# Standard Life Equity Income Trust PLC

Annual Report and Accounts 30 September 2013

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# **Financial Calendar**

18 November 2013	Announcement of Annual Financial Report for year ended 30 September 2013
18 December 2013	Annual General Meeting
20 December 2013	Payment of fourth quarterly dividend of 3.80p per ordinary share
May 2014	Announcement of Half Yearly Financial Report for six months ending 31 March 2014
March, June and September 2014	Payment of interim dividends for 2014

THIS DOCUMENT IS IMPORTANT AND REQUIRES YOUR IMMEDIATE ATTENTION. If you are in any doubt about the action you should take, you are recommended to seek your own independent financial advice from your stockbroker, bank manager, solicitor, accountant or other independent financial adviser authorised under the Financial Services and Markets Act 2000 if you are in the United Kingdom or, if not, from another appropriately authorised financial adviser. If you have sold or otherwise transferred all your Ordinary shares in Standard Life Equity Income Trust PLC, please forward this document, together with the accompanying documents immediately to the purchaser or transferee, or to the stockbroker, bank or agent through whom the sale or transfer was effected for transmission to the purchaser or transferee.

# **Corporate Summary**

Investment Objective	The objective of Standard Life Equity Income Trust is to provide shareholders with an above average income from their equity investment while also providing real growth in capital and income.
Investment Policy	The Directors intend to achieve the investment objective by investing in a diversified portfolio consisting mainly of quoted UK equities. The portfolio will normally comprise between 50 and 70 individual equity holdings. In order to reduce risk in the Company without compromising flexibility:
	• no holding within the portfolio will exceed 10% of net assets; and
	<ul> <li>the top ten holdings within the portfolio will not in aggregate exceed 50% of net assets</li> </ul>
	The Company may invest in convertible preference shares, convertible loan stocks, gilts and corporate bonds.
	The Directors have set parameters of between 5% net cash and 15% net gearing for the level of gearing that can be employed. The Directors have delegated responsibility to the Manager for the operation of the gearing level within the above parameters.
	The Manager's investment process combines asset allocation, stock selection, portfolio construction, risk management and dealing. The investment process is research-intensive and is driven by a distinctive focus on change which recognises that different factors drive individual stocks and markets at different times in the cycle. This flexible but disciplined investment process ensures that the Manager has the opportunity to perform in different market conditions.
Benchmark	The Company's benchmark is the FTSE All-Share Index.
Equity shareholders' funds	£151.8 million at 30 September 2013.
Market capitalisation	£147.1 million at 30 September 2013.
Capital structure	Standard Life Equity Income Trust is a conventional investment trust with Ordinary shares of 25p each. There were 38,419,941 Ordinary shares in issue (and 1,707,328 treasury shares) at 30 September 2013. There were also 7,196,498 Subscription shares of 0.01p, with no voting rights, in issue as at the same date.
Independent Board	The Directors, all of whom are independent of the management company, meet regularly with the Manager to consider investment strategy and monitor performance.
Investment Manager	Standard Life Investments (Corporate Funds) Limited – Investment Manager, Thomas Moore; Head of Investment Companies, Gordon Humphries.
Management Fee	The management fee is calculated at 0.65% per annum of the Company's gross assets and there is no performance fee. The notice period is six months.
ISA status	The Company's shares are eligible for ISAs and ISA transfers.
Buying shares	The process of buying shares through the Standard Life Investments Share Plan or ISA is shown in 'How to make investments' on page 56 of this report.
AIC membership	The Company is a member of the Association of Investment Companies.
Website	The Company's website may be accessed from the Investment Manager's Investment Trust website, www.standardlifeinvestments.com/its.
	The website offers investors comprehensive information on the Company and its related products. Some of the available features are:
	<ul> <li>the latest share price and net asset value</li> </ul>
	• performance figures, charts and commentary
	product information
	<ul> <li>how to invest in the Company via the savings plan</li> </ul>
	<ul> <li>strategic and economic reviews by the Investment Manager</li> </ul>

# **Financial Highlights**

Year to 30 September 2013
37.8%
5.1%
31.4%
18.9%

The benchmark is the FTSE All-Share Index

Total return assumes that the dividends paid to shareholders are re-invested in ordinary shares at the time the ordinary shares are quoted ex-dividend.

#### Two Years of Strong Performance under the New Strategy



Ten Largest Positions Relative	to the Benchma	rk at 30 Sep	tember 2013				
Overweight Stocks	Company %	B'mark %	Relative %	Overweight Stocks	Company %	B'mark %	Relative %
DS Smith	2.9	0.1	2.8	GKN	2.2	0.3	1.9
BT	3.9	1.4	2.5	Legal & General	2.5	0.6	1.9
easyJet	2.6	0.1	2.5	Close Brothers	2.0	0.1	1.9
International Personal Finance	2.2	0.1	2.1	Britvic	1.6	0.1	1.5
Howden Joinery	2.2	0.1	2.1	Inchcape	1.7	0.2	1.5

Sources: Standard Life Investments and Thomson Datastream

# **Financial Highlights**

	30 September 2013	30 September 2012	% change
Capital			
Net asset value per ordinary share <sup>1</sup>			
Basic	395.2p	314.2p	25.8%
Diluted	383.3p	314.2p	22.0%
Ordinary share price	383.0p	294.0p	30.3%
Subscription share price	89.0p	28.0p	217.9%
Benchmark return	3,443.9	2,998.9	14.8%
Discount of ordinary share price to net asset value			
Basic	-3.1%	-6.4%	
Diluted	-0.1%	-6.4%	
Total assets	£172.2m	£135.3m	27.3%
Shareholders' funds	£151.8m	£119.3m	27.2%
Ordinary shares in issue	38,419,941	37,959,305	1.2%
Gearing			
Gearing	12.7%	5.7%	
Earnings and Dividends			
Revenue return per ordinary share (undiluted)	14.07p	13.53p	4.0%
Total dividends for the year	13.40p	12.75p	5.1%
Dividend yield	3.5%	4.3%	
Expenses			
Ongoing charges	0.97%	0.99%	

1. The net asset value per ordinary share is based on the audited net assets at the year end date and includes undistributed net income at that date.



### **Chairman's Statement**

I am pleased to report that the investment performance of the Company for the year ended 30 September 2013 has been very strong. The Company's diluted net asset value total return for the year was 31.4% compared with an 18.9% total return for the FTSE All Share Index and a total return of 16.8% for the FTSE 350 High Yield Index.



Charles Wood OBE

#### **Income and Dividends**

The revenue return per share for the year ended 30 September 2013 rose by 4.0% to 14.07p (2012 – 13.53p). During the year the Company continued to increase the emphasis on medium sized companies, which in the long-term should improve the potential for dividend growth but in the short term will affect the portfolio yield. These changes have lowered growth in the absolute level of earnings in this financial year. Special dividends totalling £465,000 were received from Lancashire, Hiscox and ITV during the year.

As I indicated in my statement last year the Company began paying quarterly dividends in March 2013 at a rate of 3.2p per share (ahead of the level indicated in the 2012 annual report) and this level of quarterly dividend was maintained in June and September. The Board has decided to recommend a fourth quarterly dividend of 3.8p per share bringing total dividends to 13.4p per share, an increase of 5.1% on last year. Subject to shareholder approval, the fourth quarterly dividend will be paid on 20 December 2013 to shareholders on the register on 29 November 2013 with an associated ex-dividend date of 27 November 2013.

Year ended 30/09/13	Pay Date	Amount (p) per share declared/paid
Quarter 1	March 2013	3.2p
Quarter 2	June 2013	3.2p
Quarter 3	September 2013	3.2p
Quarter 4	December 2013	3.8p
Total		13.4p

Since launch in 1991, the Company has achieved real growth in income, with dividends increasing by 288%. This compares with an increase of 87% in the Retail Price Index, and a 63% increase in the Consumer Price Index over the same period.

I am delighted that the Company has grown its dividend every year bar one since its start in 1991.

#### Performance

The improvement in relative performance that I commented upon last year has continued this year. The Manager has continued to increase the number of mid cap holdings where it has high conviction, while at the same time reducing the concentration risk of the top ten income contributors. The Board continues to be supportive of this strategy which has been implemented since 2011.

Portfolio spread	30 September 2013	30 September 2012	11 November 2011
FTSE 100	53.1%	63.3%	75.8%
FTSE 250	42.5%	35.8%	22.3%
FTSE Small Cap	4.4%	0.9%	1.9%

Dividend concentration	30 September	30 September	11 November
	2013	2012	2011
Top 10 investments	36.2%	44.6%	50.3%

# **Chairman's Statement**

The long term performance of your Company against its peers is shown in the table below:

Source: JP Morgan Cazenove, periods to 30 September 2013

UK Growth & Income Peer Group	Six Months Total Return	One Year Total Return	Five Years Total Return
SLEIT	4/21	5/21	6/20
SLEIT*	3/19	4/19	4/18

\* based on the peer group excluding trusts with a yield lower than the AIC UK Growth & Income sector definition

The Company's share price total return for the year ended 30 September 2013 was 37.8% and the discount was virtually eliminated over the year, ending at 0.1% after starting the year at 6.4%.

The Manager's Report on pages 9 to 10 provides further information on the UK economy and equity market as well as a review of the portfolio of investments and activity during the year.

#### **Subscription Shares**

As I indicated in my interim report the purpose of issuing the subscription shares was to increase the size and liquidity of the Company's share capital and reduce the ongoing charges ratio. As a reminder the new ordinary shares can be taken up at 320p per subscription share by giving notice each December and June (last exercise 31 December 2016). The Directors exercised their subscription rights on 30 June 2013.

#### Gearing

The Company has a £20m three year revolving loan facility at a margin of 125bps above LIBOR. This facility expires in February 2014. The all-in interest cost is approximately 1.75% per annum, and as such provides effective income gearing for the Company. Gearing has had a positive impact on NAV performance during the year and the Manager's decision to increase borrowings to £20m at the start of the second half of the financial year added further value.

#### **Governance and Board**

Your Board has again conducted a full annual review of strategy. It has also carried out an evaluation of itself, and did not feel that an external assessment was required at this time. Your Board continues to consider that the main service providers to the Company perform well and are fairly rewarded.

After a detailed search for a new non-executive director, with the help of an external consultant, the Board announced the appointment of Mark

White as a director of the Company with effect from 1 November 2013. Mark was previously joint head of JP Morgan Asset Management in Europe and chief executive of Jardine Fleming Investment Management. He is a director of a number of listed companies and the Board looks forward to Mark's contribution as a director.

#### **Retail Distribution Review (RDR) and Marketing**

The implementation of the RDR in February 2013 presents an ideal opportunity for investment trusts to communicate their benefits to a wider investor universe since independent advisers must consider the full range of investment products for clients. It is hoped that investment trusts will gain entry to the main investment platforms such as Fidelity's FundNetwork, Co-Funds and Skandia although progress to date has been slow. The investment trust industry can demonstrate a superior investment track record compared with most mutual funds, and it is hoped that our Company will in time benefit from this opportunity.

The Manager has been actively marketing the Company's ordinary shares over the last year and it is pleasing that the rating of the Company's shares has improved markedly. The Board has also hosted a lunch for wealth managers in both Edinburgh and London. Your directors received useful and encouraging feedback from those who attended. I am also pleased to report that the Company has increased its capital base through the issue of shares from treasury and the exercise of subscription shares.

The Manager meets regularly with private client and wealth managers. In addition, the Board is always pleased to welcome private investors to the Company's AGM, to be held this year on Wednesday 18 December 2013 at the 34<sup>th</sup> floor of our Manager's London office at 30 St Mary Axe, London EC3A 8EP (the Gherkin). The meeting will start at 11am and will include a presentation on our investments from Thomas Moore.

# Alternative Investment Fund Managers Directive (AIFMD)

The European AIFMD is almost upon us with the final implementation date being 22 July 2014. The Board has decided to appoint its Investment Manager to undertake the necessary regulatory returns, initial authorisations and registration. Your Company will also be appointing a depositary under the new regime.

### **Chairman's Statement**

#### **New Annual Report Requirements**

Recent changes have been made to the narrative reporting requirements for annual reports and to the governance surrounding directors' remuneration. As a result, this year's annual report includes a Strategic Report, a Remuneration Policy Report, a new format for the Directors' Remuneration Report and a number of further consequential changes.

#### Outlook

Rising confidence has led to an increase in corporate activity this year, and a sharp rise in public offerings and flotations. The resilience of the stock market in the face of such demands has been impressive. One support for the market is the confidence that dividend growth remains well based, with recent research suggesting that UK companies now control record amounts of net cash.

The decision to increase the allocation of your Company's portfolio to mid-sized companies has been a central contributor to the excellent performance in the net asset value of the Company over the last two years, in a competitive sector. Your Company is differentiated from many of the peer group in terms of its portfolio mix and its focus solely on companies listed in the UK.

The Board is conscious that economic uncertainties remain, and ultimately the prospect of a further rise in interest rates. We are however confident that the portfolio of your Company is well placed for the long term. Our structure as an investment trust enables us to look to use our revenue reserves when appropriate.

Despite the volatility in the market, the UK corporate sector has proved resilient and offers attractive valuations where balance sheets and dividend cover are strong. The Manager remains focused on the long term performance of the Company and the opportunities the market affords.

#### **Charles Wood OBE**

Chairman

15 November 2013

# **Board of Directors**



#### Charles Wood OBE Chairman

Appointed to the Board in 2003, he is chairman of Northcliffe Trustees Limited and a member of the Investment Committee of the Daily Mail and General Trust plc Pension Scheme. He is also a director of Cazenove Capital Management Pension Trustee Limited.



#### Josephine Dixon Director

Appointed to the Board in 2011, she is a Chartered Accountant whose career includes a number of years in the Nat West Group, Finance Director of Newcastle United plc, Serco Group where she was Commercial Director of UK Europe and the Middle East, and on various advisory Boards in the education and charity sector. She is currently a director of Worldwide Healthcare Trust PLC, Baring Emerging Europe PLC and JPMorgan European Investment Trust plc. Ms Dixon was appointed as chairperson of the Audit Committee on 5 September 2012.



