 17% (2018:19%). Assets and liabilities arising on foreign operations have been recognised at the applicable overseas tax rates.

#### 7. PROFIT ATTRIBUTABLE TO TED BAKER PLC

The profit after tax for the 52 weeks ended 26 January 2019 of Ted Baker Plc, the parent company, was £26,298,000 (2018: £25,825,000). This included exceptional costs of £1,094,000 (2018: £nil) relating to the ongoing external investigation into the allegations of misconduct of the former Chief Executive Officer and the Group's policies, procedures and handling of HR-related complaints. The profit after tax before exceptional items for the 52 weeks ended 26 January 2019 was £27,392,000 (2018: £25,825,000). The Directors have approved the income statement for the parent company.

#### 8. DIVIDENDS PER SHARE

|  | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 |
|--|--------------------------------------|--------------------------------------|
|  | £'000                                | £'000                                |
| Final dividend paid for prior period of 43.5p per ordinary share (2018: 38.8p) | 19,377                               | 17,176                               |
| Interim dividend paid of 17.9p per ordinary share (2018: 16.6p)                | 7,973                                | 7,377                                |
|  | 27,350                               | 24,553                               |

A final dividend in respect of 2019 of 40.7p per share, amounting to a dividend payable of £18,141,121, is to be proposed at the Annual General Meeting on 11 June 2019.

#### 9. EARNINGS PER SHARE

|  | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 |
|--|--------------------------------------|--------------------------------------|
| Number of shares:  | No.                                  | No.                                  |
| Weighted number of ordinary shares outstanding           | 44,532,779                           | 44,306,134                           |
| Effect of dilutive options                               | 59,849                               | 289,241                              |
| WEIGHTED NUMBER OF ORDINARY SHARES OUTSTANDING - DILUTED | 44,592,628                           | 44,595,375                           |
|  |                                      |                                      |
| EARNINGS:  | £'000                                | £'000                                |
| Profit for the period basic and diluted                  | 40,728                               | 52,744                               |
| Profit for the period adjusted*                          | 50,876                               | 56,597                               |
|  |                                      |                                      |
| Basic earnings per share                                 | 91.5p                                | 119.0 <sub>P</sub>                   |
| Adjusted earnings per share*                             | 114.2p                               | 127.7p                               |
| Diluted earnings per share                               | 91.3 <sub>P</sub>                    | 118.3p                               |
| Adjusted diluted earnings per share*                     | 114.1p                               | 126.9p                               |

Diluted earnings per share and adjusted diluted earnings per share have been calculated using additional ordinary shares of 5p each available under the Ted Baker Sharesave Scheme and the Ted Baker PLC Long-Term Incentive Plan 2013.

There were no share related events after the balance sheet date that may affect earnings per share.

## **10. INTANGIBLE ASSETS**

|                        | REACQUIRED<br>RIGHT | KEY MONEY | COMPUTER<br>SOFTWARE | COMPUTER<br>SOFTWARE<br>UNDER<br>DEVELOPMENT | TOTAL  |
|------------------------|---------------------|-----------|----------------------|--|--------|
|                        | £'000               | £'000     | £'000                | £'000  | £'000  |
| COST                   |                     |           |                      |  |        |
| At 27 January 2018     | -                   | 1,381     | 27,800               | 13,115                                       | 42,296 |
| Additions/transfers    | 3,781               | -         | 20,087               | (8,968)                                      | 14,900 |
| Disposals              | -                   | (744)     | -                    | -  | (744)  |
| Exchange rate movement | -                   | (4)       | 70                   | -  | 66     |
| AT 26 JANUARY 2019     | 3,781               | 633       | 47,957               | 4,147  | 56,518 |
|                        |                     |           |                      |  |        |
| AMORTISATION           |                     |           |                      |  |        |
| At 27 January 2018     | -                   | -         | 7,923                | -  | 7,923  |
| Charge for the period  | 145                 | -         | 4,712                | -  | 4,857  |
| Disposals              | -                   | -         | -                    | -  | -      |
| Exchange rate movement | -                   | -         | 65                   | -  | 65     |
| AT 26 JANUARY 2019     | 145                 | -         | 12,700               | -  | 12,845 |
|                        |                     |           |                      |  |        |
| NET BOOK VALUE         |                     |           |                      |  |        |
| AT 27 JANUARY 2018     | -                   | 1,381     | 19,877               | 13,115                                       | 34,373 |
| AT 26 JANUARY 2019     | 3,636               | 633       | 35,257               | 4,147  | 43,673 |

<sup>\*</sup> Adjusted profit for the period and adjusted earnings per share are shown before exceptional items (net of tax) of £10.1m (2018: £3.9m).

#### **10. INTANGIBLE ASSETS CONTINUED**

|                        | REACQUIRED<br>RIGHT | KEY MONEY | COMPUTER<br>SOFTWARE | COMPUTER<br>SOFTWARE<br>UNDER<br>DEVELOPMENT | TOTAL  |
|------------------------|---------------------|-----------|----------------------|--|--------|
|                        | £'000               | £'000     | £'000                | £'000  | £'000  |
| COST                   |                     |           |                      |  |        |
| At 28 January 2017     | -                   | 624       | 13,619               | 14,854                                       | 29,097 |
| Additions/transfers    | -                   | 738       | 14,300               | (1,739)                                      | 13,299 |
| Disposals              | -                   | -         | -                    | -  |        |
| Exchange rate movement | -                   | 19        | (119)                | -  | (100)  |
| AT 27 JANUARY 2018     | -                   | 1,381     | 27,800               | 13,115                                       | 42,296 |
| AMORTISATION           |                     |           |                      |  |        |
| At 28 January 2017     | -                   | -         | 4,652                | -  | 4,652  |
| Charge for the period  | -                   | -         | 3,377                | -  | 3,377  |
| Disposals              | -                   | -         | -                    | -  |        |
| Exchange rate movement | -                   | -         | (106)                | -  | (106)  |
| AT 27 JANUARY 2018     | -                   | -         | 7,923                | -  | 7,923  |
| NET BOOK VALUE         |                     |           |                      |  |        |
| AT 28 JANUARY 2017     | -                   | 624       | 8,967                | 14,854                                       | 24,445 |
| AT 27 JANUARY 2018     | _                   | 1,381     | 19,877               | 13,115                                       | 34,373 |

Additions included within computer software relate to the Microsoft Dynamics AX system and further development of our e-commerce platforms and other business systems. Additions included within the computer software under development category relate to the Microsoft Dynamics AX system and are stated net of transfers to computer software. Transfers from the computer software under development category in the period amounted to £20,087,000 (2018: £14,300,000) while additions into this category were £11,119,000 (2018: £12,561,000).

 $Additions\ included\ within\ the\ reacquired\ right\ relate\ to\ the\ acquisition\ of\ the\ footwear\ business\ (see\ Note\ 24).$ 

## II. PROPERTY, PLANT AND EQUIPMENT

|                        | FREEHOLD LAND<br>AND BUILDINGS | LEASEHOLD<br>IMPROVEMENTS | FIXTURES, FITTINGS<br>AND OFFICE<br>EQUIPMENT | MOTOR<br>VEHICLES | ASSETS UNDER CONSTRUCTION | TOTAL   |
|------------------------|--------------------------------|---------------------------|---|-------------------|---------------------------|---------|
|                        | £'000                          | £'000                     | £'000   | £'000             | £'000                     | £'000   |
| COST                   |                                |                           |   |                   |                           |         |
| At 27 January 2018     | 57,973                         | 117,750                   | 86,162  | 111               | 8,114                     | 270,110 |
| Additions/transfers    | -                              | 9,899                     | 15,221  | -                 | (5,012)                   | 20,108  |
| Disposals              | -                              | (1,126)                   | (536)   | -                 | -                         | (1,662) |
| Exchange rate movement | -                              | 2,828                     | 896   | -                 | 146                       | 3,870   |
| AT 26 JANUARY 2019     | 57,973                         | 129,351                   | 101,743                                       | 111               | 3,248                     | 292,426 |
| DEPRECIATION           |                                |                           |   |                   |                           |         |
| At 27 January 2018     | 931                            | 65,846                    | 64,150  | 108               | -                         | 131,035 |
| Charge for the period  | 448                            | 10,247                    | 9,714   | -                 | -                         | 20,409  |
| Disposals              | -                              | (1,120)                   | (489)   | -                 | -                         | (1,609) |
| Impairment             | -                              | 6,237                     | 2,480   | -                 | -                         | 8,717   |
| Exchange rate movement | -                              | 1,370                     | 639   | -                 | -                         | 2,009   |
| AT 26 JANUARY 2019     | 1,379                          | 82,580                    | 76,494  | 108               | -                         | 160,561 |
| NET BOOK VALUE         |                                |                           |   |                   |                           |         |
| AT 27 JANUARY 2018     | 57,042                         | 51,904                    | 22,012  | 3                 | 8,114                     | 139,075 |
| AT 26 JANUARY 2019     | 56,594                         | 46,771                    | 25,249  | 3                 | 3,248                     | 131,865 |