Keith Percy Director

Appointed to the Board in 1991, he is chairman of the Nomination Committee. He is chairman of Brunner Investment Trust PLC and also a non-executive director of JPMorgan Japanese Investment Trust PLC, The Henderson Smaller Companies Investment Trust PLC, and F&C Asset Management PLC.



#### Richard Burns Director

Appointed to the Board in 2006, he is chairman of the Remuneration & Management Engagement Committee. He is currently a non-executive director of JPMorgan Indian Investment Trust plc, The Bankers Investment Trust PLC, EP Global Opportunities Trust PLC and Mid Wynd International Investment Trust PLC and a former non-executive director of The Baillie Gifford Japan Trust PLC. He was, until May 2006, Joint Senior Partner of Baillie Gifford. Mr Burns was designated as the Senior Independent Director on 5 September 2012.



#### Mark White Director

Appointed to the Board on 1st November 2013, he is chief executive of LGT Capital Partners (UK) Limited. He is also senior non-executive Director of Impax Asset Management Group Plc and chairs its Audit and Risk Committee. He is a non-executive Director of F&C Global Smaller Companies Plc and EB Asia Absolute Return Fund Ltd. He is also General Manager of Castle Alternative Invest AG. He was previously joint head of JP Morgan Asset Management in Europe and chief executive of Jardine Fleming Investment Management in Hong Kong.

# **Financial Record**

	Gross revenue £'000	Revenue available for ordinary shareholders £'000	Revenue earnings per share P	Dividends per share P	Net asset value per share <sup>(3)</sup> P	Shareholders' funds £'000	Share price p	(Discount)/ premium %	Actual gearing ratio <sup>(4)</sup>	Potential gearing ratio <sup>(5)</sup>
2004	3,688	2,926	7.36	8.20	235.1	93,495	231.0	(1.7)	0.97	1.05
2005(1)	4,917	3,992	10.04	8.60	286.2	113,718	256.0	(10.5)	1.01	1.06
2006(2)	4,843	4,161	10.47	9.50	325.1	129,171	297.5	(8.5)	1.07	1.08
2007	5,404	4,606	11.99	10.45	348.9	132,333	311.0	(10.9)	1.07	1.10
2008	5,479	4,782	12.61	11.00	262.5	99,573	241.0	(8.2)	0.96	1.15
2009	4,922	4,836	12.75	11.55	280.3	106,302	253.5	(9.6)	1.08	1.08
2010	4,715	4,189	11.04	11.80	299.8	113,701	286.8	(4.3)	1.10	1.11
2011	5,257	4,877	12.86	12.40	269.9	102,422	276.5	2.4	1.06	1.15
2012	5,780	5,136	13.53	12.75	314.2	119,273	294.0	(6.4)	1.06	1.13
2013	6,107	5,361	14.07	13.40	383.3	151,837	383.0	(0.1)	1.13	1.13

<sup>(1)</sup> The figures for 2005 for Shareholders' funds, Net Asset Value and premium/(discount) have been restated to reflect the changes in accounting policies arising from revisions to UK GAAP. The figures for dividends have not been restated and still reflect the dividends for the years in which they were earned.

(2) From 1 October 2005, the Directors have established that 70% (previously 30% - see (1) above) of the total of finance costs and investment management fees are charged against the realised capital reserve.

<sup>(3)</sup> Net asset value per share includes net revenue for the period, and is diluted where applicable.

<sup>(a)</sup> Total assets less current liabilities excluding all debt being used for investment purposes (irrespective of how long the debt has to run until repayment) less all cash and fixed interest assets divided by shareholders' funds.

<sup>(3)</sup> Total assets less current liabilities excluding all debt being used for investment purposes (irrespective of how long the debt has to run until repayment) divided by shareholders' funds.





# **Manager's Report**



Thomas Moore

#### **Market Review**

UK equities performed well during the twelve months under review, boosted by central bank policy action and growing signs of economic recovery as the year progressed.

Equities started the period on a strong footing as investors cheered European Central Bank and Federal Reserve (Fed) monetary stimulus. Equities continued to rally towards the end of 2012, as initial concerns over the outcome of the US presidential election were allayed by a clear result. Markets stalled as the year-end US 'fiscal cliff' deadline approached, but the last-minute deal to delay spending cuts and tax increases boosted sentiment and ensured a strong start to 2013.

UK economic data remained mixed in early 2013, reflecting the economy's ongoing sluggishness. This was underlined by the widely anticipated downgrade of the UK's AAA bond rating in February by sovereign rating agency Moody's. Concerns over the Euro-zone resurfaced in March due to inconclusive Italian elections and the Cyprus bailout crisis, but these passed without unduly perturbing markets. A further challenge for markets arose in June in the form of Fed indications that it could begin to taper its quantitative easing programme. This prompted considerable volatility, although markets regained their poise in July as Fed members began to soften their language on the likely pace of withdrawal in monetary stimulus.

UK economic data turned increasingly positive as the year progressed, as strong housing and autos data were supported by very strong industrial and service sector output, signalling a sharp acceleration in the economic rebound.

#### Performance

For the year to 30 September 2013, the Company's diluted net asset value total return was 31.4%, outperforming the FTSE All-Share Index total return of 18.9% (source: Thomson Datastream). Over the reporting period, the share price rose from 294p to 383p (+30.3%).

easyJet was the top contributor during the twelve months. The company has enjoyed strong pricing and robust load factors following the withdrawal of capacity by financially challenged peers. International Personal Finance also featured strongly as it enjoyed robust lending growth across many of its end markets, particularly Mexico. Howden Joinery boosted returns with the ongoing success of its new depot rollout programme and market share gains. DS Smith also outperformed after a positive investor update which highlighted better-than-expected cost savings and operational improvements from its acquisition of SCA's paper business last year.

On the downside, not holding **Lloyds Banking Group** detracted the most from relative returns. Seen as the most UK-focused domestic bank, its shares benefited from the improving domestic economy and the recovering housing market in particular. **Petrofac** also hampered returns as the company suffered from investor concerns about the viability of offshore projects across the industry. **G4S** was a further laggard during the period after announcing a profit warning. The company's results highlighted poor internal controls which led to the departure of the chief executive.

#### Activity

We initiated a new position in insurance underwriter **Beazley**. The company should benefit from the strength of its niche positions in various speciality areas of the industry, while its investment returns should improve as bond yields increase. We also initiated a new position in oil producer **SOCO International**, which confirmed further discoveries in its core areas of operation, Vietnam and offshore Congo. Unusually for such a company, the production profile and cashflows are very strong, allowing it to announce an enhanced dividend policy.

### **Manager's Report**

In terms of sales, we reduced our position in **GlaxoSmithKline**. The company continues to suffer disappointing newsflow regarding its drug development pipeline, which is likely to hamper growth prospects. In addition, we sold shares in **Ladbrokes**. The company has been late to exploit online gaming opportunities and its strategy to improve this area of its business has encountered delays. Elsewhere, activity largely involved sales following strong performance. We disposed of the position in **Whitbread**, whose increased valuation makes the stock more vulnerable to any weakening in trading. Meanwhile, we took profits in a number of other holdings including **Cineworld, Marston's** and **Ashtead**.

The net effect of our portfolio activity has been to continue to increase the Company's exposure to mid and small cap holdings that offer the prospect of superior dividend and capital growth, at the expense of large cap holdings that offer more limited growth potential. We are encouraged by signs that this approach is benefiting the Company's total return prospects, while at the same time diversifying the Company's income sources and thereby reducing its reliance on some of the largest stocks in the market.

#### Outlook

Recent market action has highlighted the correlation between government bonds and some of the large-cap defensive sectors that are widely held in traditional income portfolios. As bonds have sold off, so have many of these bond-like areas of the equity market. By contrast, accelerating economic momentum has increased the attractions of more cyclical areas of the market.

This market environment further underlines the benefit to shareholders of the action taken to reduce the Company's reliance on some of the largest stocks in the market. Improving UK economic data is set to benefit more economically sensitive sectors such as Travel and Leisure, Retail, Housebuilders and Industrials, all of which are represented in the portfolio. As signs of a pickup begin to emerge, we are encouraged by the number of stocks with the potential to surprise the market positively in the months ahead. Given a combination of improving corporate earnings, strong balance sheets and good levels of dividend cover, we remain positive on the outlook for the Company.

#### **Thomas Moore**

Standard Life Investments

15 November 2013

Relative Performance Attribution*	%
Stock Selection	9.6
Gearing	3.1
Interest	-0.3
Expenses	-0.5
Total	11.9

\* based upon capital return (excluding effect of current year revenue)

Top 5 Stock Level Contributors	Average position relative to FTSE All-Share Index (%)	Contribution (%)
easyJet	2.4	1.6
International Personal Finance	1.9	1.0
Howden Joinery	1.9	1.0
DS Smith	2.8	0.9
BT	2.5	0.7

Bottom 5 Stock Level Contributors	Average position relative to FTSE All-Share Index (%)	Contribution (%)
Lloyds Banking Group	-1.2	-0.6
Petrofac	1.5	-0.4
G4S	0.5	-0.3
esure	0.5	-0.2
Arm Holdings	-0.6	-0.2

# **Top Twenty Investments**

As at 30 September 2013

VodafoneMobile Telecommunications7,10144BTTelecommunications6,58032DS SmithGeneral Industrials5,00422BPOil & Gas Producers4,77622easyJetTravel & Leisure4,46622Legal & GeneralLife Insurance/Assurance4,26222GKNAutomobiles & Parts3,79122Howden JoinerySupport Services3,72522International Personal FinanceFinancial Services3,70922Top ten investmentsFinancial Services3,41722GlaxoSmithKlinePharmaceuticals & Biotechnology3,23011British Sky BroadcastingMedia3,10711BarclaysBanks3,08311Standard CharteredGeneral Retailers2,86211British American TobaccoTobacco2,81311Top twenty investments6,8121212Standard CharteredGeneral Retailers2,86211British American TobaccoTobacco2,81311Top twenty investments6,829480Other investments (47)57,08251,00251,002	Stock	Key Business	Valuation as at 30 September 2013 £'000	Weight %
BTTelecommunicationsFirstBTTelecommunications6,5803.DS SmithGeneral Industrials5,0042.BPOil & Gas Producers4,7762.easyletTravel & Leisure4,4662.Legal & GeneralLife Insurance/Assurance4,2622.GKNAutomobiles & Parts3,7912.Howden JoinerySupport Services3,7252.International Personal FinanceFinancial Services3,7092.Top ten investments51,74730.Rio TintoMining3,5132.GlaxoSmithKlinePharmaceuticals & Biotechnology3,2301.British Sky BroadcastingMedia3,1071.BarclaysBanks3,0201.Royal Dutch Shell AOil & Gas Producers2,9811.InchcapeGeneral Retailers2,8621.British American TobaccoTobacco2,8131.Other investmentsOther investments (47)	HSBC	Banks	8,333	4.9
DS SmithGeneral Industrials5,0042.BPOil & Gas Producers4,7762.easyletTravel & Leisure4,4662.Legal & GeneralLife Insurance/Assurance4,2622.GKNAutomobiles & Parts3,7912.Howden JoinerySupport Services3,7252.International Personal FinanceFinancial Services3,7092.Rio TintoMining3,5132.GlaxoSmithKlinePharmaceuticals & Biotechnology3,2301.Rolls RoyceAerospace & Defence3,2261.BarclaysBanks3,0831.Standard CharteredBanks3,0201.Royal Dutch Shell AOil & Gas Producers2,9811.InchcapeGeneral Retailers2,8621.British American TobaccoTobacco2,8131.Other investments57,08257,08257,082	Vodafone	Mobile Telecommunications	7,101	4.2
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easyletTravel & Leisure4,4662.Legal & GeneralLife Insurance/Assurance4,2622.GKNAutomobiles & Parts3,7912.Howden JoinerySupport Services3,7252.International Personal FinanceFinancial Services3,7092.Top ten investments51,74730.Rio TintoMining3,5132.Close BrothersFinancial Services3,4172.GlaxoSmithKlinePharmaceuticals & Biotechnology3,2301.British Sky BroadcastingMedia3,1071.BarclaysBanks3,0831.Standard CharteredGeneral Retailers2,8621.British American TobaccoTobacco2,8131.Top twenty investments (47)Tobacco2,8131.	DS Smith	General Industrials	5,004	2.9
Legal & GeneralLife Insurance/Assurance4,2622.GKNAutomobiles & Parts3,7912.Howden JoinerySupport Services3,7252.International Personal FinanceFinancial Services3,7092.Top ten investments51,747300Rio TintoMining3,5132.GlaxoSmithKlinePharmaceuticals Services3,4172.GlaxoSmithKlinePharmaceuticals & Biotechnology3,2301.BarclaysBanks3,0831.Standard CharteredBanks3,0201.InchcapeGeneral Retailers2,8621.British American TobaccoTobacco2,8131.Top twenty investmentsTobacco2,8131.Top twenty investments1.82,99948.Other investments (47)87,08257,08257.	BP	Oil & Gas Producers	4,776	2.8
GKNAutomobiles & Parts3,7912.Howden JoinerySupport Services3,7252.International Personal FinanceFinancial Services3,7092.Top ten investmentsFinancial Services3,7092.Top ten investmentsSinorial Services3,7132.Close BrothersFinancial Services3,4172.GlaxoSmithKlinePharmaceuticals & Biotechnology3,2301.British Sky BroadcastingMedia3,1071.BarclaysBanks3,0831.Standard CharteredBanks3,0201.InchcapeGeneral Retailers2,8621.British American TobaccoTobacco2,8131.Top twenty investmentsK7)82,99948.Other investments (47)Standard Chartered82,99948.	easyJet	Travel & Leisure	4,466	2.6
Howden JoinerySupport Services3,7252.International Personal FinanceFinancial Services3,7092.Top ten investments51,74730.Rio TintoMining3,5132.Close BrothersFinancial Services3,4172.GlaxoSmithKlinePharmaceuticals & Biotechnology3,2301.Rolls RoyceAerospace & Defence3,2261.British Sky BroadcastingMedia3,1071.BarclaysBanks3,0831.Standard CharteredBanks3,0201.InchcapeGeneral Retailers2,8611.British American TobaccoTobacco2,8131.Top twenty investments (47).87,08251.	Legal & General	Life Insurance/Assurance	4,262	2.5
International Personal FinanceFinancial Services3,7092.Top ten investments51,74730.Rio TintoMining3,5132.Close BrothersFinancial Services3,4172.GlaxoSmithKlinePharmaceuticals & Biotechnology3,2301.Rolls RoyceAerospace & Defence3,2261.British Sky BroadcastingMedia3,1071.BarclaysBanks3,0831.Standard CharteredBanks3,0201.Royal Dutch Shell AOil & Gas Producers2,9811.InchcapeGeneral Retailers2,8621.British American TobaccoTobacco2,8131.Other investments (47)87,08251.	GKN	Automobiles & Parts	3,791	2.2
FinanceFinancial Services3,7092.Top ten investments51,74730.Rio TintoMining3,5132.Close BrothersFinancial Services3,4172.GlaxoSmithKlinePharmaceuticals & Biotechnology3,2301.Rolls RoyceAerospace & Defence3,2261.British Sky BroadcastingMedia3,1071.BarclaysBanks3,0831.Standard CharteredBanks3,0201.InchcapeGeneral Retailers2,8621.British American TobaccoTobacco2,8131.Top twenty investments (47)U87,08251	Howden Joinery	Support Services	3,725	2.2
Rio TintoMining3,5132.Close BrothersFinancial Services3,4172.GlaxoSmithKlinePharmaceuticals & Biotechnology3,2301.Rolls RoyceAerospace & Defence3,2261.British Sky BroadcastingMedia3,1071.BarclaysBanks3,0831.Standard CharteredBanks3,0201.Royal Dutch Shell AOil & Gas Producers2,9811.InchcapeGeneral Retailers2,8621.British American TobaccoTobacco2,8131.Other investments (47).87,08251.		Financial Services	3,709	2.2
Close BrothersFinancial Services3,4172.GlaxoSmithKlinePharmaceuticals & Biotechnology3,2301.Rolls RoyceAerospace & Defence3,2261.British Sky BroadcastingMedia3,1071.BarclaysBanks3,0831.Standard CharteredBanks3,0201.Royal Dutch Shell AOil & Gas Producers2,9811.InchcapeGeneral Retailers2,8621.British American TobaccoTobacco2,8131.Other investments (47)87,08251.	Top ten investments		51,747	30.4
GlaxoSmithKlinePharmaceuticals & Biotechnology3,2301Rolls RoyceAerospace & Defence3,2261British Sky BroadcastingMedia3,1071BarclaysBanks3,0831Standard CharteredBanks3,0201Royal Dutch Shell AOil & Gas Producers2,9811InchcapeGeneral Retailers2,8621British American TobaccoTobacco2,8131Other investments (47)87,08251	Rio Tinto	Mining	3,513	2.1
Rolls RoyceAerospace & Defence3,2261.British Sky BroadcastingMedia3,1071.BarclaysBanks3,0831.Standard CharteredBanks3,0201.Royal Dutch Shell AOil & Gas Producers2,9811.InchcapeGeneral Retailers2,8621.British American TobaccoTobacco2,8131.Other investments (47)87,08251.	Close Brothers	Financial Services	3,417	2.0
British Sky BroadcastingMedia3,1071BarclaysBanks3,0831Standard CharteredBanks3,0201Royal Dutch Shell AOil & Gas Producers2,9811InchcapeGeneral Retailers2,8621British American TobaccoTobacco2,8131Top twenty investments82,99948.Other investments (47)87,08251.	GlaxoSmithKline	Pharmaceuticals & Biotechnology	3,230	1.9
BarclaysBanks3,0831Standard CharteredBanks3,0201Royal Dutch Shell AOil & Gas Producers2,9811InchcapeGeneral Retailers2,8621British American TobaccoTobacco2,8131Top twenty investments82,99948.Other investments (47)87,08251.	Rolls Royce	Aerospace & Defence	3,226	1.9
Standard CharteredBanks3,0201.Royal Dutch Shell AOil & Gas Producers2,9811.InchcapeGeneral Retailers2,8621.British American TobaccoTobacco2,8131.Top twenty investments82,99948.Other investments (47)87,08251.	British Sky Broadcasting	Media	3,107	1.8
Royal Dutch Shell AOil & Gas Producers2,9811.InchcapeGeneral Retailers2,8621.British American TobaccoTobacco2,8131.Top twenty investments82,99948.Other investments (47)87,08251.	Barclays	Banks	3,083	1.8
InchcapeGeneral Retailers2,8621.British American TobaccoTobacco2,8131.Top twenty investments82,99948.Other investments (47)87,08251.	Standard Chartered	Banks	3,020	1.8
British American TobaccoTobacco2,8131.Top twenty investments82,99948.Other investments (47)87,08251.	Royal Dutch Shell A	Oil & Gas Producers	2,981	1.7
Top twenty investments         82,999         48.           Other investments (47)         87,082         51.	Inchcape	General Retailers	2,862	1.7
Other investments (47)         87,082         51.	British American Tobacco	Tobacco	2,813	1.7
	Top twenty investments		82,999	48.8
	Other investments (47)		87,082	51.2
Iotal investments 170,081 100.	Total investments		170,081	100.0