#### II. PROPERTY, PLANT AND EQUIPMENT CONTINUED

|                        | FREEHOLD LAND<br>AND BUILDINGS | LEASEHOLD<br>IMPROVEMENTS | FIXTURES, FITTINGS<br>AND OFFICE<br>EQUIPMENT | MOTOR<br>VEHICLES | ASSETS UNDER CONSTRUCTION | TOTAL   |
|------------------------|--------------------------------|---------------------------|---|-------------------|---------------------------|---------|
|                        | £'000                          | £'000                     | £'000   | £'000             | £'000                     | £'000   |
| COST                   |                                |                           |   |                   |                           |         |
| At 28 January 2017     | 57,973                         | 116,013                   | 80,163  | Ш                 | 6,204                     | 260,464 |
| Additions/transfers    | -                              | 10,570                    | 10,789  | -                 | 2,180                     | 23,539  |
| Disposals              | -                              | (3,608)                   | (2,799)                                       | -                 | -                         | (6,407) |
| Exchange rate movement | -                              | (5,225)                   | (1,991)                                       | -                 | (270)                     | (7,486) |
| AT 27 JANUARY 2018     | 57,973                         | 117,750                   | 86,162  | 111               | 8,114                     | 270,110 |
| DEPRECIATION           |                                |                           |   |                   |                           |         |
| At 28 January 2017     | 483                            | 56,654                    | 58,866  | 107               | -                         | 116,110 |
| Charge for the period  | 448                            | 10,573                    | 8,839   | I                 | -                         | 19,861  |
| Disposals              | -                              | (3,435)                   | (2,690)                                       | -                 | -                         | (6,125) |
| Impairment             | -                              | 4,072                     | 461   | -                 | -                         | 4,533   |
| Exchange rate movement | -                              | (2,018)                   | (1,326)                                       | -                 | -                         | (3,344) |
| AT 28 JANUARY 2017     | 931                            | 65,846                    | 64,150  | 108               | -                         | 131,035 |
| NET BOOK VALUE         |                                |                           |   |                   |                           |         |
| AT 28 JANUARY 2017     | 57,490                         | 59,359                    | 21,297  | 4                 | 6,204                     | 144,354 |
| AT 27 JANUARY 2018     | 57,042                         | 51,904                    | 22,012  | 3                 | 8,114                     | 139,075 |

Additions included within the assets under construction category are stated net of transfers to other property, plant and equipment categories. Transfers from the assets under construction category in the period amounted to £25,120,000 (2018:£21,359,000) while additions into this category were £20,108,000 (2018:£23,539,000).

### IMPAIRMENT OF LEASEHOLD IMPROVEMENTS

The Group has determined that for the purposes of impairment testing, each store and outlet is tested for impairment if there are indications of impairment at the balance sheet date.

Recoverable amounts for cash-generating units are based on value in use, which is calculated from cash flow projections using data from the Group's latest internal forecasts, the results of which are reviewed by the Board. The key assumptions for the value in use calculations are those regarding discount rates, growth rates and expected changes

in margins. Management estimates discount rates using pre-tax rates that reflect the current market assessment of the time value of money and the risks specific to the cash-generating units. Changes in selling prices and direct costs are based on past experience and expectations of future changes in the market.

The pre-tax discount rate used to calculate value in use is derived from the Group's adjusted weighted average cost of capital.

The impairment losses relate to stores whose recoverable amounts (value in use) did not exceed the asset carrying values. In all cases, impairment losses arose due to stores performing below projected trading levels.

The impairment charge of £8.7m (2018: £4.5m) for the 52 weeks ended 26 January 2019 is in respect stores across the Group and is due to stores not meeting their potential, the current economic conditions and changing customer behaviour.

## 12. INVESTMENTS (COMPANY)A) SUBSIDIARY UNDERTAKINGS

The Company and Group have shares in the following subsidiary undertakings. All of the subsidiaries have been included in the consolidated accounts

| SUBSIDIARY UNDERTAKING  | COUNTRY OF INCORPORATION AND OPERATION | ADDRESS  | PRINCIPAL ACTIVITY  | HOLDING<br>ORDINARY<br>SHARES |
|---|--|--|---|-------------------------------|
| No Ordinary Designer Label Ltd<br>(formerly Ted Baker Limited)* | UK                                     | The Ugly Brown Building<br>6a St Pancras Way<br>London NW1 0TB<br>United Kingdom   | Design, wholesale and retail of designer clothing and accessories | 100%                          |
| Ted Baker Limited   | US                                     | 1072 North State Street<br>Ukiah, California 95482<br>USA  | Retail and wholesale of designer clothing and accessories         | 100%                          |
| Ted Baker Canada Inc.   | Canada                                 | 1959 Upper Water Street<br>Halifax, Nova Scotia<br>Canada B3J 3E5  | Retail and wholesale of designer clothing and accessories         | 100%                          |
| Ted Baker (France) SARL   | France                                 | c/o Regus<br>9 Rue du 4 Septembre<br>75002 Paris, France   | Retail of designer clothing and accessories                       | 100%                          |
| Ted Baker Spain S. L.   | Spain                                  | c/Arturo Soria<br>263B<br>28033<br>Madrid, Spain   | Retail of designer clothing and accessories                       | 100%                          |
| Ted Baker Netherlands B.V.                                      | The Netherlands                        | Leidsestraat 64 Amsterdam<br>1017PD<br>The Netherlands   | Retail of designer clothing and accessories                       | 100%                          |
| Ted Baker Germany GmbH  | Germany                                | c/o Regus, Maximilianstraße 35<br>Eingang A<br>80539<br>Munich, Germany  | Retail of designer clothing and accessories                       | 100%                          |
| Ted Baker Belgium N.V.  | Belgium                                | De Keyserlei 5<br>Box 58<br>2018 Antwerp<br>Belgium  | Retail of designer clothing and accessories                       | 100%                          |
| Ted Baker Italy S.r.I.  | ltaly                                  | Via Felice Casati 20 20124<br>Milan<br>Italy   | Retail of designer clothing and accessories                       | 100%                          |
| Ted Baker Hong Kong Limited                                     | Hong Kong                              | Room 3001-2<br>Tower 2<br>The Gateway<br>25–27 Canton Road<br>Tsim Sha Tsui<br>Hong Kong                                   | Retail of designer clothing and accessories                       | 100%                          |
| Ted Baker Japan KK  | Japan                                  | 4-25-14, Jingumae,<br>Shibuya-Ku<br>Tokyo, Japan   | Retail of designer clothing and accessories                       | 100%                          |
| Ted Baker Korea Yuhan Hoesa                                     | Korea                                  | Seoul Finance Center<br>Level 21<br>136 Sejong-daero<br>Jung-gu<br>Seoul, Korea  | Retail of designer clothing and accessories                       | 100%                          |
| Ted Baker (Beijing)<br>Commercial Company                       | The People's<br>Republic of China      | Unit LGI-08 and 09<br>Floor LGI<br>Parkview Green FangCaoDi<br>No. 9<br>Dongdaqiao Rd<br>Chaoyang District<br>Beijing, PRC | Retail of designer clothing and accessories                       | 100%                          |

## 12. INVESTMENTS (COMPANY) CONTINUED A) SUBSIDIARY UNDERTAKINGS

| SUBSIDIARY UNDERTAKING    | COUNTRY OF INCORPORATION AND OPERATION | ADDRESS   | PRINCIPAL ACTIVITY                                   | HOLDING<br>ORDINARY<br>SHARES |
|---------------------------|--|---|--|-------------------------------|
| Ted Baker SA (Pty) Ltd    | South Africa                           | Building 5 Inanda Greens Business Park,<br>54 Wierda Rd<br>Westwierda Valley<br>Sandton<br>2146<br>South Africa | Retail of designer clothing<br>and accessories       | 100%                          |
| Big Lobster Limited       | UK                                     | The Ugly Brown Building<br>6a St Pancras Way<br>London NWI 0TB<br>United Kingdom                                | Property   | 100%                          |
| Little Lobster Limited    | UK                                     | The Ugly Brown Building<br>6a St Pancras Way<br>London NWI 0TB<br>United Kingdom                                | Dormant  | 100%                          |
| No Ordinary Shoes Limited | UK                                     | The Ugly Brown Building<br>6a St Pancras Way<br>London NWI 0TB<br>United Kingdom                                | Design, wholesale and retail<br>of designer footwear | 100%                          |
| No Ordinary Shoes USA LLC | US                                     | 1072 North State Street<br>Ukiah, California<br>95482<br>USA  | Wholesale of<br>designer footwear                    | 100%                          |

<sup>\*</sup> Held directly by Ted Baker Plc.

## B) SUBSIDIARY UNDERTAKINGS - COST AND NET BOOK VALUE

| COMPANY |
|---------|
| £'000   |
| 24,793  |
| 185     |
| 24,978  |
| -       |

|   | COMPANY |
|---|---------|
|   | £'000   |
| At 28 January 2017  | 23,102  |
| Increase in cost of investment for share options/awards granted to subsidiary employees | 1,691   |
| AT 27 JANUARY 2018  | 24,793  |

## C) INTEREST IN JOINT VENTURE

The Group has a 50% interest in the ordinary share capital of No Ordinary Retail Company Pty, a company incorporated in Australia through its wholly owned subsidiary, No Ordinary Designer Label Limited. The joint venture is represented by eight stores in Australia and one store in New Zealand (2018: eight stores in Australia and one store in New Zealand).

|                                     | 52 WEEKS ENDED<br>26 JANUARY<br>2019 | 52 WEEKS ENDED<br>27 JANUARY<br>2018 |
|-------------------------------------|--------------------------------------|--------------------------------------|
|                                     | £'000                                | £'000                                |
| Opening investment in joint venture | 1,893                                | 1,897                                |
| Share of profit of joint venture    | 538                                  | 574                                  |
| Dividend received                   | (557)                                | (578)                                |
| CLOSING INVESTMENT IN JOINT VENTURE | 1,874                                | 1,893                                |

The above carrying value represents the initial cost of the investment undertaken, as well as any subsequent change in net assets of the venture, as at 26 January 2019.

|  | 26 JANUARY<br>2019 | 27 JANUARY<br>2018 |
|--|--------------------|--------------------|
|  | £'000              | £'000              |
| AMOUNTS DUE FROM EQUITY ACCOUNTED INVESTEE | 263                | 666                |

There are no contingent liabilities relating to the Group's interest in the joint venture, and no contingent liabilities of the venture itself. The joint venture's profit for the period ended 26 January 2019 and its assets and liabilities are as follows:

|                                   | 26 JANUARY<br>2019 | 27 JANUARY<br>2018 |
|-----------------------------------|--------------------|--------------------|
|                                   | £'000              | £'000              |
| Non-current assets                | 2,627              | 3,272              |
| Current assets                    | 3,079              | 3,276              |
| Non-current liabilities           |                    | -                  |
| Current liabilities               | (2,609)            | (3,318)            |
| NET ASSETS                        | 3,097              | 3,230              |
|                                   |                    |                    |
| Share capital                     | 28                 | 29                 |
| Retained earnings                 | 2,009              | 2,135              |
| Current period profit, net of tax | 1,076              | 1,148              |
| Exchange rate movement            | (16)               | (82)               |
| TOTAL EQUITY                      | 3,097              | 3,230              |



# FLYING SAUCER

Milký Way and two sugars, high tea at Ted'. has gone intergalactic...

#### 13. DEFERRED TAX ASSETS AND LIABILITIES

| AS AT 26 JANUARY 2019  | ASSET/<br>(LIABILITY)<br>BROUGHT<br>FORWARD | RECLASSIFICATION OF OPENING BALANCE | AMOUNTS<br>ARISING ON<br>ACQUISITION | (CHARGE)/<br>CREDIT TO<br>INCOME<br>STATEMENT | (CHARGE)/<br>CREDIT TO<br>EQUITY | FOREIGN<br>EXCHANGE ON<br>RETRANSLATION | ASSET /<br>(LIABILITY)<br>CARRIED<br>FORWARD |
|--|---|-------------------------------------|--------------------------------------|---|----------------------------------|---|--|
|  | £'000                                       | £'000                               | £'000                                | £'000   | £'000                            | £'000                                   | €'000  |
| DEFERRED TAX ASSET/<br>(LIABILITY) ON UK OPERATIONS<br>ARISING FROM:       |   |                                     |                                      |   |                                  |   |  |
| ASSETS   |   |                                     |                                      |   |                                  |   |  |
| Share-based payments   | 1,353                                       | -                                   | -                                    | (389)   | (813)                            | -                                       | 151  |
| Other  | 20  | -                                   | -                                    | 158   | -                                | -                                       | 178  |
| Derivative financial instruments   | 705   | -                                   | -                                    | -   | (670)                            | -                                       | 35   |
| LIABILITIES  |   |                                     |                                      |   |                                  |   |  |
| Property, plant and equipment  | (3,351)                                     | -                                   | -                                    | (667)   | -                                | -                                       | (4,018)                                      |
| NET DEFERRED TAX ASSET/<br>(LIABILITY) ON UK OPERATIONS                    | (1,273)                                     | -                                   | -                                    | (898)   | (1,483)                          | -                                       | (3,654)                                      |
| DEFERRED TAX (LIABILITY)/<br>ASSET ARISING ON ACQUISITION<br>(SEE NOTE 24) | -   | -                                   | (1,292)                              | -   | -                                |   | (1,264)                                      |
| TOTAL DEFERRED TAX LIABILITY   | (1,273)                                     | -                                   | (1,292)                              | (870)   | (1,483)                          | -                                       | (4,918)                                      |
| DEFERRED TAX ASSETS  |   |                                     |                                      |   |                                  |   |  |
| NO ORDINARY SHOES LIMITED -<br>DEFERRED TAX ASSET                          | -   | -                                   | 126                                  | -   | -                                | -                                       | 126  |
| DEFERRED TAX ASSET ON FOREIGN OPERATIONS ARISING FROM:                     |   |                                     |                                      |   |                                  |   |  |
| Foreign trading losses   | 1,716                                       | (424)                               | -                                    | (1,005)                                       | -                                | 65                                      | 352  |
| Inventory  | 1,291                                       | (30)                                | -                                    | 469   | -                                | 82                                      | 1,812  |
| Other  | 1,683                                       | -                                   | -                                    | 449   | -                                | 41                                      | 2,173  |
| Property, plant and equipment  | (576)                                       | (58)                                | -                                    | 1,647   | -                                | (47)                                    | 966  |
| State taxes  | -   | 512                                 | -                                    | 735   | -                                | 43                                      | 1,290  |
| TOTAL DEFERRED TAX ASSET   | 4,114                                       | -                                   | 126                                  | 2,295   | -                                | 184                                     | 6,719  |
| TOTAL  | 2,841                                       |                                     | (1,166)                              | 1,425   | (1,483)                          | 184                                     | 1,801  |

Recognition of deferred tax assets is based on the generation of future taxable profits that will allow utilisation of losses.

Deferred tax assets are only recognized on the foreign trading losses when these businesses pass their development phase and when management considers it probable that future taxable profits will be available against which they can be utilised.

The tax effect of the unused cumulative tax losses for which no deferred tax asset has been recognised in the balance sheet is £9,097,000 (2018: £7,085,000). Of these losses, £3,893,000 will expire in zero to five years. A further £2,830,000 will expire in six to ten years and £2,374,000 has no time expiry.

#### **14. INVENTORIES**

|   | GROUP<br>26 JANUARY<br>2019 | GROUP<br>27 JANUARY<br>2018 |
|---|-----------------------------|-----------------------------|
|   | £'000                       | £'000                       |
| Raw materials and packaging   | 8,978                       | 8,220                       |
| Work in progress  | 1,055                       | 1,208                       |
| Finished goods and goods for resale   | 215,816                     | 177,799                     |
|   | 225,849                     | 187,227                     |
|   |                             |                             |
| Cost of inventories recognised as an expense within cost of sales during the period | 256,595                     | 226,933                     |
| Inventories written down and recognised as an expense in the period                 | 11,809                      | 8,468                       |

There were no reversals of write downs during the period (2018: £nil).

Inventories written down and recognised as an expense in the period relates to inventory written down to the net realisable value and the net movement in inventory provisions during the period. The write down and any reversal are included in cost of sales.