All investments are equity investments.

# **Classification of Investments**

At 30 September 2013

	2013 £'000	Total portfolio 2013 %	FTSE All-Share Index 2013 %	Total portfolio 2012 %
UK Equities				
Oil & Gas		7.0	14.2	13.0
Oil & Gas Producers		5.4		
BP	4,776			
Royal Dutch Shell A	2,981			
Soco International	1,418			
<b>Oil Equipment Services &amp; Distribution</b>		1.6		
Petrofac	2,680			
Basic Materials		4.3	8.2	4.2
Chemicals		0.8		
Johnson Matthey	1,309			
Forestry & Paper		1.4		
Mondi	2,452			
Mining		2.1		
Rio Tinto	3,513			
Industrials		19.0	10.0	16.6
Construction & Materials		3.7		
Tyman	2,162			
Kier	1,789			
Balfour Beatty	1,396			
Galliford	971			
Aerospace & Defence		3.6		
Rolls Royce	3,226			
Qinetiq	1,684			
Senior	1,285			
General Industrials	·	4.1		
DS Smith	5,004			
RPC	1,911			
Industrial Engineering	·	1.1		
Bodycote	1,806			
Support Services		6.5		
Howden Joinery	3,725			
Berendsen	2,720			
WS Atkins	1,679			
Hays	1,548			
Babcock International	1,384			

# **Classification of Investments**

At 30 September 2013

	2013 £'000	Total portfolio 2013 %	FTSE All-Share Index 2013 %	Total portfolio 2012 %
Consumer Goods		6.4	13.6	7.2
Automobiles & Parts		2.2		
GKN	3,791			
Beverages		1.6		
Britvic	2,767			
Household Goods & Home Construction		0.9		
Bovis Homes	1,592			
Tobacco		1.7		
British American Tobacco	2,813			
Health Care		1.9	7.2	6.5
Pharmaceuticals & Biotechnology		1.9		
GlaxoSmithKline	3,230			
Consumer Services		18.4	10.6	12.0
General Retailers		2.2		
Inchcape	2,862			
Carphone Warehouse	903			
Media		6.7		
British Sky Broadcasting	3,107			
ITV	2,592			
Rightmove	2,078			
Reed Elsevier	1,884			
United Business Media	1,683			
Travel & Leisure		9.5		
easyJet	4,466			
Cineworld	2,628			
Marston's	2,569			
Compass	1,962			
Playtech	1,922			
Whitbread	1,548			
Restaurant	1,108			
Telecommunications		8.0	6.9	11.2
Fixed Line Telecommunications		3.8		
ВТ	6,580			
Mobile Telecommunications	,	4.2		
Vodafone	7,101			
Utilities	. ,	1.3	3.7	3.2
Gas, Water & Multiutilities		1.3		
Centrica	2,274			

# **Classification of Investments**

At 30 September 2013

	2013 £'000	Total portfolio 2013 %	FTSE All-Share Index 2013 %	Total portfolio 2012 %
Financials		32.7	24.0	25.9
Banks		8.5		
HSBC	8,333			
Standard Chartered	3,020			
Barclays	3,083			
Non-life Insurance		5.5		
Lancashire	2,618			
Jardine Lloyd Thompson	2,304			
Hiscox	2,140			
Beazley	1,513			
esure	757			
Life Insurance/Assurance		5.3		
Legal & General	4,262			
Resolution	2,631			
Prudential	2,106			
Real Estate Investment Trusts		1.8		
British Land	1,939			
Hansteen	1,090			
Financial Services		11.6		
International Personal Finance	3,709			
Close Brothers	3,417			
Provident Financial	2,526			
IG	2,518			
Ashmore	1,954			
Aberdeen Asset Management	1,614			
Rathbone Brothers	1,493			
F&C Asset Management	1,451			
Polar Capital	1,089			
Technology		1.0	1.6	0.2
Software & Computer Services		1.0		
Micro Focus International	1,635			
Total Portfolio	170,081	100.0	100.0	100.0

All investments are equity investments.

# **Strategic Report**

#### Introduction

This Strategic Report is intended to provide information about the Company's strategy and business needs, its performance and results for the year, and the information and measures which the Directors use to assess, direct and oversee Standard Life Investments (the "Manager") in the management of the Company's activities.

The Company carries on business as an investment trust. Investment trusts are collective investment vehicles constituted as closedended public limited companies. The Company is managed by a board of non-executive directors and the management of the Company's investments is delegated to the Manager.

#### The Board

The Board currently consists of a non-executive Chairman, Mr. C.A. Wood, OBE and four nonexecutive Directors. The names and biographies of those Directors who held office at 30 September 2013 and at the date of this Report appear on page 7 and indicate their range of investment, industrial, commercial and professional experience. As at 30 September 2013, the Board consisted of three men and one woman. Mr White was appointed to the Board on 1 November 2013 and as a result the Board currently consists of four men and one woman. As the Company is an investment trust, all of its activities are outsourced and it does not have any employees.

#### **Strategy and Business Model**

The objective of the Company is to provide shareholders with an above average income from their equity investment while also providing real growth in capital and income.

The Directors intend to achieve the investment objective by investing in a diversified portfolio consisting mainly of quoted UK equities which will normally comprise between 50 and 70 individual equity holdings.

In order to reduce risk in the Company without compromising flexibility:

- no holding within the portfolio will exceed 10% of aggregate net assets; and
- the top ten holdings within the portfolio will not exceed 50% of net assets

The Company may invest in convertible preference shares, convertible loan stocks, gilts and corporate bonds.

The Directors have set parameters of between 5% net cash and 15% net gearing for the level of gearing that can be employed. The Directors have delegated responsibility to the Manager for the operation of the gearing level within the above parameters.

The Manager's investment process combines asset allocation, stock selection, portfolio construction, risk management and dealing. The investment process is research intensive and is driven by the Manager's distinctive 'Focus on Change' which recognises that different factors drive individual stocks and markets at different times in the cycle. This flexible but disciplined investment process ensures that the Manager has the opportunity to perform in different market conditions.

#### Performance

The investment portfolio at the year end is set out on pages 12 to 14 and the top twenty investments are listed on page 11. In the year ended 30 September 2013, the Company's net asset value total return was 31.4%, outperforming the FTSE All Share Index total return of 18.9%. Further details on future trends and factors that may impact on the future performance of the Company are included in the Chairman's Statement and the Manager's Report.

#### **Results and Dividend**

Details of the Company's results are shown in the Financial Highlights on page 2.

The total revenue return attributable to Ordinary shareholders for the year ended 30 September 2013 amounted to £5,361,000 (2012: £5,136,000).

Three quarterly dividends of 3.20 pence per share each were paid to eligible shareholders on 22 March 2013, 28 June 2013 and 27 September 2013 (2012 – one interim dividend of 3.75 pence) and the Directors are now recommending to shareholders that a fourth quarterly dividend per share of 3.80 pence (2012 – final dividend of 9.00 pence) be paid on 20 December 2013 to shareholders on the share register as at the close of business on 29 November 2013. The ex-dividend date is 27 November 2013.

Details of the dividends paid during the year ended 30 September 2013 may be found in note 7 to the Financial Statements on page 45.

### **Strategic Report**

From 2013, dividends are being paid on a quarterly basis, in March, June and September, with a fourth quarterly dividend being paid in December. This benefits shareholders' cash flow and brings the Company into line with the approach taken by a number of its peers.

An outline of the Company's performance, market background, investment activity and portfolio strategy during the year under review, as well as the Manager's investment outlook, is provided in the Manager's Report which may be found on pages 9 to 10.

#### Monitoring Performance - Key Performance Indicators

The key performance indicators (KPIs) shown below have been identified by the Directors to determine the progress of the Company and a record of these measures, with comparatives, is disclosed in the Financial Highlights on page 2:

- Net asset value total return relative to the Company's benchmark (FTSE All-Share Index total return)
- Share price (capital return)
- Premium or Discount to net asset value

At each Board meeting, the Directors consider a number of performance measures, including the KPIs and attribution analysis to assess the Company's success in achieving its investment objective.

The Board considers the performance measures both over various time periods and against similar funds.

#### **Principal Risks and Uncertainties**

The Directors regularly review the principal risks which they have identified and the Directors have set out delegated controls designed to manage those risks. Key risks within investment and strategy, for example inappropriate stock selection or gearing, are managed through investment policy, guidelines and restrictions and by the process of oversight at each Board meeting.

The principal risks and uncertainties which give rise to specific risks which are associated with the Company, as identified by the Directors, are as follows:

• Objective and Strategy risk: the Company and its investment objective become unattractive to investors. The Directors review regularly the Company's investment objective and investment policy in light of investor sentiment and monitor closely whether the Company should continue in its present form. The Directors, through the Manager, hold regular discussions with major shareholders. A resolution to continue the Company in its present form will be next considered at the Annual General Meeting ("AGM") in 2016 and every fifth subsequent AGM.