#### 15. TRADE AND OTHER RECEIVABLES

|                                    | GROUP<br>26 JANUARY<br>2019 | COMPANY<br>26 JANUARY<br>2019 | GROUP<br>27 JANUARY<br>2018 | COMPANY<br>27 JANUARY<br>2018 |
|------------------------------------|-----------------------------|-------------------------------|-----------------------------|-------------------------------|
|                                    | £'000                       | £'000                         | £'000                       | £'000                         |
| Trade receivables                  | 54,750                      | -                             | 42,658                      | -                             |
| Amounts owed by Group undertakings | -                           | 55,824                        | -                           | 55,232                        |
| Prepayments and accrued income     | 22,272                      | -                             | 19,628                      | -                             |
| Other taxes and social security    | 1,582                       | -                             | 1,987                       | -                             |
|                                    | 78,604                      | 55,824                        | 64,273                      | 55,232                        |

#### **16. DERIVATIVE FINANCIAL INSTRUMENTS**

|   | NOTE | ASSETS<br>26 JANUARY<br>2019 | LIABILITIES<br>26 JANUARY<br>2019 | ASSETS<br>27 JANUARY<br>2018 | LIABILITIES<br>27 JANUARY<br>2018 |
|---|------|------------------------------|-----------------------------------|------------------------------|-----------------------------------|
|   |      | £'000                        | £'000                             | £'000                        | £'000                             |
| DERIVATIVES THAT ARE DESIGNED AND EFFECTIVE AS HEDGING INSTRUMENTS AND CARRIED AT FAIR VALUE: |      |                              |                                   |                              |                                   |
| Forward foreign exchange contracts  | 22   | 159                          | (451)                             | 128                          | (3,918)                           |
| Interest rate swap  | 22   | 118                          | -                                 | 144                          | -                                 |
| DERIVATIVES THAT ARE CARRIED AT FAIR VALUE THROUGH PROFIT OR LOSS:                            |      |                              |                                   |                              |                                   |
| Foreign currency options  | 22   | 39                           | (238)                             | 206                          | -                                 |
|   |      | 316                          | (689)                             | 478                          | (3,918)                           |

#### 16. DERIVATIVE FINANCIAL INSTRUMENTS CONTINUED

Forward foreign exchange contracts are used to hedge exposure to fluctuations in foreign exchange rates that arise in the normal course of the Group's business.

Interest rate swaps are used to hedge exposures to fluctuations in the interest rate payable on the Group's term loan.

The Group did not have any ineffective cash flow hedges in the period (2018: £nil).

Gains and losses in equity relating to derivatives in effective hedging relationships at 26 January 2019 will remain there until the forecast transaction occurs. When the hedged

item is a non-financial asset, the amount recognised in equity is transferred to the carrying amount of the asset when it is recognised. In other cases the amount recognised in other comprehensive income is transferred to the income statement in the same period that the hedged item affects the income statement.

The charge to the income statement in respect of changes in the fair value of foreign currency derivatives that do not meet the criteria for hedge accounting was £521,000 (2018: charge of £767,000).

#### 17. RECONCILIATION OF CASH AND CASH EQUIVALENTS PER BALANCE SHEET TO CASH FLOW STATEMENT

|   | GROUP<br>26 JANUARY<br>2019 | COMPANY<br>26 JANUARY<br>2019 | GROUP<br>27 JANUARY<br>2018 | COMPANY<br>27 JANUARY<br>2018 |
|---|-----------------------------|-------------------------------|-----------------------------|-------------------------------|
|   | £'000                       | £'000                         | £'000                       | £'000                         |
| Cash and cash equivalents per balance sheet           | 14,654                      | 99                            | 16,712                      | 940                           |
| Bank overdraft per balance sheet                      | (91,496)                    | -                             | (76,043)                    | -                             |
| NET CASH AND CASH EQUIVALENTS PER CASH FLOW STATEMENT | (76,842)                    | 99                            | (59,331)                    | 940                           |

#### 18. TRADE AND OTHER PAYABLES

|                                 | GROUP<br>26 JANUARY<br>2019 | COMPANY<br>26 JANUARY<br>2019 | GROUP<br>27 JANUARY<br>2018 | COMPANY<br>27 JANUARY<br>2018 |
|---------------------------------|-----------------------------|-------------------------------|-----------------------------|-------------------------------|
|                                 | £'000                       | £'000                         | £'000                       | £'000                         |
| Trade payables                  | 53,450                      | -                             | 36,257                      | -                             |
| Accruals and deferred income    | 43,389                      | 771                           | 37,807                      | -                             |
| Other taxes and social security | 11,789                      | -                             | 8,794                       | -                             |
|                                 | 108,628                     | 771                           | 82,858                      | -                             |

#### 19. CAPITAL AND RESERVES

|   | 26 JANUARY<br>2019 | 27 JANUARY<br>2018 |
|---|--------------------|--------------------|
|   | £'000              | £'000              |
| Authorised – 80,000,000 ordinary shares of 5p each (2018: 80,000,000) | 4,000              | 4,000              |
| Allotted, called up and fully paid – 44,563,346                       |                    |                    |
| ordinary shares of 5p each (2018: 44,474,208)                         | 2,228              | 2,224              |

The increase in issued share capital in the period of 89,138 shares (2018: 305,552 shares) relates to the exercise of share options, including LTIPs.

## 19. CAPITAL AND RESERVES CONTINUED OTHER RESERVES AND RETAINED EARNINGS

Other reserves and retained earnings include the following reserve accounts:

#### CASH FLOW HEDGING RESERVE

The effective portion of financial instruments that are designated as hedging instruments and are documented as part of an effective hedge of future cash flows are recognised directly in equity and recycled to the income statement when the underlying cash flows occur or are no longer expected to occur.

# 20. SHARE-BASED PAYMENTS LONG-TERM INCENTIVE PLAN

#### TRANSLATION RESERVE

The translation reserve comprises all foreign exchange differences arising from the translation of the financial statements of foreign operations.

#### OTHER RESERVES - COMPANY

This reserve relates to the premium on equity consideration used in the acquisition of a subsidiary, No Ordinary Designer Label Limited, by Ted Baker Plc in 1997, which is classified within other reserves under the Companies Act. This reserve also includes the cost of share options and awards granted to employees of the Group. This reduction in other reserves is reflected in retained earnings in the Group Statement of Changes in Equity.

Share awards are made in the form of nil-cost options over ordinary shares in Ted Baker Plc under the Long-Term Incentive Plan 2013 (LTIP 2013), which was approved by the shareholders at the general meeting held on 20 June 2013. The options are exercisable three years after the date of grant subject to the satisfaction of profit before tax per share and share price performance targets, each measured over a three year period. The profit before tax per share target is calibrated so that the percentage of awards that vests is linked to the level of profit growth achieved.

Share options and awards granted under the LTIP 2013 and outstanding at the end of the period were as follows:

| GRANT DATE    | EXPIRY DATE   | NUMBER OF OPTIONS<br>GRANTED | FAIR VALUE AT<br>GRANT DATE | NUMBER OF<br>AWARDS<br>OUTSTANDING<br>AT 26 JANUARY<br>2019 | NUMBER OF<br>AWARDS<br>OUTSTANDING<br>AT 27 JANUARY<br>2018 |
|---------------|---------------|------------------------------|-----------------------------|---|---|
| I May 2014    | 30 April 2024 | 254,141                      | 695.0p                      | 670   | 5,604   |
| 30 April 2015 | 29 April 2025 | 192,860                      | 1,785.0p                    | 51,064  | 153,118   |
| 5 May 2016    | 4 May 2026    | 234,159                      | 875.0p                      | 174,160   | 187,829   |
| 6 April 2017  | 5 April 2027  | 221,234                      | 1,355.0p                    | 162,169   | 185,148   |
| 3 April 2018  | 2 April 2028  | 251,786                      | 1,071.0p                    | 227,947   | -   |
|               |               | 1,154,180                    |                             | 616,010   | 531,699   |

The terms and conditions of the awards granted during the period ended 26 January 2019 were the same as those for the awards made under the LTIP 2013 in previous periods and are as follows:

| GRANT DATE   | TYPE OF AWARD | NUMBER OF OPTIONS | <b>VESTING CONDITIONS</b>  | VESTING PERIOD               |
|--------------|---------------|-------------------|--|------------------------------|
| 3 April 2018 | LTIP 2013     | 251,786           | Adjusted profit before tax per share growth of 10–15% per annum and 10% share price growth over the vesting period | Up to 100% after three years |

The credit to the income statement for the period in respect of options issued under the LTIP 2013 amounted to £229,000 (2018: charge of £1,494,000). In respect of Ray Kelvin, who was employed by the Company, there is a credit of £40,000 in the period (2018: charge of £185,000).

#### 20. SHARE-BASED PAYMENTS CONTINUED

The Monte-Carlo valuation methodology has been used as the basis of measuring the fair value of awards made under the LTIP 2013. The range of inputs into the Monte-Carlo model for awards made was as follows:

| Share price at grant  | 2,364.0p-2,855.0p |
|---|-------------------|
| Share price at grant (based on six month average) for share price performance condition | 2,385.0p-2,809.0p |
| Risk free interest rate   | 0.18%-0.87%       |
| Expected life of options  | 3 years           |
| Share price volatility  | 29.0%–33.18%      |
| Dividend yield  | 1.41%-2.27%       |

The share price volatility was determined by calculating the historic volatility of the Group's share price over a time period matching the expected life of the option.

#### 21. FINANCIAL COMMITMENTS

#### A) CAPITAL COMMITMENTS

The Group has capital commitments of £14,977,155 at 26 January 2019 (2018:£17,703,635) which were not provided in the financial statements.

#### **B) OPERATING LEASES**

Total of future lease payments under non-cancellable operating leases are as follows:

|                            | AS AT<br>26 JANUARY<br>2019 | AS AT<br>27 JANUARY<br>2018 |
|----------------------------|-----------------------------|-----------------------------|
|                            | £'000                       | £'000                       |
| Leasehold properties:      |                             |                             |
| Within one year            | 47,282                      | 42,855                      |
| Between one and five years | 140,298                     | 131,705                     |
| Later than five years      | 66,781                      | 79,689                      |
| Concessions:               |                             |                             |
| Within one year            | 5,258                       | 11,983                      |
| Between one and five years | 84                          | 459                         |
| Later than five years      | 99                          | -                           |
|                            | 259,802                     | 266,691                     |

The above table includes the minimum future commitments assuming no lease terminations. Under certain arrangements if a lease is terminated the quantum of any future minimum lease payments is subject to the terms of the contract which may result in final payments lower than those disclosed above.

Our operating leases for retail stores often contain rental expenses based on revenue ("revenue leases"). Under the terms of certain revenue leases there are minimum payments due, together with variable amounts in excess of those minimums which are based on the store's future revenue levels. For certain other revenue leases there are no minimum payment conditions within the terms of the lease such that rental charges are contingent wholly on future store revenue levels.

The table above includes only committed minimum payments and excludes the variable or contingent elements of future rental payments. As a result, the amounts charged to the Income Statement may be materially higher than the financial commitment at the prior period end.

#### C) PENSION ARRANGEMENTS

The Group operates a number of defined contribution schemes for senior management and a stakeholder pension scheme for employees, for which the pension cost charge for the period amounted to £1,798,000 (2018:£1,648,000). Contributions totalling £161,236 are included in other payables at the period end (2018:£186,328).

# 22. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT A) CARRYING AMOUNT AND FAIR VALUES OF FINANCIAL ASSETS AND LIABILITIES

#### FINANCIAL ASSETS AND LIABILITIES - GROUP

The fair values of financial assets and liabilities of the Group, together with the carrying amounts shown in the balance sheet, are as follows:

|   | CARRYING AMOUNT<br>26 JANUARY 2019 | FAIR VALUE<br>26 JANUARY 2019 | CARRYING AMOUNT<br>27 JANUARY 2018 | FAIR VALUE<br>27 JANUARY 2018 |
|---|------------------------------------|-------------------------------|------------------------------------|-------------------------------|
|   | £'000                              | £'000                         | £'000                              | £'000                         |
| FINANCIAL ASSETS                          |                                    |                               |                                    |                               |
| Trade receivables                         | 54,750                             | 54,750                        | 42,658                             | 42,658                        |
| Accrued income                            | 5,431                              | 5,431                         | 1,819                              | 1,819                         |
| Amount due from equity accounted investee | 263                                | 263                           | 666                                | 666                           |
| Derivative financial assets               | 316                                | 316                           | 478                                | 478                           |
| Cash and cash equivalents                 | 14,654                             | 14,654                        | 16,712                             | 16,712                        |
| TOTAL FINANCIAL ASSETS                    | 75,414                             | 75,414                        | 62,333                             | 62,333                        |
| FINANCIAL LIABILITIES                     |                                    |                               |                                    |                               |
| Trade and other payables                  | (96,839)                           | (96,839)                      | (74,064)                           | (74,064)                      |
| Derivative financial liabilities          | (689)                              | (689)                         | (3,918)                            | (3,918)                       |
| Bank overdraft                            | (91,496)                           | (91,496)                      | (76,043)                           | (76,043)                      |
| Term loan                                 | (47,000)                           | (47,000)                      | (52,500)                           | (52,500)                      |
| TOTAL FINANCIAL LIABILITIES               | (236,024)                          | (236,024)                     | (206,525)                          | (206,525)                     |
| NET FINANCIAL LIABILITIES                 | (160,610)                          | (160,610)                     | (144,192)                          | (144,192)                     |

There are no significant trade debtor balances overdue and no significant amounts impaired at the end of the period.

#### FINANCIAL ASSETS AND LIABILITIES - COMPANY

The fair values of financial assets and liabilities of the Company, together with the carrying amounts shown in the balance sheet, are as follows:

|                                    | CARRYING AMOUNT<br>26 JANUARY 2019 | FAIR VALUE<br>26 JANUARY 2019 | CARRYING AMOUNT<br>27 JANUARY 2018 | FAIR VALUE<br>27 JANUARY 2018 |
|------------------------------------|------------------------------------|-------------------------------|------------------------------------|-------------------------------|
|                                    | £'000                              | £'000                         | £'000                              | £'000                         |
| FINANCIAL ASSETS                   |                                    |                               |                                    |                               |
| Amounts owed by Group undertakings | 55,824                             | 55,824                        | 55,232                             | 55,232                        |
| Cash and cash equivalents          | 99                                 | 99                            | 940                                | 940                           |
| TOTAL FINANCIAL ASSETS             | 55,923                             | 55,923                        | 56,172                             | 56,172                        |
| FINANCIAL LIABILITIES              |                                    |                               |                                    |                               |
| Trade and other payables           | (771)                              | (771)                         | -                                  | -                             |
| TOTAL FINANCIAL LIABILITIES        | (771)                              | (771)                         | -                                  | -                             |
| NET FINANCIAL ASSETS               | 55,152                             | 55,152                        | 56,172                             | 56,172                        |

The methods and assumptions used to estimate fair values of financial assets and liabilities are as follows:

- Cash and cash equivalents have been stated at their book values due to their short maturities or immediate or short-term access.
- The fair values of trade receivables, amount due from equity accounted investee and amounts owed by Group undertakings have been stated at their book value due to their short maturities.
- The fair value of derivatives is determined by reference to third-party valuations (usually from a bank) or by reference to readily observable market prices.
- The fair values of trade and other payables have been stated at their book values due to their short maturities.
- The fair value of the term loan considers the present value of expected payment discounted using a risk-adjusted discount rate.

Valuation of all financial assets and liabilities carried at fair value by the Group is based on hierarchy Level 2. Fair value hierarchy levels are defined as follows:

Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2: inputs other than quoted prices included within Level I that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs).

#### **B) DERIVATIVE FINANCIAL INSTRUMENTS**

|                      | CONTRACTUAL/<br>NOTIONAL AMOUNTS<br>26 JANUARY 2019 | ASSETS<br>26 JANUARY 2019 | LIABILITIES<br>26 JANUARY 2019 | CONTRACTUAL/<br>NOTIONAL<br>AMOUNTS<br>27 JANUARY 2018 | ASSETS<br>27 JANUARY 2018 | LIABILITIES<br>27 JANUARY 2018 |
|----------------------|---|---------------------------|--------------------------------|--|---------------------------|--------------------------------|
|                      | £'000   | £'000                     | £'000                          | £'000  | £'000                     | £'000                          |
| Currency derivatives | 50,891  | 198                       | (689)                          | 59,900   | 334                       | (3,918)                        |
| Interest rate swap   | 30,000  | 118                       | -                              | 30,000   | 144                       | -                              |
|                      | 80,891  | 316                       | (689)                          | 89,900   | 478                       | (3,918)                        |

The following table indicates the timing of the notional amount of the currency derivative hedging instruments.

|                                 | CONTRACTUAL/ NOTIONAL AMOUNTS<br>26 JANUARY 2019 |        |
|---------------------------------|--|--------|
|                                 | £'000  | £'000  |
| Within six months               | 21,392   | 28,190 |
| Between six months and one year | 21,557   | 23,932 |
| Between one and two years       | 7,942  | 7,778  |
| UNRECOGNISED GAIN               | 50,891   | 59,900 |

The £30,000,000 notional amount of the interest rate swap is due to expire in December 2020.

# 22. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT CONTINUED C) CASH FLOW HEDGING RESERVE MOVEMENTS

The following table indicates the cash flow hedging reserve balance at 26 January 2019 and the periods in which the cash flows are expected to occur. The periods in which the cash flows are expected to impact the income statement are materially the same.

|                                 | CURRENCY DERIVATIVES<br>26 JANUARY 2019 | CURRENCY DERIVATIVES<br>27 JANUARY 2018 |
|---------------------------------|---|---|
|                                 | £'000                                   | £'000                                   |
| Within six months               | 57                                      | (1,203)                                 |
| Between six months and one year | (209)                                   | (1,555)                                 |
| Between one and two years       | (121)                                   | (388)                                   |
| UNRECOGNISED (LOSS)/GAIN        | (273)                                   | (3,146)                                 |

The cash flow hedging reserve relating to interest rate swaps at 26 January 2019 is a gain of £90,000 (2018:£144,000). The cash flows are expected to occur over the period to maturity of the term loan.

## D) FINANCIAL RISK IDENTIFICATION AND MANAGEMENT

The Group's multinational operations and debt financing requirements expose it to a variety of financial risks. In the course of its business the Group is exposed to:

- market risk:
- · credit risk; and
- liquidity risks have been established and are reviewed regularly to reflect changes in
  the market conditions and the Group's activities. The Group, through its standards
  and procedures, aims to develop a disciplined and constructive control environment
  in which all employees understand their roles and obligations.