- Resource risk: In common with most investment trusts, the Company has no employees. The Company therefore relies upon services provided by third parties. This particularly includes the Manager, to whom responsibility for the management of the Company has been delegated under an investment management agreement, further details of which may be found on page 19. The Directors review the performance of the Manager on a regular basis.
- Investment and market risk: The Company is exposed to the effect of variations in security prices due to the nature of its business. A fall in the value of its investment portfolio will have an adverse effect on the value of shareholders' funds.
- Capital structure and gearing risk: The Company's capital structure at 30 September 2013 consisted of equity share capital comprising Ordinary shares, Subscription shares and debt in the form of a revolving credit facility with the Royal Bank of Scotland plc for up to £20m. In rising markets, the effect of the borrowings would be beneficial but in falling markets the gearing effect would adversely affect returns to shareholders. The Manager is able to increase or decrease the gearing level by repaying or drawing down periodically from the bank facility subject to Directors' overall restrictions on gearing. The bank facility is subject to regular monitoring by the Royal Bank of Scotland plc and covenants are supplied guarterly to the bank by the Company.
- Income and dividend risk: In view of the Company's investment objective, to provide for shareholders an above average income from their equity investment, the Manager is required to strike a balance more in favour of income return over capital growth. The Directors have adopted an accounting policy which permits 70% of the aggregate of the finance costs and investment management fees to be charged to the capital account within the Income Statement as opposed to the revenue account. This policy is reviewed regularly by the Directors in light of the

# **Strategic Report**

expected long term split of returns between income and capital. The Directors receive frequent updates as to the progress made by the Manager towards the achievement of the income requirements of the Company's investment objective.

Regulatory risk: The Company operates in a regulated environment and faces a number of regulatory risks. A breach of sections 1158-1159 of the Corporation Tax Act 2010 (formerly Section 842 of the Income and Corporation Taxes Act 1988) would result in the Company being subject to capital gains tax on any portfolio investment gains. Breaches of other regulations, including the UKLA Listing Rules or the UKLA Disclosure and Transparency Rules, could lead to a number of detrimental outcomes and reputational damage. Breaches of controls by service providers such as the Manager and Company Secretary could also lead to reputational damage or loss.

There is also a further regulatory risk in ensuring compliance with the Alternative Investment Fund Managers Directive ("AIFMD") which came into force in the United Kingdom in July 2013 and is due to be fully implemented by 22 July 2014. The AIFMD introduces a new authorisation and supervisory regime for all investment trust fund managers and investment companies in the European Union. This is likely to create some additional regulatory costs for the Company.

• Financial instruments and derivatives risk: further information relating to these risks may be found in Note 16 to the Financial Statements on pages 49 to 51.

# Social, Community, Employee Responsibilities and Environmental Policy

As an investment trust, the Company has no direct social community, employee or environmental responsibilities. Its principal responsibility to shareholders is to ensure that the investment portfolio is properly managed and invested. The Company has no employees and accordingly no requirement to separately report in this area as the management of the portfolio has been delegated to the Manager. The Manager engages with the Company's underlying investee companies in relation to their corporate governance practices and in developing their policies on social, community and environmental matters and further information may be found in the Statement of Corporate Governance. In light of the nature of the Company's business there are no relevant human rights issues and the Company does not have a human rights policy.

#### **Bank Facilities**

The Company has agreed a £20m revolving Sterling bank facility ("the facility") with the Royal Bank of Scotland plc. During the year, funds were periodically repaid or drawn down from the facility as determined by the Manager. As at 30 September 2013, £20m was drawn down. Additional information may be found in the "Gearing" section of the Chairman's Statement on page 5.

On behalf of the Board,

#### Charles Wood OBE

Chairman

15 November 2013

The Directors present their Report and the audited financial statements of the Company for the year ended 30 September 2013. Information pertaining to the business review (as was required under section 417 of the Companies Act 2006 which has now been repealed) is now included in the Strategic Report, detailed on pages 15 to 17.

#### **Principal Activity and Status**

The Company was incorporated on 24 September 1991 and its Ordinary shares were listed on the London Stock Exchange on 14 November 1991. The Company is registered as a public limited company in England under company number 2648152. The Company is an investment company within the meaning of section 833 of the Companies Act 2006 and carries on business as an investment trust. The Company is a member of The Association of Investment Companies.

The Company has applied for and been accepted as an approved investment trust under sections 1158 and 1159 of the Corporation Taxes Act 2010 and Part 2 Chapter 1 of Statutory Instrument 2011/2999. This approval relates to accounting periods commencing on or after 1 October 2012. The Directors are of the opinion, under advice, that the Company has conducted its affairs so as to be able to retain such approval. The Company intends to manage its affairs so that its Ordinary shares continue to be a qualifying investment for inclusion in the stocks and shares component of an Individual Savings Account.

#### **Regulatory Status**

As an investment trust pursuant to section 1158 of the Corporation Taxes Act 2010, the FCA rules in relation to non-mainstream investment products do not apply to the Company.

#### **Directors' Interests**

The names and short biographies of the Directors of the Company at the date of this Report, all of whom served throughout the year ended 30 September 2013 (save for Mr White who was appointed on 1 November 2013), are shown on page 7. The Directors' interests in the share capital of the Company at 30 September 2013 and 1 October 2012 are shown in Table 1 below.

Table 1: Directors' interests in Ordinary shares and Subscription shares

	Share 30 Septem	es held at ber 2013		s held at ber 2012
	Ords 25p	Sub Shares	Ords 25p	Sub Shares
C.A. Wood, OBE	20,500	-	18,000	2,500
R.R.J. Burns	188,000	-	140,000	18,000
K. E. Percy	26,220	_	21,850	4,370
J. Dixon	4,050	_	4,050	_
M.B.E. White	_	_	_	_
C.J. Rowlands	n/a	n/a	9,956	1,991

Mr C.A. Wood and Mr K.E. Percy will have served as Directors for more than nine years from the date of their first election as at the date of the forthcoming AGM and as such will retire at the AGM in accordance with the provisions of the AIC Code. Both Mr C.A. Wood and Mr K.E. Percy being eligible, offer themselves for annual re-election.

Mr M.B.E. White was appointed to the Board on 1 November 2013 and, in accordance with the Articles of Association, offers himself for election to the Board at the AGM. Mr C.J. Rowlands retired from the Board on 18 December 2012. The other Directors have reviewed the skills and experience of both Mr C.A. Wood and Mr K.E. Percy, and have no hesitation in recommending to shareholders their individual re-election at the AGM. The relevant resolutions may be found in the Notice of AGM on page 57 of this report.

No contract or arrangement subsisted during the year in which any of the Directors is or was materially interested. The Directors' interests in the share capital of the Company at 30 September 2013 were unchanged as at the date of this report.

#### **Directors' Indemnity**

The Company maintains insurance in respect of Directors' and Officers' liabilities in relation to their acts on behalf of the Company. The Directors also have the benefit of the indemnity provision contained in the Company's Articles of Association. This provides, subject to UK legislation, for the Company to indemnify Directors in respect of costs which they may incur relating to the defence of any proceedings brought against them arising out of their positions

as Directors in which judgement is given in their favour or they are acquitted. The Company has granted indemnities to the Directors on this basis.

#### **Additional Information**

The rules governing the appointment of Directors are set out in the Statement of Corporate Governance on pages 23 to 30. The Company's Articles of Association may only be amended by a special resolution at a general meeting of shareholders.

The Company is not aware of any significant agreements to which it is a party which take effect, alter or terminate upon a change of control of the Company following a takeover.

#### **Share Capital and Voting Rights**

The Company did not buy back any shares into treasury or for cancellation during the year ended 30 September 2013 (2012: nil).

The total number of Ordinary shares of 25p of the Company in issue as at 30 September 2013 was 38,419,941 (excluding treasury shares) with each share holding one voting right. Following the re-issue of 100,000 Ordinary shares out of treasury on 5 September 2013, the Company held 1,707,328 shares in treasury as at 30 September 2013. There were also 7,196,498 Subscription shares of 0.01p, with no voting rights, in issue as at the same date.

Following the year-end there were further transfers out of treasury as follows:

Date	Number
22 October 2013	150,000
25 October 2013	100,000
29 October 2013	100,000
Total	350,000

The total number of treasury shares as at the date of this report was 1,357,328.

During the year, shareholders exercised the rights attaching to 360,636 Subscription shares to allow them to subscribe for new Ordinary shares for a total consideration of £1,154,036.

Subscription shareholders are entitled to exercise their right to subscribe for one Ordinary share for every Subscription share held at a price of 320.00p per Ordinary share on the last business day of June and December up to December 2016. Each shareholder is entitled to one vote on a show of hands and, on a poll, to one vote for every share held. There are no restrictions on the transfer of Ordinary shares in the Company other than certain restrictions which may from time to time be imposed by law (for example, insider trading law). The Company is not aware of any agreements between shareholders which may result in restriction in the transfer of securities and/or voting rights.

#### **Investment Management**

Since 24 November 2005, investment management services have been provided to the Company by Standard Life Investments under an investment management agreement dated 18 October 2005 which is terminable by either party on not less than six months' notice. Company secretarial and administrative services are provided under a separate agreement with the Manager. Company secretarial and administrative services are provided by Maven Capital Partners UK LLP under a separate agreement with the Investment Manager.

The investment management fee is calculated at 0.65% per annum of total assets payable quarterly in arrears and is chargeable 30% to revenue. The management fees charged during the year are shown in Note 3 on page 43 to the Financial Statements.

The Directors believe that, in their collective opinion and for the reasons set out on page 27, the continuing appointment of the Manager, on the terms agreed, is in the best interests of shareholders as a whole.

#### **Global greenhouse gas emissions**

The Company has no greenhouse gas emissions to report from its operations, nor does it have responsibility for any other emissions producing sources under the Companies Act 2006 (Strategic Report and Directors' Report) Regulations 2013.

#### **Corporate Governance**

The Statement of Corporate Governance which forms part of the Directors' Report is shown on pages 23 to 30.

#### **Going Concern**

After enquiry, the Directors have a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. In considering this,

the Directors took into account the diversified portfolio of readily realisable securities which can be used to meet short-term funding commitments, and the ability of the Company to meet all of its liabilities and ongoing expenses. Accordingly, it is reasonable for the Financial Statements to continue to be prepared on a going concern basis.

#### **Substantial Interests in Shares**

Table 2 below sets out the declarations of interests in the voting rights of the Company, as at 30 September 2013, which have been notified to the Company under the UKLA's Disclosure and Transparency Regulations.

Table 2: Substantial interests

Name of shareholder	Number of Ordinary Shares	%
Brewin Dolphin	6,575,897	17.12
Company's Share Plan	5,090,982	13.25
Charles Stanley	3,860,599	10.05
Alliance Trust Savings	2,346,270	6.11
Investec Wealth & Investment	1,721,541	4.48
Smith & Williamson	1,457,550	3.79

The Board is aware of the following changes in the substantial interests as at the date of this report.

Name of shareholder	Number of Ordinary Shares	%
Brewin Dolphin	6,558,602	16.92
Company's Share Plan	5,044,397	13.01
Charles Stanley	4,105,160	10.59
Alliance Trust Savings	2,373,432	6.12
Investec Wealth & Investment	1,722,771	4.44
Smith & Williamson	1,414,299	3.64
Hargreaves Lansdown	1,239,875	3.20

#### **Independent Auditor**

The Company's Independent Auditor, Grant Thornton UK LLP, is willing to continue in office and resolution 8 will be proposed at the Annual General Meeting to re-appoint the Auditor and to authorise the Directors to fix the Independent Auditor's remuneration. There were no non audit fees paid during the year to Grant Thornton UK LLP (2012: fnil). The Directors have received assurances from the Auditor that they remain independent and objective. The Directors have also reviewed the Auditor's procedures in connection with the provision of non-audit services and remain satisfied that objectivity and independence is being safeguarded by Grant Thornton UK LLP.

#### **Directors' Disclosure of Information to the Auditor**

The Directors who held office at the date of approval of this Report have confirmed that, so far as they are each aware, there is no relevant audit information needed of which the Company's Independent Auditor was unaware, and that each Director had taken all the steps that they might reasonably be expected to have taken as a Director to make themselves aware of any relevant audit information and to establish that the Company's Independent Auditor was aware of that information.

#### **Subsequent Events**

There have been no events since 30 September 2013 requiring disclosure.

#### **Electronic Proxy Voting**

Legislation is in force which permits shareholders to submit proxy forms electronically.

To submit a proxy form via the internet, an internet-enabled PC with Internet Explorer 4 or Netscape 4 or above will be required. Shareholders will also need their shareholder reference number (SRN) and Personal Identification Number (PIN), which can be found on the personalised proxy form which accompanies this report, to access this service. Before a proxy can be appointed, shareholders will be asked to agree to the terms and conditions for electronic proxy appointment. The use of the electronic proxy appointment service offered through Computershare Investor Services Limited, the Company's registrars, is entirely voluntary. Shareholders can continue to submit their proxy form by post if they wish. Further information on this service may be found under "Information for Investors" on pages 54 and 55.

#### **Annual General Meeting**

The Notice of the AGM, which will be held this year at 11.00 a.m. on Wednesday 18 December 2013, may be found on pages 57 to 60.

# Authority of Directors to allot shares (Ordinary Resolution 9)

The Directors cannot allot further shares in the capital of the Company without the prior authorisation of the shareholders in general meeting under section 551 of the Companies Act 2006. If resolution 9 is passed, the Directors

will have the authority to allot unissued share capital up to a maximum nominal amount of £3,198,520 which represents approximately one third of the Company's issued share capital (excluding shares held in treasury) as at 15 November 2013 (the latest practicable date before the printing of this document).

As at the date of this report the Company held 1,357,328 Ordinary shares in treasury which represents approximately 3.5% of the Company's issued Share capital (excluding treasury shares). If given, this authority will expire at the conclusion of the next AGM of the Company, or, if earlier, on 17 March 2015.

The Directors intend to seek a renewal of such power at each AGM. The Directors consider that the authority proposed to be granted by resolution 9 is necessary to retain flexibility, although they do not at the present time have any intention of exercising such authority.

# Disapplication of pre-emption rights (Special Resolution 10)

If the Directors wish to exercise the authority under resolution 9 and offer unissued shares for cash, the Companies Act 2006 requires that, unless shareholders have given specific authority for the waiver of the statutory preemption rights, the new shares are offered first to existing shareholders. In certain circumstances, it may be in the best interests of the Company to allot new shares, to grant rights over shares or to sell shares held in treasury for cash without first offering them to existing shareholders in proportion to their holdings. The passing of resolution 10 would disapply the strict statutory pre-emption provisions.