#### I) MARKET RISK

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and equity prices, will affect the Group's income or the value of its holdings of financial instruments. At the balance sheet date, the only significant market risk to the Group arises from foreign currency and interest rate risk.

#### **FOREIGN CURRENCY RISK**

The Group operates internationally and is therefore exposed to foreign currency risk primarily on purchases of inventory denominated in US Dollars and Euros.

The Board reviews and agrees policies for managing exchange rate risks on a regular basis. Where appropriate, the Group uses financial instruments to mitigate these risks. All transactions in derivatives, principally forward exchange contracts, are taken solely to manage these risks. No transactions of a speculative nature are entered into.

The Group's policy is to hedge substantially all the risks of such currency fluctuations by using forward contracts taking into account forecast foreign currency cash inflows and outflows. The policy allows for these risks to be hedged for up to 24 months ahead in order to fix the cost in Sterling.

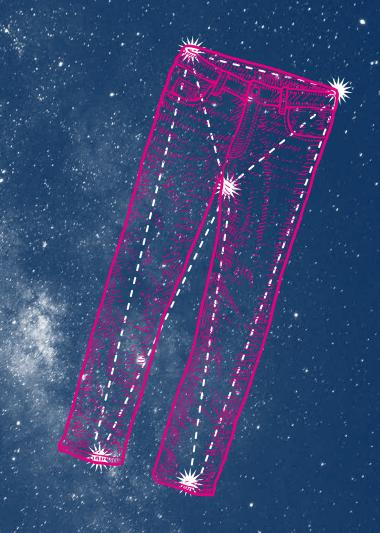
The vast majority of projected purchases in each major currency qualifies as "highly probable" forecast transactions for hedge accounting purposes.

The Group also publishes its financial statements in Sterling and is therefore exposed to foreign currency translation risks due to movements in foreign exchange rates on the translation of the results and underlying net assets of its foreign operations into Sterling.

#### FOREIGN CURRENCY SENSITIVITY ANALYSIS

The Group has used a sensitivity analysis technique that measures the estimated change to the income statement and equity of a 10% strengthening or weakening in Sterling against all other currencies, using the rates applicable at 26 January 2019. The analysis assumes that all other variables, in particular, interest rates, remain constant.

The following sensitivity analysis illustrates the impact that a 10% strengthening of the Group's reporting currency against local functional currencies would have had on profit before tax and non-controlling interest and equity. The analysis covers currency translation exposures at the period end on the Group's financial assets and liabilities that are not denominated in the functional currencies of those businesses.



## THE GREAT PAIR

Lightyear's ahead of the game, a beam of solar flair and style isn't exactly pocker science to Ted.

#### 22. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT CONTINUED

A 10% (2018: 10%) strengthening or weakening of the Sterling against the following currencies at 26 January 2019 would have increased/(decreased) equity and profit by the amounts shown in the following table:

|  | IMPACT ON PROFIT<br>26 JANUARY<br>2019 | IMPACT ON EQUITY<br>26 JANUARY<br>2019 | IMPACT ON PROFIT<br>27 JANUARY<br>2018 | IMPACT ON EQUITY<br>27 JANUARY<br>2018 |
|--|--|--|--|--|
| TEST OF 10% (2018: 10%) STRENGTHENING IN STERLING AGAINST OTHER CURRENCIES |  |  |  |  |
|  | £'000                                  | £.000                                  | £'000                                  | £'000                                  |
| US Dollar  | 2,019                                  | 2,019                                  | 1,445                                  | 1,445                                  |
| Euro   | 48                                     | 48                                     | 89                                     | 89                                     |
|  | 2,067                                  | 2,067                                  | 1,534                                  | 1,534                                  |
| TEST OF 10% (2018: 10%) WEAKENING IN STERLING AGAINST OTHER CURRENCIES     |  |  |  |  |
| US Dollar  | (2,468)                                | (2,468)                                | (1,766)                                | (1,766)                                |
| Euro   | (59)                                   | (59)                                   | (108)                                  | (108)                                  |
|  | (2,527)                                | (2,527)                                | (1,874)                                | (1,874)                                |

#### INTEREST RATE RISK

The Group's exposure to interest rate risk is limited to floating rate financial assets and liabilities.

The Group's policy is to minimise the impact of adverse interest rate movements through the use of interest rate management tools. Any interest rate management tools are to be aligned with timescales of current and forecast net debt for which underlying projections can be made with an appropriate degree of accuracy. The Group's interest rate derivatives comprise interest rate swap agreements, fixing a portion of the floating rate net debt.

The interest rate profile of the financial assets and liabilities of the Group is as follows:

| FINANCIAL ASSETS AND LIABILITIES SUBJECT TO INTEREST RATE RISK | GROUP<br>26 JANUARY<br>2019 | COMPANY<br>26 JANUARY<br>2019 | GROUP<br>27 JANUARY<br>2018 | COMPANY<br>27 JANUARY<br>2018 |
|--|-----------------------------|-------------------------------|-----------------------------|-------------------------------|
|  | £'000                       | £'000                         | £'000                       | £'000                         |
| Sterling   | (107,238)                   | 99                            | (95,229)                    | 940                           |
| US Dollar  | 4,612                       | -                             | 4,668                       | -                             |
| Euro   | 2,502                       | -                             | 3,526                       | -                             |
| Other  | 6,138                       | -                             | 5,040                       | -                             |
|  | (93,986)                    | 99                            | (81,995)                    | 940                           |

The above table does not include the notional value of net debt for which interest rate swaps are in place.

#### INTEREST RATE SENSITIVITY ANALYSIS

The following sensitivity analysis illustrates the impact that a change of 50 basis points in interest rates at the balance sheet date would have increased/(decreased) equity and profit by the amounts shown below. This calculation assumes that the change occurred at the balance sheet date and had been applied to risk exposures existing at that date.

|                                | IMPACT ON PROFIT<br>26 JANUARY<br>2019 | IMPACT ON EQUITY<br>26 JANUARY<br>2019 | IMPACT ON PROFIT<br>27 JANUARY<br>2018 | IMPACT ON EQUITY<br>27 JANUARY<br>2018 |
|--------------------------------|--|--|--|--|
|                                | £'000                                  | £'000                                  | £'000                                  | £'000                                  |
| Interest rate increase of 0.5% | (470)                                  | (470)                                  | (410)                                  | (410)                                  |
| Interest rate decrease of 0.5% | 470                                    | 470                                    | 410                                    | 410                                    |

#### II) CREDIT RISK

Credit risk is the risk that counterparties to financial instruments do not perform according to the terms of the contract or instrument. The Group's principal financial assets are cash, trade and other receivables, and derivative financial assets. The Group's credit risk is primarily attributable to its trade and other receivables.

#### TRADE AND OTHER RECEIVABLES

Credit risk arises on credit exposure to wholesale, license and concession partners including outstanding receivables and committed transactions. The Group substantially mitigates credit risk through credit insurance, standby letters of credit or supplier finance arrangements when possible.

Wholesale partner receivables risk is mitigated by credit insurance being taken out up to the amount of the credit limit. All new wholesale customers are checked against appropriate trade references and details such as frequency/delinquency. The limits applied to each customer are set in conjunction with our credit insurer's advice. Monitoring of credit limits is undertaken on a daily basis.

All territorial license partners require a standby letter of credit up to the amount of their credit limit, which is determined based on creditworthiness and volume of business. The Group is not able to protect its license partner income with credit insurance, although it does not consider this a significant credit risk. Forecasts are obtained from all its license partners throughout the period to allow extensive visibility of future income.

No credit limits were exceeded in the reporting period and management will continue with its current approach to credit control to prevent any future losses from non-performance arising.

#### III) LIQUIDITY RISK

Prudent liquidity risk management implies maintaining sufficient cash and marketable securities, the availability of funding through an adequate amount of committed credit facilities and the ability to close out market positions. Due to the dynamic nature of the underlying businesses, Group treasury maintains flexibility in funding by maintaining availability under committed credit lines.

Management monitors rolling forecasts of the Group's liquidity reserve (which comprises the undrawn borrowing facility and cash and cash equivalents) on the basis of expected cash flow. This is generally carried out at entity level in the operating companies of the Group in accordance with practice and limits set by the Group. In addition, the Group's liquidity management policy involves projecting cash flows in major currencies and considering the level of liquid assets necessary to meet these, and monitoring balance sheet liquidity ratios against internal and external regulatory requirements. Based on current cash flow projections, the Group expects to have sufficient headroom against its borrowing facilities (see section below for further details on the borrowing facilities).

The table on the following page analyses the Group's financial liabilities and derivative financial liabilities into relevant maturity groupings based on the remaining period to the contractual maturity date, at the balance sheet date. The amounts disclosed in the table are the contractual undiscounted cash flows. Balances due within twelve months equal their carrying balances as the impact of discounting is not significant.