This would provide the Directors with a degree of flexibility to act in the best interests of the Company so that (i) the Company can follow normal practice in the event of a rights issue or other offer of securities in favour of the existing shareholders in proportion to their shareholdings; and (ii) shares may be issued for cash to persons other than existing shareholders up to a nominal value of £969,248 which represents approximately 10% of the Company's issued share capital as at 15 November 2013. The Directors could, if necessary, use this power to satisfy demand from participants in the Investment Trust Share Plan and Individual Savings Account managed by the Manager if they believe it advantageous to participants and the Company's shareholders to do so. Under no circumstances would the

Directors use the power to issue shares at a price which is less than the net asset value per Ordinary share at the time of issue. If given, this authority will expire at the conclusion of the next AGM of the Company or, if earlier, on 17 March 2015.

The Directors intend to seek a renewal of such power at each AGM.

# Authority for the Company to purchase its own shares (Special Resolutions 11 and 12)

The Company's Articles of Association permit the purchase by the Company of its own Ordinary and Subscription shares subject to shareholders' prior approval being obtained. The Company's buy back authority was last renewed at the AGM and General Meeting of the Company held on 18 December 2012. Resolutions 11 and 12, if passed, would authorise the Company to buy back up to 5,811,614 Ordinary shares and 1,078,755 Subscription shares which represents approximately 14.99% of the Company's issued Ordinary share capital (excluding shares held in treasury) and 14.99% of the Company's Subscription shares as at 15 November 2013 respectively. If given, these authorities will expire at the conclusion of the next AGM of the Company or, if earlier on 17 March 2015. The Directors intend to seek a renewal of such powers at each AGM.

The resolutions specify the maximum and minimum prices at which shares may be bought, reflecting the requirements of the Companies Act 2006 and the Listing Rules. Any buy back would only be made on the London Stock Exchange.

Any purchases of Ordinary shares will be made within guidelines established from time to time by the Directors, but they will only exercise the authority if, in their opinion, it would be in the interests of the Company to do so and would result in an increase in net asset value per Ordinary share for the remaining shareholders and if it is in the best interests of shareholders generally. Such purchases will only be made at prices below the prevailing net asset value per Ordinary share and within the price constraints set out in paragraphs (b) and (c) of the resolution.

Under the Companies Act 2006, the Company is allowed to hold its own Ordinary shares in treasury following a buy back, instead of cancelling them. This gives the Company the ability to re-issue treasury shares quickly and cost-effectively and provides the Company with additional flexibility in the management of its capital base. Shares held in treasury may be

resold for cash but all rights attaching to them, including voting rights and any right to receive dividends, are suspended while they are held in treasury. If the Directors exercise the authority conferred by resolution 11 the Company will have the option of either holding in treasury or of cancelling any of its own shares purchased pursuant to the authority and will decide at the time of purchase which option to pursue. The Directors will have regard to any guidelines issued by investor groups at the time of any such purchase, holding or re-sale of treasury shares, but the Directors would not in any circumstances sell treasury shares at less than net asset value per Ordinary share prevailing at the time of sale.

Purchases of Subscription shares will only be made through the Market at prices where the Directors believe such purchases will enhance Ordinary shareholder value and within the price constraints set out in paragraphs (b) and (c) of the resolution. Any Subscription shares repurchased by the Company will be cancelled and will not be held in treasury for reissue or resale.

#### **Recommendation**

The Directors unanimously recommend that shareholders vote in favour of each resolution to be put to the AGM on 18 December 2013.

By order of the Board,

#### **Maven Capital Partners UK LLP**

Company Secretary

London, 15 November 2013

#### Introduction

The Board is accountable to the Company's shareholders for high standards of corporate governance and this statement describes how the Company applies the main principles identified in the UK Corporate Governance Code ("the Governance Code") issued in September 2012 and which was first in effect for the Company's year ended 30 September 2013. The Governance Code is available from the website of the Financial Reporting Council at www.frc.org.uk. The Association of Investment Companies ("the AIC") has published its own Code on Corporate Governance ("the AIC Code"), by reference to the AIC Corporate Governance Guide for Investment Companies ("the AIC Guide"), both revised in February 2013, which provide a comprehensive guide to best practice in certain areas of governance where the specific characteristics of investment trusts suggest alternative approaches to those set out in the Governance Code. Both the AIC Code and AIC Guide are available from the AIC website at www.theaic.co.uk.

This Statement of Corporate Governance forms part of the Directors' Report.

# Application of the Main Principles of the Governance Code and the AIC Code

This statement describes how the main principles identified in the Governance Code and the AIC Code ("the Codes") have been applied by the Company throughout the year as is required by the Listing Rules of the UK Listing Authority. In instances where the Governance Code and AIC Code differ, an explanation will be given as to which governance code has been applied, and the reason for that decision.

The Board is of the opinion that the Company has complied fully with the main principles identified in the Codes except as set out below:

- the role of the chief executive Code provision A2.1; and
- executive directors' remuneration Code provisions D2.1, D2.2, and D2.4.

For the reasons set out in the AIC Guide, and as explained in the Governance Code, the Board considers that these provisions are not relevant to the Company, being an externally managed investment company. The Company has therefore not reported further in respect of these provisions.

#### The Board

Details of the Board members are given in the Strategic Report on page 15. Mr R.R.J. Burns is the Senior Independent Director and was appointed as such on 5 September 2012. All Directors are considered under the Codes to be independent of Standard Life Investments (Corporate Funds) Limited ("the Manager") and free of any relationship which could materially interfere with the exercise of their independent judgement on issues of strategy, performance, resources and standards of conduct.

The Board sets the Company's values and objectives and ensures that its obligations to its shareholders are met. It has formally adopted a schedule of matters which are required to be brought to it for decision, thus ensuring that it maintains full and effective control over appropriate strategic, financial, operational and compliance matters.

These matters include:

- the maintenance of clear investment objectives and risk management policies;
- the monitoring of business activities of the Company ranging from analysis of investment performance through to review of quarterly management accounts;
- monitoring of Disclosure and Transparency Rules requirements such as approval of Interim Management Statements, the Half-Yearly Financial Report and Annual Report and Financial Statements and approval and recommendation of any dividend;
- setting the range of gearing in which the Manager may operate;
- major changes relating to the Company's structure including share buy-backs and share issuance;
- Board appointments and removals and the related terms;
- authorisation of Directors' conflicts or possible conflicts of interest;
- terms of reference and membership of Board Committees;
- appointment and removal of the Manager and the terms and conditions of the Investment Management Agreement relating thereto; and

 Stock Exchange/UK Listing Authority/Financial Conduct Authority - responsibility for approval of all circulars, listing particulars and other releases concerning matters decided by the Board.

The Board has a procedure in place to deal with a situation where a Director has a conflict of interest. As part of this process, the Directors prepare a list of other positions held and all other conflict situations that may need authorising either in relation to the Director concerned or his/her connected persons. The Board considers each Director's situation and decides whether to approve any conflict, taking into consideration what is in the best interests of the Company and whether the Director's ability to act in accordance with his or her wider duties is affected. Each Director is required to notify the Company Secretary of any potential or actual conflict situations which require authorising by the Board. Authorisations given by the Board will be reviewed at each Board meeting.

Following implementation of the Bribery Act 2010, the Board adopted appropriate procedures.

There is an agreed procedure for Directors to take independent professional advice, if necessary, at the Company's expense. The Directors have access to the advice and services of the Company Secretary through its appointed representative who is primarily responsible to the Board:

- for ensuring that Board procedures are complied with;
- under the direction of the Chairman, for ensuring good information flows with the Board and its Committees, as well as facilitating induction and assisting with professional development as required; and
- for advising through the Chairman, on all corporate governance matters.

The Board meets formally at least five times a year, and more frequently where business needs require. The Board met on five occasions during the year ended 30 September 2013. Details of the attendance by each of the Directors and Committee members at these Board and other Committee meetings are shown in Table 3. Between meetings, the Board maintains regular contact with the Manager. Table 3: Directors' attendance at Board and Committee meetings

	Board Meetings		Nomination Committee	Remuneration & Management Engagement Committee
C.A.Wood, OBE	5 (5)	2 (2)	1 (1)	1 (1)
J.Dixon	5 (5)	2 (2)	1 (1)	1 (1)
R.R.J. Burns	5 (5)	2 (2)	1 (1)	1 (1)
K.E. Percy	5 (5)	2 (2)	1 (1)	1 (1)
C.J. Rowlands	1 (1)	1 (1)	1 (1)	1 (1)
M.B.E. White	-	-	-	-

Note 1. The number of meetings which the Directors were eligible to attend is in brackets.

The primary focus at regular Board meetings is a review of investment performance and associated matters including gearing, marketing and investor relations and industry issues. To enable the Board to function effectively and allow Directors to discharge their responsibilities, full and timely access is given to all relevant information. In the case of Board meetings this consists of a comprehensive set of papers including the Manager's report and discussion documents regarding specific matters.

#### **External Agencies**

The Board has contractually delegated the following services to external firms;

- shareholder registration services;
- custody services (which includes the safeguarding of assets);
- the management of the investment portfolio, and
- the day to day accounting, company secretarial and administration services of the Company.

The contracts, including the investment management agreement with the Manager, were entered into after full and proper consideration by the Directors of the quality and cost of services offered, including the financial control systems in operation in so far as they relate to the affairs of the Company. These contracts are also reviewed regularly by the Remuneration and Management Engagement Committee. Key staff from the Manager and the Company Secretary regularly attend appropriate Board meetings to brief the Directors on the nature and extent of the risks

facing the Company. Both written and oral reports are received throughout the year from the firms to which services are subcontracted, detailing, in each case, the internal control objectives and procedures adopted.

#### **Board Committees**

The Directors have appointed a number of Committees as set out below. Copies of their terms of reference, which clearly define the responsibilities and duties of each Committee, are available on request from the Company Secretary or via the download area of the Company's webpage, hosted by the Manager, at www.standardlifeinvestments.com/its.

#### **Audit Committee**

The Directors have established an Audit Committee which consists of all of the Directors of the Company. Details of the experience and qualifications of the Directors are set out on page 7. The Board is satisfied that all members of the Committee have a sufficient level of recent and relevant financial experience. The Committee was chaired throughout the year by Jo Dixon.

#### Responsibilities

The main responsibilities of the Committee are:

- monitoring the integrity of the financial statements of the Company and any formal announcements relating to the Company's financial performance, and reviewing significant financial reporting judgements contained in them;
- reviewing the Company's internal financial controls and the Company's internal controls and risk management systems;
- reviewing an annual statement from the Manager detailing the arrangements in place whereby the Manager's staff may, in confidence escalate concerns about possible improprieties in matters of financial reporting or other matters;
- making recommendations to the Board, for it to put to shareholders for their approval in general meeting, in relation to the appointment of the external auditor and to approve the remuneration and terms of engagement of the external auditor;
- reviewing the external auditor's independence and objectivity and the effectiveness of the audit process, taking into consideration relevant UK professional and regulatory requirements;

- developing and implementing policy on the engagement of the external auditor to supply non-audit services, taking into account relevant ethical guidance regarding the provision of non-audit services by the external audit firm;
- reporting to the Board, identifying any matters in respect of which the Committee considers that action or improvement is needed, and making recommendations as to the steps to be taken;
- where requested by the Board, providing advice on whether the annual report and accounts, taken as a whole, is fair, balanced and understandable and provides the information necessary for shareholders to assess the Company's performance, business model and strategy.

The Committee reports to the Board on its findings, identifying any matters in respect of which the Committee considers that action or improvement is needed, and making recommendations as to the steps to be taken.

#### Review of Key Risks

As an equity income investment trust, the Company's main focus is to generate income from its equity investment while also providing real growth in capital and income. The investment portfolio is a significant element of the financial statements. The recognition and valuation of the investment portfolio is therefore a key risk that requires particular attention by the Committee. Specifically the risk is that investments are not recognised and measured in line with the Company's stated accounting policy on the valuation of quoted investments.

As investment income is the Company's major source of revenue and a significant item in the Income Statement, a key risk relates to the recognition of investment income. Specifically, the risk is that the Company does not recognise income in line with its stated policy on income recognition and/or incorrectly allocates dividend income as capital/revenue.

As the Company has contractually delegated the services detailed on page 24 to external firms, a key risk relates to the performance of these service providers.

The Committee considered the key risks detailed above and the corresponding internal control and risk reports during the year under review. The Committee also noted that there had not been any adverse comment from the auditor and that the auditor had not identified any significant issues in its audit report. The Committee therefore concluded that there were no significant issues which required to be reported to the Board.

#### **Review of General Activities**

The Audit Committee met twice during the year under review, on 8 November 2012 and on 9 May 2013. At its meeting in November 2012, the Committee carried out a detailed review of the Company's Risk Register (the "Register"). This is the Company's main tool for the on-going identification, evaluation and management of the significant risks facing the Company. The Committee also reviewed, for recommendation to the Board, the amount of the final dividend for the year and reviewed the Audit Report from the independent Auditor and the draft Annual Report and Accounts for the year ended 30 September 2012.

At its meeting in May 2013 the Committee reviewed the Register and agreed a number of further enhancements to the Register. The Committee also reviewed the internal control reports from the Manager and Secretary and reviewed the Half Yearly Report in detail.

The Committee also considered the performance of the auditor, and its independence and tenure. The Committee concluded that it was satisfied with the performance of the auditor and it was agreed to continue with the existing auditor and not to put the appointment of the auditor out to tender at that time. The Committee agreed that this matter would be reviewed again in 2014.

After the year end, in November 2013, the Committee reviewed the updated Register, noting that the Company's risk framework would be an area for further development over the coming months, in light of AIFMD and the changes to the relationship between the Company and its Investment Manager in its dual roles as portfolio manager and AIFM.

In addition, the Committee reviewed the new requirements for the Annual Report, with particular attention being paid to the new requirements for narrative reporting, enhanced audit reporting and the 2012 Corporate Governance Code. The Committee considered the draft Annual Report and Accounts and provided advice to the Board that it considered that the annual report and accounts taken as a whole were fair, balanced and understandable and provided the information necessary for shareholders to assess the Company's performance, business model and strategy.

#### Auditor Review

The Committee reviews the performance, cost effectiveness and general relationship with the external auditor each year. In addition, on an annual basis the Committee reviews the independence and objectivity of the external auditor. In accordance with regulatory requirements, the external auditor Grant Thornton LLP rotates the Senior Statutory Auditor responsible for the audit every five years. The Senior Statutory Auditor was last changed in 2009. The Company appointed RSM Robson Rhodes LLP as auditor for the year ended 30 September 2004. That firm merged with Grant Thornton UK LLP in 2007. There are no contractual obligations which restrict the Committee's choice of auditor. The Board has concluded that the external auditor is independent of the Company and that a resolution should be put to the shareholders at the AGM on 18 December 2013, for the re-appointment of Grant Thornton LLP, as external auditor.

During the year ended 30 September 2013, the external auditor, Grant Thornton UK LLP, received no non-audit fees (2012: £nil).

#### **Nomination Committee**

The Directors have established a Nomination Committee comprising the full Board with Mr K.E. Percy as Chairman.

The main responsibilities of the Committee include:

- regularly reviewing the structure, size and composition (including the skills, knowledge, experience and diversity, including gender diversity) of the Board;
- undertaking succession planning, taking into account the challenges and opportunities facing the Company and identifying candidates to fill vacancies;
- recruiting new directors, undertaking open advertising or engaging external advisers to facilitate the search, as appropriate, with a view to considering candidates from a range

of backgrounds, on merit, and with due regard for the benefits of diversity on the Board, including gender, taking care to ensure that appointees have enough time available to devote to the position;

- ensuring that new appointees receive a formal letter of appointment and suitable induction and on-going training;
- arranging for annual Board performance evaluation to ensure that Directors are able to commit the time required to properly discharge their duties;
- making recommendations to the Board as to the position of Chairman, Senior Independent Director, Chairman of the Nomination Committee and Chairman of the Remuneration and Management Engagement Committee;
- assessing, on an annual basis, the independence of Directors; and approving the re-appointment of any Director or the reelection, subject to the Codes, or the Articles of Association, of any Director at the AGM, having due regard to their performance, ability to continue to contribute to the Board in the light of the knowledge, skills and experience required and the need for progressive refreshing of the Board.

During the year, an independent search consultancy was used to assist in the selection of a new Director. The search was successful and Mr. M.B.E. White was appointed to the Board with effect from 1 November 2013.

Although the Company does not have a formal policy on diversity, as detailed on page 26, consideration of Board diversity forms part of the responsibilities of the Committee.

#### Remuneration and Management Engagement Committee

The Directors have established a Remuneration and Management Engagement Committee comprising the full Board with Mr R.R.J. Burns as Chairman.

The Committee meets at least annually to agree the remuneration of the Directors and also to review the contractual arrangements with external firms.

The Company Secretary, who also supplies accounting, secretarial and administrative services to the Company, provides comparative peer group information when the Committee considers the level of Directors' remuneration. The Directors also have access to independent advice where they consider it appropriate.

The Company's policy on Directors' remuneration, together with details of the remuneration of each Director, is detailed in the Remuneration Policy Report and the Directors' Remuneration Report on pages 32 to 34.

At its meeting on 9 May 2013, the Committee reviewed the performance of the Manager. The performance for the Company's financial year has also been reviewed and the Directors consider the Manager's performance satisfactory. Accordingly, it was agreed that the continued appointment of the Manager, on the present terms, was in the continued best interest of shareholders as a whole.

#### **Tenure Policy**

Directors' appointments are reviewed regularly by the Board as a whole. Any Director may resign by notice in writing to the Board at any time. None of the Directors has a service contract with the Company. There are no set notice periods and no compensation is payable to Directors on leaving office.

The Articles of Association and the terms of the Directors' appointment provide that a Director shall retire and be subject to election at the first AGM after appointment and at the third AGM after the AGM at which he/she was last elected. Accordingly, Mr. M.B.E.White, who was appointed to the Board on 1 November 2013 offers himself for election to the Board at the AGM. The Board has reviewed the skills and experience of Mr White and has no hesitation in recommending to shareholders his election at the AGM. Mr White has an extensive investment background.

The Board's policy on tenure is that Directors need not serve on the Board for a limited period of time only. The Board does not consider that the length of service of a Director is as important as the contribution he or she has to make, and therefore the relevance of individual length of service will be determined on a case by case basis.

Pursuant to the UK Code Provision B.7.1, both Mr C.A.Wood and Mr K.E.Percy will stand for re-election as Directors at the forthcoming AGM. Notwithstanding that Mr Wood and Mr Percy have served as Directors for more than nine years from the date of their first appointment, the other Directors are firmly of the view that their independence has not been compromised by this length of service. In considering Mr Wood and Mr Percy's independence, the Committee considered a number of factors including their

experience, integrity and judgement of character. The Committee also recognised that neither Mr Wood nor Mr Percy has any connection with the Manager, is not a professional adviser who has provided services to the Manager or the Board, does not serve on any other board of a company managed by the Manager or serve as a director on a company with any of the other directors of the Company. For these reasons the Nomination Committee (excluding Mr Wood and Mr Percy) believes that Mr Wood and Mr Percy remain independent and has no hesitation in recommending their re-election as Directors.

#### **Performance Evaluation**

A performance evaluation of the effectiveness of the Board as a whole, and of each individual Director was carried out during the year. This sought to identify whether the Board demonstrates sufficient collective skill and experience, independence and knowledge of the Company and that each Director exhibits the commitment required for the Company to achieve its objectives. An evaluation of the Chairman, in his absence, was also carried out by the other Directors led by Mr R.R.J Burns as the Senior Independent Director. The Board is satisfied with the resulting performance evaluation of the Board, each individual Director and the Chairman.

#### **Internal Control and Risk Management**

The Board is ultimately responsible for the Company's system of internal controls and risk management and for reviewing its effectiveness.

Following publication by the Financial Reporting Council of "Internal Control: Revised Guidance for Directors on the Combined Code" ("the FRC Guidance"), the Board confirms that there is an on-going process for identifying, evaluating and managing the significant risks faced by the Company.

This process has been in place for the year under review and up to the date of approval of this Annual Report and Financial Statements and is regularly reviewed by the Board and accords with the FRC Guidance. Further information on the principal risks may be found in the Strategic Report on pages 16 to 17 and on page 25 of the Statement of Corporate Governance.

The Board has delegated the investment management of the Company's assets to the Manager within overall guidelines and this embraces implementation of the system of internal control, including financial, operational and compliance controls and risk management. The Board has reviewed the effectiveness of the Manager's system of internal control and risk management and, in particular, they have reviewed the process for identifying and evaluating the significant risks faced by the Company and the policies and procedures by which these risks are managed.

Risks are identified and documented through a risk management framework by each function within the manager's activities. Risk is considered in the context of the FRC Guidance and includes financial, regulatory, market, operational and reputational risk.

This helps the internal audit risk assessment model identify those functions for review. Any weaknesses identified are reported to the Board and timetables are agreed for implementing improvements to systems. The implementation of any remedial action required is monitored and feedback provided to the Board. The key components designed to provide effective internal control for the year under review, and up to the date of this report, are outlined below:

- the Manager prepares forecasts and management accounts which allow the Board to assess the Company's activities and review its investment performance;
- the Directors and the Manager have agreed clearly defined investment criteria, specified levels of authority and exposure limits. Reports on these issues, including performance statistics and investment valuations, are regularly submitted to the Board. The Manager's evaluation procedure and financial analysis of the companies concerned include detailed appraisal and due diligence;
- as a matter of course the compliance department of the Manager continually reviews the Manager's operations;
- written agreements are in place which specifically define the roles and responsibilities of the Manager and other third party service providers; and
- twice a year the Board, via the Audit Committee, carries out an assessment of internal controls by considering documentation from the Manager and the Company Secretaries, including the internal audit and compliance functions and taking account of events since the relevant period end.

The system of internal control and risk management is designed to meet the Company's particular needs and the risks to which it is exposed. Accordingly, the system of internal control and risk is designed to manage, rather than eliminate the risk of failure to achieve business objectives and, by their nature, can provide reasonable but not absolute assurance against material misstatement or loss.

As the Company has no employees it does not have a formal policy concerning the raising in confidence of any concerns about possible improprieties, whether in matters of financial reporting or otherwise, for appropriate investigation. The Board reviews each year the Manager's and the Company Secretary's policies on this matter.

#### **Communication with Shareholders**

The Company reports formally to shareholders twice a year by way of the Half-Yearly Financial Report and the Annual Report which each include an analysis of the risks and uncertainties facing the Company. A monthly factsheet and monthly valuation report are also published on the website of the Manager and are available to all shareholders on request: see Key Contacts (page 53) for details. An Interim Management Statement is also published via the London Stock Exchange for the quarters ended 30 June and 31 December each year. The Company's net asset value is published each business day.

The Directors are always available to discuss issues of concern or areas of uncertainty with any shareholders and key contacts for the Company may be found on page 53.

The Company has adopted a process which ensures that, where notification has been received in advance, nominee operators will be provided with copies of shareholder communications for distribution to their customers. Nominee investors may attend general meetings and are entitled to speak at meetings.

Members of the Standard Life Investments Savings Share Plan or Individual Savings Account, whose shares are held in nominee names of the scheme or plan administrator, are given the opportunity to vote by means of an individual Form of Direction enclosed with the Annual Report. These Forms of Direction are forwarded to the scheme or plan administrator who counts the votes and prepares a proxy form on behalf of the scheme/plan member(s) which is forwarded to the Company's registrars for inclusion in the voting figures. Those members who attend the AGM and who wish to speak are entitled to do so provided that they are in possession of a representation letter issued by the scheme or plan administrator. Further information on how to obtain a representation letter may be found in the Form of Direction.

The Company's AGM provides a forum for communication primarily with private shareholders and is attended by the Chairman of the Board and by the Chairmen of the Audit, Remuneration and Management Engagement and Nomination Committees. The Manager makes a presentation to the meeting and the Chairman announces the level of proxies lodged on each resolution, and the balance for and against and votes withheld, where relevant, after the resolution has been put to a show of hands. Each person attending the AGM as a proxy is entitled to vote on a show of hands. A separate resolution is proposed in respect of each substantially separate issue. In order to ensure that detailed discussion of key issues is possible, the Company normally aims to circulate to shareholders the Annual Report and the notice of the AGM not less than 20 working days before the date of the meeting.

# Corporate Governance, Stewardship and Proxy Voting

The Financial Reporting Council ("FRC") published the UK Stewardship Code ("the Code") for institutional shareholders on 2 July 2010. The Code was revised in September 2012. The purpose of the Code is to enhance the quality of engagement between institutional investors and companies to help improve long-term returns to shareholders and assist institutional investors with the efficient exercise of their governance responsibilities. The FRC is encouraging institutional investors to make a statement of their commitment to the Code.

The Board has reviewed the Manager's statement of compliance with the Code, which appears on the Manager's website, at http:// www.standardlifeinvestments.com/governance\_ and\_stewardship/the\_uk\_stewardship\_code/ index.html.

The Board has delegated responsibility for actively monitoring the activities of portfolio companies to the Manager. The board has reviewed and accepts the Manager's corporate governance principles and policies ("the Principles and Policies"), which may be found on the Manager's website at http:// www.standardlifeinvestments.com/governance\_ and\_stewardship/what\_is\_corporate\_ governance/principles\_and\_policies.html. These Principles and Policies set out the Manager's framework on corporate governance, proxy voting and shareholder engagement in relation to the companies in which the Manager has invested or is considering investing.

The Manager is responsible for reviewing, on a regular basis, the annual reports, circulars and other publications produced by portfolio companies and for attending company meetings. The Manager, in the absence of explicit instruction from the Board, is empowered to use discretion in the exercise of the Company's voting rights.

The Board recognises and supports the Manager's policy of active engagement with investee companies and the voting of all of the shares held by the Company. The Board receives from the Manager regular reports on the exercise by the Manager of the Company's voting rights and discusses with the Manager any issues arising. It is the Board's view that having an active voting policy and a process for the monitoring by the Board of the Manager's exercise of those votes, especially in relation to controversial issues, aids the efficient exercise of the Company's governance responsibilities.

The Board is aware of its duty to act in the interests of the Company. The Directors, through the Manager, encourage companies in which investments are made to adhere to best practice in the area of corporate governance. The Manager believes that this can best be achieved by entering into a dialogue with company management, where practicable, to encourage them where necessary, to improve their policies in this area.

#### Socially Responsible Investment Policy

The Manager undertakes constructive engagement with investee companies on issues of social, community and environmental responsibility in order to influence positively developments in these areas.

The Manager's specific policies are outlined in their Corporate Governance UK Guidelines which may be found on the Manager's website at http://www.standardlifeinvestments.com/CG\_ Corporate\_Governance\_Booklet/getLatest.pdf.

The Manager believes that a company run in the long-term interests of its shareholders should manage its relationships with its employees, suppliers and customers and behave responsibly towards the environment and society as a whole. Companies that demonstrate a commitment to environmental and social responsibility are considered by the Manager to be likely to enjoy comparative advantage in the long run.

#### **Accountability and Audit**

The Statement of Directors' Responsibilities in respect of the Financial Statements is on page 31 and the Statement of Going Concern is included in the Directors' Report on pages 19 and 20. The Independent Auditor's Report is on pages 35 to 37.

By order of the Board, Maven Capital Partners UK LLP Company Secretary

London, 15 November 2013

# **Statement of Directors' Responsibilities**

The Directors are responsible for preparing the Annual Report and the Financial Statements in accordance with applicable law and regulations. Company law requires the Directors to prepare Financial Statements for each financial year. Under that law they have elected to prepare the Financial Statements in accordance with UK Accounting Standards. The Financial Statements are required by law to give a true and fair view of the state of affairs of the Company and of the profit or loss of the Company for that period.

In preparing these Financial Statements, the Directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and estimates that are reasonable and prudent; and
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the Financial Statements.

The Directors are responsible for keeping adequate accounting records that disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that its Financial Statements comply with the Companies Act 2006. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the Company and to prevent and detect fraud and other irregularities. 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 webpage hosted by the Manager. Legislation in the UK governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

The Directors are also responsible for ensuring that the Annual Report and Financial Statements, taken as a whole are fair balanced and understandable and provide the information necessary to assess the Company's performance, business model and strategy.