#### 22. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT CONTINUED

|                                      | CARRYING AMOUNT | CONTRACTED<br>AMOUNT LESS THAN<br>I YEAR | CONTRACTED<br>AMOUNT<br>I-2 YEARS | CONTRACTED<br>AMOUNT<br>2-5 YEARS |
|--------------------------------------|-----------------|--|-----------------------------------|-----------------------------------|
|                                      | £'000           | £'000                                    | £'000                             | £'000                             |
| AT 26 JANUARY 2019                   |                 |  |                                   |                                   |
| NON-DERIVATIVE FINANCIAL LIABILITIES |                 |  |                                   |                                   |
| Trade and other payables             | 96,839          | 96,839                                   |                                   | -                                 |
| Bank overdraft                       | 91,496          | 91,496                                   |                                   | -                                 |
| Term loan                            | 47,000          | 4,000                                    | 4,000                             | 39,000                            |
| DERIVATIVE FINANCIAL LIABILITIES     |                 |  |                                   |                                   |
| Derivative financial instruments     | 689             | 493                                      | 196                               | -                                 |
| AT 27 JANUARY 2018                   |                 |  |                                   |                                   |
| NON-DERIVATIVE FINANCIAL LIABILITIES |                 |  |                                   |                                   |
| Trade and other payables             | 74,064          | 74,064                                   | -                                 | -                                 |
| Bank overdraft                       | 76,043          | 76,043                                   | -                                 | -                                 |
| Term loan                            | 52,500          | 5,500                                    | 4,000                             | 43,000                            |
| DERIVATIVE FINANCIAL LIABILITIES     |                 |  |                                   |                                   |
| Derivative financial instruments     | 3,918           | 3,437                                    | 481                               | -                                 |

The Group manages its liquidity risk using an unsecured revolving credit facility of £135.0m expiring in September 2020. This facility provides the resources to fund the planned working capital requirements and capital expenditure to support the Group's long-term growth strategy. Interest is payable based on LIBOR plus a margin. The Group had utilised £91.3m (2018: £72.9m) of the £135.0m credit facility as at 26 January 2019.

In 2015/16, the Group borrowed £60.0m under a five year Sterling-denominated term credit facility with The Royal Bank of Scotland and Barclays. The facility was used to support the purchase of The Ugly Brown Building and is secured upon the freehold property interest in that building. The term loan is amortised over 15 years with refinancing required every five years, with an interest rate based on LIBOR plus a margin and quarterly loan repayments which commenced in December 2016. During the period, £5.5m (2018: £6.0m) was repaid.

The facilities contain financial covenants which are believed to be appropriate in the current economic climate and tested on a quarterly basis. The Group monitors actual and prospective compliance with these on a regular basis.

The financial covenant tests are based upon the following:

- a ratio of total net debt to EBITDA:
- a fixed charge cover ratio; and
- · minimum net tangible assets.

The Group, as part of its regular forecasting process, has a forward-looking view of these financial covenant tests and based on current projections there are no indications that any of these covenants will be breached during the term of the agreement. No covenants were breached during the year to 26 January 2019.

#### E) CAPITAL MANAGEMENT

The Board's policy is to maintain a strong capital base, defined as total shareholders' equity, totalling £244,718,000 at 26 January 2019 (2018:£224,050,000), so as to maintain investor, creditor and market confidence and to sustain future development of the business.

From time to time the Company purchases its own shares on the market; the timing of these purchases depends on market prices. Primarily the shares are intended to be used for issuing shares under the Group and Company's share option and award programmes. Buy and sell decisions are made on a specific transaction basis by the Board; the Group and Company do not have a defined share buy-back plan.

It is the Board's intention to achieve a dividend cover ratio of two times every year.

There were no changes in the Group and Company's approach to capital management during the period.

#### 23. CASH FLOWS FROM FINANCING ACTIVITIES

Reconciliation of movements of liabilities to cash flows arising from financing activities:

|   | TERM LOAN | SHARE CAPITAL | SHARE PREMIUM | RETAINED<br>EARNINGS |
|---|-----------|---------------|---------------|----------------------|
|   | £'000     | £'000         | £'000         | £'000                |
| AS AT 27 JANUARY 2018                   | 52,500    | 2,224         | 10,487        | 214,376              |
| CHANGES FROM FINANCING CASH FLOWS       |           |               |               |                      |
| Proceeds from issue of share capital    | -         | 4             | 68            | -                    |
| Repayment of borrowings                 | (5,500)   | -             | -             | -                    |
| Dividends paid                          | -         | -             | -             | (27,350)             |
| TOTAL CHANGES FROM FINANCING CASH FLOWS | (5,500)   | 4             | 68            | (27,350)             |
| TOTAL EQUITY-RELATED OTHER CHANGES      | -         | -             | -             | 40,236               |
| AT 26 JANUARY 2019                      | 47,000    | 2,228         | 10,555        | 227,262              |

#### 24. BUSINESS COMBINATIONS

On I January 2019, the Group acquired the entire issued share capital of No Ordinary Shoes Limited and No Ordinary Shoes USA LLC from Pentland Group Plc. Prior to this date, Pentland held the exclusive global licence to manufacture and distribute footwear under the Ted Baker brand. The Group believes that this exciting opportunity will allow it to drive further growth in its footwear business by leveraging the Group's global footprint and well invested infrastructure.

Consideration comprised £20.3m payable in cash at completion, which was funded using the Group's multi-currency revolving credit facility (see Note 22). Acquisition-related costs of £1.7m are included in exceptional costs within administrative expenses in the income statement (see Note 3) and in operating cash flows in the statement of cash flows.

At 1 January 2019, the fair value of acquired assets, liabilities and any resultant goodwill for this business combination were determined on a provisional basis, pending finalisation of the post acquisition review of the fair value of the acquired net assets. Under IFRS 3, Business Combinations, adjustments to these provisional values can be made within one year of the date of acquisition relating to facts and circumstances that existed at the acquisition date.

Details of the consideration, net assets acquired and goodwill are as follows:

|                               | £'000   |
|-------------------------------|---------|
| Consideration paid:           |         |
| Cash                          | 20,290  |
| TOTAL CONSIDERATION           | 20,290  |
| Property, Plant And Equipment | 150     |
| Inventories                   | 10,658  |
| Trade And Other Receivables   | 12,095  |
| Cash And Cash Equivalents     | 1,699   |
| Trade And Other Payables      | (6,801) |
| Reacquired Right              | 3,781   |
| Deferred Tax                  | (1,292) |
| TOTAL ASSETS AND LIABILITIES  | 20,290  |

#### 25. RELATED PARTIES

The Group considers its Executive and Non-Executive Directors as key management and their compensation therefore comprises a related-party transaction.

Total compensation in respect of key management for the period was as follows:

|   | 52 WEEKS ENDED<br>26 JANUARY<br>2019 |       |
|---|--------------------------------------|-------|
|   | £'000                                | £'000 |
| Salaries and short-term benefits                | 2,271                                | 2,852 |
| Contributions to money purchase pension schemes | 55                                   | 54    |
| Share-based payment (credit)/charges            | (76)                                 | 364   |
|   | 2,250                                | 3,270 |

Directors of the Company as at 26 January 2019 and their immediate relatives control 35.1% of the voting shares of the Company.

At 26 January 2019, No Ordinary Designer Label Limited (NODL), the main trading company, owed Ted Baker Plc £55,824,000 (2018: £55,232,000) and owed No Ordinary Shoes Limited £11,370,000 (2018: £nil.) NODL was owed £186,546,000 (2018: £138,911,000) from the other subsidiaries within the Group. Transactions between subsidiaries were priced on an arm's length basis.

The Group has a 50% interest in the ordinary share capital of No Ordinary Retail Company Pty\*, a company incorporated in Australia, through its wholly owned subsidiary No Ordinary Designer Label Limited. As at 26 January 2019, the joint venture owed £263,000 to the main trading company (2018: £666,000). In the period the value of sales made to the joint venture by the Group was £2,081,000 (2018: £2,648,000).

Ray Kelvin and Lindsay Page are both directors of, and shareholders in, THAT Bournemouth Company Limited\*, THAT TopCo Limited\* and THAT Bournemouth Big

Hotel Limited\* and, as such, these entities are related parties of the Company for the purposes of Chapter II of the Listing Rules.

Previously the Group provided design services to THAT Bournemouth Company Limited for which licence income fees were charged. No services were provided in the year ended 26 January 2019 (2018: £nil). No amounts were outstanding as at 26 January 2019 (2018: £nil).

During the period the main trading company provided office space and support services to THAT TopCo Limited for which charges were made of £130,720 (2018: £122,550) and other miscellaneous charges of £6,450 (2018: £8,946). As at 26 January 2019,THATTopCo Limited owed £150,034 to the main trading company (2018:£102,418).