#### **Directors' Responsibility Statement**

Each Director confirms, to the best of his or her knowledge, that:

- the Financial Statements have been prepared in accordance with UK Accounting Standards, give a true and fair view of the assets, liabilities, financial position and profit;
- the Directors' Report includes a fair review of the development and performance of the business and the position of the Company together with a description of the principal risks and uncertainties that the Company faces; and that
- the Annual Report and Financial Statements, taken as a whole are fair, balanced and understandable and provide the information necessary to assess the Company's performance, business model and strategy.

For and on behalf of the Board of Standard Life Equity Income Trust PLC

Charles Wood, OBE Chairman

15 November 2013

### **Remuneration Policy Report**

#### **Remuneration Policy**

The Company's remuneration policy provides that fees payable to the Directors should reflect the time spent by the Board on the Company's affairs and the responsibilities borne by the Directors and should be sufficient to enable candidates of high calibre to be recruited. Directors are remunerated in the form of fees payable quarterly in arrears or on a monthly basis. There are no long term incentive schemes, share option schemes or pension arrangements and the fees are not specifically related to the Directors' performance, either individually or collectively. Directors' remuneration comprises solely of Directors' fees. The current and projected Directors' fees for 2013 and 2014 are shown in Table 4 below. The Company does not have any employees.

Table 4: Directors' fees-Current and Projected

	Directors' Fees 2014 £	Directors' Fees 2013 £
Mr. C.A. Wood	26,250	26,250
Mr. R.R.J. Burns	19,500	19,500
Mr. K.E. Percy	19,000	19,000
Ms. J. Dixon	22,500	22,500
Mr. C.J. Rowlands	-	3,871
Mr. M.B.E. White	18,000	—

#### Directors' Remuneration year end 30 September 2013



Note 1. Mr. M.B.E. White was appointed to the Board with effect from 1 November 2013.

Note 2. Mr. Rowlands resigned as a director on 18 December 2012.

The Board consists entirely of non-executive Directors whose appointments are reviewed formally every three years by the Board as a whole. None of the Directors has a service contract with the Company and any Director may resign by notice in writing to the Board at any time; there are no set notice periods and no compensation is payable to a Director on leaving office.

No communications have been received from shareholders regarding Directors' remuneration.

Policy is reviewed annually by the Remuneration and Management Engagement Committee regarding the level of fees of Directors. This includes consideration of the appropriate level of fees for each Director. In reviewing Directors' fees the Committee takes into account the time, commitment and Committee responsibilities of each Director. The Committee also takes into account the fees paid to Directors of companies within its peer group.

The Company's Articles of Association limit the fees payable to Directors to £150,000 per annum. The policy is for the Chairman of the Board and of each Committee to be paid a fee which is proportionate to the additional responsibilities involved in the position. It is intended that the above remuneration policy will continue to apply in the forthcoming financial year and subsequent years.

It is the Board's intention that the remuneration policy will be put to a shareholders' vote at least once every three years.

An Ordinary resolution for the approval of this policy will be put to shareholders at the forthcoming AGM.

#### **Approval**

This Remuneration Policy Report was approved by the Board of Directors on 15 November 2013 and signed on its behalf by:

By order of the Board

#### **Richard Burns**

Director

London, 15 November 2013

# **Directors' Remuneration Report**

#### **Chairman of Remuneration Committee Statement**

This report has been prepared in accordance with the requirements of Section 421 of the Companies Act 2006 and The Enterprise and Regulatory Reform Act 2013. An Ordinary resolution for the approval of this report will be put to shareholders at the AGM. The law requires the Company's auditor to audit certain of the disclosures provided in this report. Where disclosures have been audited, they are indicated as such and the auditor's audit opinion is included in its report to shareholders on pages 35 to 37. The Remuneration Policy Report on page 32 forms part of this report.

The Directors have established a Remuneration and Management Engagement Committee comprising the full Board with Mr R.R.J. Burns as Chairman. The Company has five nonexecutive Directors at the date of this report. This total includes Mr M.B.E. White, who was appointed to the Board with effect from 1 November 2013. All Directors who served during the year ended 30 September 2013 are listed in Table 5 on page 34. As the Company is an investment trust and all its Directors are non-executive, the Company is not required to comply with the Principles of the UK Code on Corporate Governance in respect of executive directors' remuneration.

At the most recent review in May 2013, it was agreed that the fees payable to the Directors each year would remain unchanged from 2012 (effective from 1 May 2012): Chairman £26,250, Chairman of the Audit Committee £22,500, Chairman of the Remuneration & Management Engagement Committee £19,500, Chairman of the Nomination Committee £19,000 and £18,000 for each other director. As at 30 September 2013, the Directors' fees were therefore paid at the following annual rates: Mr C.A. Wood (Chairman) £26,250, Mr R.R.J. Burns £19,500, Ms J. Dixon £22,500 and Mr K.E. Percy £19,000. The Director's fee for Mr M.B.E. White will be £18,000 per annum. The bar chart below shows the comparative cost of Directors' fees compared with the level of dividend distribution for 2012 and 2013.



As noted in the Strategic Report, all of the Directors are non-executive and therefore there is no Chief Executive Officer. The Company does not have any employees. In the absence of a CEO or employees, there is no CEO or employee information to disclose.

At the Annual General Meeting in December 2012 the results in respect of a resolution to approve the directors' remuneration were as follows:

Percentage of votes cast	Percentage of votes cast	Number of votes withheld
For	Against	
98.62	1.38	19,880

At that time a resolution to approve Remuneration Policy was not required. However an additional resolution to approve Remuneration Policy will be put to the Annual General Meeting of the Company in December 2013.

Directors' and Officers' liability insurance cover is maintained by the Company on behalf of the Directors. The graph below compares the Company's share price total return to ordinary shareholders with the total return on the FTSE All-Share Index over the last five years with the assumption that all dividends are reinvested on the ex-dividend date. This index was chosen for comparison purposes only as it is a widely used indicator for the equity market of which the Company is a constituent.

# **Directors' Remuneration Report**



#### **Audited Information**

#### **Directors' Fees**

The Directors, as at the date of this report, and who (save for Mr White who was appointed on 1 November 2013) all served throughout the year, received the fees listed in Table 5 below. These exclude any employers' national insurance contributions, if applicable. No other forms of remuneration were received by the Directors.

Table 5: Directors' fees

	Date of Appointment to the Board	Total fees 2013 £	Total fees 2012 £	A T
Chairman of the Board:				b a
Mr C.A. Wood	3 November 2003	26,250	25,521	В
Chairman of Remuneration and Management				
Engagement Committee: Mr R.R.J. Burns	23 May 2006	19,500	19,208	R D
Chairman of Nomination Committee: Mr K.E. Percy	8 October 1991	19,000	18,708	L
Chairman of Audit Committee: Mr C.J. Rowlands (resigned 18 December 2012)	19 March 2003			
December 2012)	19 March 2003	3,871	22,500	
Ms J. Dixon	1 May 2011	22,500	17,708	
Mr M.B.E. White	1 November 2013	_	_	
		91,121	103,645	

#### **Directors' Interests**

The Directors' Interests in the share capital of the company are shown in Table 6 below. The Directors are not required to hold any shares in the Company.

Table 6: Directors' interests in Ordinary shares and Subscription shares

	Shares held at 30 September 2013		Shares held at 1 October 2012	
	Ords 25p	Sub Shares	Ords 25p	Sub Shares
C.A. Wood, OBE	20,500	-	18,000	2,500
R.R.J. Burns	188,000	_	140,000	18,000
K. E. Percy	26,220	_	21,850	4,370
J. Dixon	4,050	_	4,050	_
M.B.E. White	_	_	_	_
C.J. Rowlands	n/a	n/a	9,956	1,991

#### Approval

This Annual Report on Remuneration was approved by the Board of Directors on 15 November 2013 and signed on its behalf by:

<sup>1</sup> By order of the Board

#### Richard Burns

Director

London, 15 November 2013
# Independent Auditor's Report to the Members of Standard Life Equity Income Trust PLC

We have audited the financial statements of Standard Life Equity Income Trust plc ('the Company') for the year ended 30 September 2013 which comprise the Income Statement, the Balance Sheet, the Reconciliation of Movements in Shareholders' Funds, the Cash Flow Statement and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

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.

# Respective responsibilities of directors and auditor

As explained more fully in the Statement of Directors' Responsibilities set out on page 31, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

# Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's website at www.frc.org.uk/apb/scope/ private.cfm.

### **Auditor commentary**

### An overview of the scope of our audit

Our audit approach was based on a thorough understanding of the Company's business and is risk-based. The day-to-day management of the Company's investment portfolio, the custody of its investments and the maintenance of the Company's accounting records is outsourced to third-party service providers. Accordingly, our audit work is focussed on obtaining an understanding of, and evaluating internal controls at the Company and relevant third party service providers. This included a review of reports on the description, design and operating effectiveness of internal controls at relevant third party service providers. We undertook substantive testing on significant transactions, balances and disclosures, the extent of which was based on various factors such as our overall assessment of the control environment, the design effectiveness of controls over individual systems and the management of specific risks.

### Our application of materiality

We apply the concept of materiality in planning and performing our audit, in evaluating the effect of any identified misstatements and in forming our opinion. For the purpose of determining whether the financial statements are free from material misstatement we define materiality as the magnitude of a misstatement or an omission from the financial statements or related disclosures that would make it probable that the judgement of a reasonable person, relying on the information would have been changed or influenced by the misstatement or omission. We also determine a level of performance materiality which we use to determine the extent of testing needed to reduce to an appropriately low level the probability that the aggregate of uncorrected and undetected misstatements exceeds materiality for the financial statements as a whole.

We established materiality for the financial statements as a whole to be £1.5m which is 1% of the Company's net assets. Due to the significance of the company's net assets compared to the amounts in the revenue column of the Income Statement, we calculated a separate materiality for the revenue column of the Income Statement of £0.4m.

We have determined the threshold at which we communicate misstatements to the Audit Committee to be £0.1m. In addition, we communicate misstatements below that threshold that, in our view, warrant reporting on qualitative grounds.

# Our assessment of risk

Without modifying our opinion, we highlight the following matters that are, in our judgement, likely to be most important to users' understanding of our audit. Our audit procedures relating to these matters were designed in the context of our audit of the financial statements as a whole, and not to express an opinion on individual transactions, balances or disclosures.

# Independent Auditor's Report to the Members of Standard Life Equity Income Trust PLC

### Investments

The company's business is investing in financial assets with a view to profit from the total return in the form of revenue and capital gains. Accordingly, the investment portfolio is a significant, material item in the financial statements. The recognition and measurement of the investment portfolio is therefore a risk that requires particular audit attention.

Our audit work included, but was not restricted to, understanding management's process to recognise and measure investments including ownership of those investments, obtaining a confirmation of investments held at the year end directly from the independent custodian, testing the reconciliation of the custodian records to the records maintained by the Company's administrator, testing a selection of investment additions and disposals shown in the Company's records to supporting documentation and agreeing the valuation of quoted investments to an independent source of market prices.

The Company's accounting policy on the valuation of quoted investments is included in note 1, and its disclosures about investments held at the year end are included in note 9.

### Investment income

Investment income is the Company's major source of revenue and a significant, material item in the Income Statement. Accordingly, the recognition of investment income is therefore a risk that requires particular audit attention.

Our audit work included, but was not restricted to, assessing whether the Company's accounting policy for revenue recognition is in accordance with United Kingdom Generally Accepted Accounting Practice, obtaining an understanding of management's process to recognise revenue in accordance with the stated accounting policy, testing whether a sample of income transactions has been recognised in accordance with the policy, and for a sample of investments held in the period confirming that income that should have been received has been received and recorded and assessing whether any of the dividends should have been treated as capital receipts.

The Company's accounting policy on the recognition of income is shown in note 1 and the components of that revenue are included in note 2.

#### Management override of internal controls

Under ISAs (UK & Ireland), for all of our audits we are required to consider the risk of management override of financial controls. Due to the unpredictable nature of this risk we are required to assess it as a significant risk requiring special audit consideration.

Our audit work included, but was not restricted to, specific procedures responding to this risk that are required by ISA 240 (UK & Ireland) 'The Auditor's Responsibilities Relating to Fraud in an Audit of Financial Statements'. This included tests of journal entries, the evaluation of judgements and assumptions in any management estimates and tests of any significant transactions outside the normal course of business. These tests were also performed in the context of the functions provided by, and the controls designed and implemented at, the relevant third party service providers.

#### **Opinion on financial statements**

In our opinion the financial statements:

- give a true and fair view of the state of the Company's affairs as at 30 September 2013 and of its net return for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### Other reporting responsibilities

Opinion on other matters prescribed by the Companies Act 2006

In our opinion:

- the part of the Directors' Remuneration Report to be audited has been properly prepared in accordance with the Companies Act 2006;
- the information given in the Strategic Report and Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

# Independent Auditor's Report to the Members of Standard Life Equity Income Trust PLC

# Matters on which we are required to report by exception

We have nothing to report in respect of the following:

Under the ISAs (UK and Ireland), we are required to report to you if, in our opinion, information in the annual report is:

- materially inconsistent with the information in the audited financial statements; or
- apparently materially incorrect based on, or materially inconsistent with, our knowledge of the Company acquired in the course of performing our audit; or
- otherwise misleading.

In particular, we are required to consider whether we have identified any inconsistencies between our knowledge acquired during the audit and the directors' statement that they consider the annual report is fair, balanced and understandable, and whether the annual report appropriately discloses those matters that were communicated to the audit committee which we consider should have been disclosed.

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements 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.

Under the Listing Rules we are required to review:

- the directors' statement, set out on pages 19 and 20 in relation to going concern; and
- the part of the Corporate Governance Statement relating to the Company's compliance with the nine provisions of the UK Corporate Governance Code specified for our review; and
- certain elements of the report to shareholders by the Board on directors' remuneration.