During the period the main trading company supplied services to THAT Bournemouth Big Hotel Limited for which charges were made of £16,338 (2018:£6,741). As at 26 January 2019, THAT Bournemouth Big Hotel Limited owed £nil to the main trading company (2018:£1,849).

<sup>\*</sup>The registered office addresses are as follows:

| RELATED PARTY                      | REGISTERED OFFICE ADDRESS                |
|------------------------------------|--|
| No Ordinary Retail Company Pty     | 6 Albert St, Preston VIC 3072, Australia |
| THAT Bournemouth Company Limited   | 6A St Pancras Way, London, NWI 0TB       |
| THAT TopCo Limited                 | 6A St Pancras Way, London, NWI 0TB       |
| THAT Bournemouth Big Hotel Limited | 6A St Pancras Way, London, NW I 0TB      |

#### 26. IMPACT OF IFRS 16, LEASES

IFRS 16, Leases, was issued in January 2016 and is mandatory for annual reporting periods commencing 1 January 2019. The Group did not apply for early adoption of IFRS 16 and will first report under the new standard in the interim consolidated financial statements for the 28 weeks ending 10 August 2019, and in the consolidated financial statements for the 52 weeks ending 25 January 2020.

The Group has assessed the estimated impact that the initial application of IFRS 16 will have on its consolidated financial statements, as described below. The actual impact of adopting the standard may change due to any new leases or modifications to existing leases in the 52 weeks ending 25 January 2020.

The standard specifies how leases are recognised, presented, measured and disclosed. Under IFRS 16, the distinction between operating and finance leases will be removed for lessees resulting in all leases being recognised on balance sheet (except short-term leases and leases of low-value assets) and termed right-of-use assets. This will impact the timing of the recognition of lease costs within the income statement although it will not affect the Group's cash flows. In the Group Income Statement, the operating lease charge, which is currently recognised within operating profit, will be replaced by a depreciation charge in respect of the right-of-use asset, and an interest cost in relation to the lease liability. While the overall cost of the lease over its term will be the same, the allocation between accounting periods will change due to method of calculating the interest cost.

The Group conducted an initial impact assessment and shared the results with the Audit Committee. Subsequently, a project team was established and over the last year has reviewed all of the Group's leasing arrangements.

The Group will adopt the simplified modified retrospective approach to transition and will not restate comparative amounts for the year prior to first adoption. For leases previously classified as operating leases, a lease liability is recognised for the remaining lease payments discounted using the incremental borrowing rate as at 27 January 2019. A corresponding right-of-use asset is recognised at an amount equal to the lease liability, adjusted for any previously recognised prepaid or accrued lease payments. The Group does not have any leases previously classified as finance leases.

The Group has elected to apply certain expedients as allowed by the standard on transition on 27 January 2019, namely:

- (i) to apply the short-term exemption for all asset classes and to apply low value exemptions; and
- (ii) to exclude initial direct costs from the measurement of the right-of-use asset at the date of initial application.

The value of lease commitments as at 26 January 2019 in respect of leasehold properties only is £254.3m (see Note 21). The Group's lease portfolio within the scope of IFRS 16 consists of leased properties only, with a fixed rental element. Concessions and turnover rents are not within the scope and therefore these will continue to be expensed as incurred. The Group expects to recognise an increase in total liabilities of £186.9m, and a similar increase in total assets (after adjustments for prepayments and accrued lease payments recognised as at 27 January 2019). The difference between the value of lease commitments and the increase in lease liabilities is largely driven by the requirement to discount the lease liabilities to present value. Discount rates ranging between 1.9% to 9.1% have been determined based on BB-rated corporate bond yields and vary by territory and lease length. The Group does not expect the adoption of IFRS 16 to affect its ability to comply with financial covenants described in Note 22.

Operating cash flows will increase and financing cash flows will decrease because the repayment of the principal portion of the lease liabilities will be classified as cash flows from financing activities.

# 26. IMPACT OF IFRS 16, LEASES CONTINUED BALANCE SHEET IMPACT

|                         | AS AT<br>27 JANUARY 2019 |           |
|-------------------------|--------------------------|-----------|
|                         | £'000                    | £'000     |
| Right-of-use asset      | 186,923                  | 155,165   |
| Current lease liability | (186,923)                | (158,806) |
|                         | -                        | (3,641)   |

#### **INCOME STATEMENT IMPACT**

|                     | YEAR ENDING<br>25 JANUARY 2020 |
|---------------------|--------------------------------|
|                     | £'000                          |
| Depreciation charge | (36,313)                       |
| Interest expense    | (8,014)                        |
|                     | (44,327)                       |

#### **27. POST BALANCE SHEET EVENTS**

On 4 March 2019, Ray Kelvin resigned from his position as Chief Executive Officer with immediate effect. Lindsay Page has been appointed as acting Chief Executive Officer and will continue in this role. David Bernstein, former Non-Executive Chairman, was appointed as Executive Chairman until no later than November 2020 to provide support to Lindsay.

## FIVE YEAR SUMMARY (UNAUDITED)

|  | 53 WEEKS<br>ENDED<br>31 JANUARY<br>2015 | 52 WEEKS<br>ENDED<br>30 JANUARY<br>2016 | 52 WEEKS<br>ENDED<br>28 JANUARY<br>2017 | 52 WEEKS<br>ENDED<br>27 JANUARY<br>2018 | 52 WEEKS<br>ENDED<br>26 JANUARY<br>2019 |
|--|---|---|---|---|---|
|  | €'000                                   | £'000                                   | £'000                                   | £'000                                   | £'000                                   |
| RESULTS  |   |   |   |   |   |
| Revenue  | 387,564                                 | 456,169                                 | 530,986                                 | 591,670                                 | 617,442                                 |
| Operating profit   | 49,759                                  | 59,369                                  | 62,497                                  | 70,727                                  | 54,502                                  |
| Profit before tax  | 48,771                                  | 58,664                                  | 61,271                                  | 68,789                                  | 50,857                                  |
| Profit before tax and impairment                             | 48,771                                  | 58,853                                  | 61,271                                  | 73,322                                  | 59,574                                  |
| Profit before tax and exceptional items                      | 49,452                                  | 58,664                                  | 65,784                                  | 73,465                                  | 62,965                                  |
| PROFIT FOR THE PERIOD  | 35,850                                  | 44,235                                  | 46,568                                  | 52,744                                  | 40,728                                  |
| ASSETS EMPLOYED  |   |   |   |   |   |
| Property, plant and equipment                                | 51,804                                  | 123,397                                 | 144,354                                 | 139,075                                 | 131,865                                 |
| Other non-current assets                                     | 20,265                                  | 25,615                                  | 31,189                                  | 40,733                                  | 53,039                                  |
| Net current assets   | 68,505                                  | 82,143                                  | 91,852                                  | 92,515                                  | 107,732                                 |
| Non-current liabilities                                      | -                                       | (58,556)                                | (56,851)                                | (48,273)                                | (47,918)                                |
| NET ASSETS   | 140,574                                 | 172,599                                 | 210,544                                 | 224,050                                 | 244,718                                 |
| FINANCED BY  |   |   |   |   |   |
| Shareholders' funds  | 140,574                                 | 172,599                                 | 210,544                                 | 224,050                                 | 244,718                                 |
| Non-controlling interest                                     | -                                       | -                                       | -                                       | -                                       |   |
|  | 140,574                                 | 172,599                                 | 210,544                                 | 224,050                                 | 244,718                                 |
| KEY STATISTICS   |   |   |   |   |   |
| Basic earnings per share                                     | 82.0p                                   | 100.6p                                  | 105.7p                                  | 119.0p                                  | 91.5p                                   |
| Adjusted earnings per share                                  | 83.2p                                   | 100.6p                                  | 114.0p                                  | 127.7p                                  | <br>114.2p                              |
| Diluted earnings per share                                   | 81.0p                                   | 99.3 <sub>P</sub>                       | 104.5p                                  | 118.3p                                  | 91.3p                                   |
| Dividends per share  | 40.3p                                   | 47.8p                                   | 53.6p                                   | 60.1p                                   | <br>58.6 <sub>P</sub>                   |
| Dividend cover   | 2.0 times                               | 2.1 times                               | 2.0 times                               | 2.0 times                               | I.6 times                               |
| Dividend cover before exceptional costs                      | 2.1 times                               | 2.1 times                               | 2.1 times                               | 2.1 times                               | 1.9 times                               |
| Pre-tax return on capital employed before exceptional items  | 32.0%                                   | 30.5%                                   | 27.3%                                   | 26.8%                                   | 20.9%                                   |
| Post-tax return on capital employed before exceptional items | 23.5%                                   | 23.0%                                   | 20.8%                                   | 20.6%                                   | 16.7%                                   |

## NOTES