# Julian Bartlett

(Senior Statutory Auditor)

for and on behalf of Grant Thornton UK LLP Statutory Auditor, Chartered Accountants London

15 November 2013

# **Income Statement**

For the year ended 30 September

	Notes	Revenue £'000	2013 Capital £'000	Total £'000	Revenue £'000	2012 Capital £'000	Total £'000
Net gains on investments							
at fair value	9	—	33,671	33,671	_	17,278	17,278
Currency gains		—	1	1	_	_	_
Income	2	6,107	—	6,107	5,780	—	5,780
Investment management fee	3	(303)	(707)	(1,010)	(252)	(587)	(839)
Administrative expenses	4	(329)		(329)	(275)		(275)
NET RETURN BEFORE FINANCE COSTS AND TAXATION		5,475	32,965	38,440	5,253	16,691	21,944
Finance costs	5	(92)	(216)	(308)	(93)	(216)	(309)
RETURN ON ORDINARY ACTIVITIES BEFORE TAXATION		5,383	32,749	38,132	5,160	16,475	21,635
Taxation	6	(22)	_	(22)	(24)	_	(24)
RETURN ON ORDINARY ACTIVITIES AFTER TAXATION		5,361	32,749	38,110	5,136	16,475	21,611
<b>RETURN PER ORDINARY SHARE:</b>	8						
Basic		14.07p	85 <b>.</b> 94p	100.01p	13.53p	43.41p	56.94p
Diluted		13 <b>.</b> 88p	84.79p	98.67p	n/a	n/a	n/a

The total column of this statement represents the profit and loss account of the Company.

A Statement of Total Recognised Gains and Losses has not been prepared as all gains and losses are recognised in the Income Statement.

No operations were acquired or discontinued in the year.

All revenue and capital items in the above statement derive from continuing operations.

# **Balance Sheet**

As at 30 September

	Notes	20 £'000	13 £'000	20 £'000	12 £'000
FIXED ASSETS				2000	2 000
Investments designated at fair value through					
profit or loss	9		170,081		125,203
CURRENT ASSETS					
Debtors	10	1,423		1,950	
Money market funds		643		8,130	
Cash and short term deposits		96		32	
		2,162		10,112	
<b>CREDITORS: AMOUNTS FALLING DUE WITHIN</b>					
ONE YEAR					
Bank loan	11	(20,000)		(15,000)	
Other creditors	11	(406)		(1,042)	
		(20,406)		(16,042)	
NET CURRENT LIABILITIES			(18,244)		(5,930)
NET ASSETS			151,837		119,273
CAPITAL AND RESERVES					
Called-up share capital	12		10,033		9,943
Share premium account			21,576		20,457
Capital redemption reserve			12,615		12,615
Capital reserve			102,772		69,697
Revenue reserve			4,841		6,561
EQUITY SHAREHOLDERS' FUNDS			151,837		119,273
NET ASSET VALUE PER ORDINARY SHARE:	13				
Basic			395.20p		314.20p
Diluted			383.34p		n/a

The financial statements on pages 38 to 52 were approved by the Board of Directors and authorised for issue on 15 November 2013 and were signed on its behalf by:

# C. A. Wood OBE Chairman

# **Reconciliation of Movements in Shareholders' Funds**

#### For the year ended 30 September 2013

	Notes	Share capital £'000	Share premium account £'000	Capital redemption reserve £'000	Capital reserve £'000	Revenue reserve £'000	Total £'000
Balance at 30 September 2012		9,943	20,457	12,615	69,697	6,561	119,273
Issue of ordinary shares on conversion of subscription shares	12	90	1,064	_	_	_	1,154
Issue of ordinary shares from treasury		_	55	_	326	_	381
Return on ordinary activities after taxation	7	_	_	_	32,749	5,361	38,110
Dividends paid		_	_	_	_	(7,081)	(7,081)
BALANCE AT 30 SEPTEMBER 2013		10,033	21,576	12,615	102,772	4,841	151,837
For the year ended 30 September 2012		Share capital £'000	Share premium account £'000	Capital redemption reserve £'000	Capital reserve £'000	Revenue reserve £'000	Total £'000
For the year ended 30 September 2012 Balance at 30 September 2011		capital	premium account	redemption reserve	reserve	reserve	
	12	capital £'000	premium account £'000	redemption reserve £'000	reserve £'000	reserve £'000	£'000
Balance at 30 September 2011 Issue of ordinary shares on conversion of	12	capital £'000 9,942	premium account £'000 20,441	redemption reserve £'000	reserve £'000	reserve £'000	<b>£'000</b> 102,422

BALANCE AT 30 SEPTEMBER 2012

Following the adoption of revised Articles of Association on 18 December 2012, both the revenue reserve and the realised capital profits of the capital reserve are distributable by way of dividend.

9,943 20,457

12,615

69,697

6,561

119,273

# **Cash Flow Statement**

For the year ended 30 September

		20	13	201	2
	Notes	£'000	<b>£'000</b>	£'000	£'000
NET CASH INFLOW FROM OPERATING ACTIVITIES	14		4,842		4,586
NET CASH OUTFLOW FROM SERVICING OF FINANCE			(307)		(313)
FINANCIAL INVESTMENT					
Purchases of investments		(72,202)		(48,312)	
Sales of investments		60,789		48,156	
NET CASH OUTFLOW FROM FINANCIAL INVESTMENT			(11,413)		(156)
EQUITY DIVIDENDS PAID			(7,081)		(4,777)
			(13,959)		(660)
MANAGEMENT OF OTHER LIQUID RESOURCES					
Purchase of money market funds		(43,683)		(31,633)	
Sale of money market funds		51,170		32,313	
NET CASH INFLOW FROM MANAGEMENT					
OF OTHER LIQUID RESOURCES			7,487		680
NET CASH (OUTFLOW)/INFLOW BEFORE FINANCING			(6,472)		20
FINANCING					
Proceeds from exercise of subscription shares		1,154		17	
Proceeds from issue of ordinary shares from treasury		381		_	
Drawdown of loan		5,000		_	
NET CASH INFLOW FROM FINANCING			6,535		17
INCREASE IN CASH			63		37
RECONCILIATION OF NET CASH FLOW TO MOVEMENTS IN NET DEBT					
Increase in cash as above		63		37	
Net change in other liquid resources		(7,487)		(680)	
Drawdown of loan		(5,000)		—	
Currency movements		1			
MOVEMENT IN NET DEBT IN YEAR			(12,423)		(643)
Opening net debt			(6,838)		(6,195)
CLOSING NET DEBT	15		(19,261)		(6,838)

For the year ended 30 September 2013

### 1. Accounting policies

# (a) Basis of accounting

The financial statements have been prepared in accordance with the applicable UK Accounting Standards and with the Statement of Recommended Practice 'Financial Statements of Investment Trust Companies and Venture Capital Trusts' (issued in January 2009).

They have also been prepared on the assumption that approval as an investment trust will continue to be granted. The financial statements have been prepared on a going concern basis. The Directors believe this is appropriate for the reasons outlined in the Directors' Report on pages 19 and 20.

All values are rounded to the nearest thousand pounds (£000) except where indicated otherwise.

#### (b) Valuation of investments

The Company's business is investing in financial assets with a view to profiting from their total return in the form of income and capital growth. This portfolio of financial assets is managed and its performance evaluated on a fair value basis, in accordance with a documented investment strategy, and information about the portfolio is provided internally on that basis to the Company's Board of Directors. Accordingly, upon initial recognition the Company designates the investments 'at fair value through profit or loss'. They are included initially at fair value, which is taken to be their cost (excluding expenses incidental to the acquisition). Subsequent to initial recognition, investments are valued at fair value through profit or loss. For listed investments, this is deemed to be bid market prices or closing prices for SETS stocks sourced from the London Stock Exchange. SETS is the London Stock Exchange electronic trading service covering most of the market including all FTSE 100 constituents and most liquid FTSE 250 along with some other securities.

Gains and losses arising from changes in fair value are included in net profit or loss for the period as a capital item in the Income Statement and are ultimately recognised in the capital reserve.

### (c) Money market funds

The money market funds are used by the Company to provide additional short term liquidity. As they are not listed on a recognised exchange and due to their short term nature, they are recognised in the financial statements as a current asset and are included at fair value through profit or loss.

### (d) Income

Income from equity investments (other than special dividends), including taxes deducted at source, is included in revenue by reference to the date on which the investment is quoted ex-dividend. Special dividends are credited to revenue or capital according to the circumstances. Foreign income is converted at the exchange rate applicable at the time of receipt. Interest receivable on short term deposits is accounted for on an accruals basis.

#### (e) Expenses and interest payable

Expenses are accounted for on an accruals basis. Expenses are charged to capital when they are incurred in connection with the maintenance or enhancement of the value of investments. In this respect, the investment management fee and relevant finance costs are allocated between revenue and capital in line with the Board's expectation of returns from the Company's investments over the long term in the form of revenue and capital respectively (see notes 3 and 5).

Transaction costs incurred on the purchase and disposal of investments are recognised as a capital item in the Income Statement.

### (f) Dividends payable

In accordance with FRS21, dividends that are declared and approved by the Company after the Balance Sheet date are not recognised as a liability of the Company at the Balance Sheet date.

### (g) Capital reserves

Gains or losses on realisation of investments and changes in fair values of investments are included within the capital reserve. The capital element of the management fee along with any associated irrecoverable VAT and relevant finance costs are charged to this reserve. Any associated tax relief is also credited to this reserve.

# (h) Taxation

Deferred taxation is recognised in respect of all temporary differences that have originated but not reversed at the Balance Sheet date where transactions or events that result in an obligation to pay more or a right to pay less tax in future have occurred at the Balance Sheet date measured on an undiscounted basis and based on enacted tax rates. This is subject to deferred tax assets only being recognised if it is considered more likely than not that there will be suitable profits from which the future reversal of the underlying temporary differences can be deducted. Temporary differences are differences arising between the Company's taxable profits and its results as stated in the accounts which are capable of reversal in one or more subsequent periods.

Owing to the Company's status as an investment trust company, and the intention to continue meeting the conditions required to obtain approval in the foreseeable future, the Company has not provided deferred tax on any capital gains and losses arising on the revaluation or disposal of investments.

		2013	2012	
2.	Income	£'000	£'000	
	Income from investments			
	Franked investment income	4,858	5,088	
	Overseas and unfranked investment income	1,095	535	
	Stock dividends	129	105	
		6,082	5,728	
	Other income			
	Money market interest	25	39	
	Underwriting commission	—	13	
		25	52	
	Total income	6,107	5,780	
		2013	2012	
3.	Investment management fee	£'000	£'000	
	Charged to revenue reserve	303	252	
	Charged to capital reserve	707	587	
		1,010	839	

The Company has an agreement with Standard Life (Corporate Funds) Limited for the provision of management services. The contract is terminable by either party on not less than six months notice.

The fee is based on 0.65% of total assets, payable quarterly in arrears and is chargeable 30% to revenue and 70% to capital (see note 1(e)).

. Administrative expenses	2013 £'000	2012 £'000
Directors' fees	91	104
Fees payable to the Company's Auditor (excluding VAT):		
- for the audit of the annual financial statements	20	20
Professional fees	29	12
Other expenses	189	139
	329	275

With the exception of fees payable to the Company's auditor, irrecoverable VAT has been included under the relevant expense line above. Irrecoverable VAT on fees payable to the Company's auditor is included within other expenses.

Additional information concerning Directors' fees can be found in the Remuneration Policy Report and the Directors' Remuneration Report on pages 32 to 34.

5.	Finance costs	2013 £'000	2012 £'000
	On bank loans and overdrafts:		
	Charged to revenue reserve	92	93
	Charged to capital reserve	216	216
		308	309

Finance costs are chargeable 30% to revenue and 70% to capital (see note 1(e)).

6.	Taxation	2013 £'000	2012 £'000
	(a) Analysis of charge for the year Overseas withholding tax	22	24

# (b) Factors affecting current tax charge for the year

The corporation tax rate was 24% until 31 March 2013 and 23% from 1 April 2013 giving an effective rate of 23.5%. The tax assessed for the year is lower than that resulting from applying the standard rate of corporation tax in the UK.

A reconciliation of the Company's current tax charge is set out below:

Total return on ordinary activities before taxation	38,132	21,635
Return on ordinary activities at the UK standard rate of corporation tax 23.5% (2012 - 25%) Effects of:	8,961	5,409
Gains on investments not taxable Non-taxable income Excess management expenses and loan relationship debit expenses Overseas withholding tax	(7,913) (1,387) 339 22	(4,320) (1,408) 319 24
Total taxation	22	24

At 30 September 2013, the Company had unutilised management expenses and loan relationship losses of £15,672,000 (2012–£14,233,000). No deferred tax asset has been recognised on the unutilised management expenses and loan relationship losses as it is unlikely there will be suitable taxable profits from which the future reversal of the deferred tax asset could be deducted.

7.	Dividends on Ordinary shares	2013 <b>£'000</b>	2012 £'000	
	Amounts recognised as distributions to equity holders in the year:			
	Final dividend for 2012 of 9.00p per share (2011 - 8.85p)	3,416	3,359	
	First quarterly dividend for 2013 of 3.20p per share (2012 - nil)	1,218	_	
	Second quarterly dividend for 2013 of 3.20p per share (2012 - nil)	1,218	_	
	Third quarterly dividend for 2013 of 3.20p per share (2012 - nil)	1,229	_	
	Interim dividend for 2012 of 3.75p per share	_	1,423	
	Return of unclaimed dividends	—	(5)	
		7,081	4,777	

The proposed fourth quarterly dividend for 2013 is subject to approval by shareholders at the Annual General Meeting and has not been included as a liability in these financial statements.

We set out below the total dividends paid and proposed in respect of the financial year, which is the basis on which the requirements of Sections 1158-1159 of the Corporation Tax Act 2010 are considered. The revenue available for distribution by way of dividend for the year is £5,361,000 (2012 - £5,136,000).

	2013 £'000	2012 £'000
First quarterly dividend for 2013 of 3.20p per share (2012 - nil)	1,218	_
Second quarterly dividend for 2013 of 3.20p per share (2012 - nil)	1,218	—
Third quarterly dividend for 2013 of 3.20p per share (2012 - nil)	1,229	—
Interim dividend for 2012 of 3.75p per share	—	1,423
Proposed fourth quarterly dividend for 2013 of 3.80p per share (2012 - 9.00p)	1,473	3,416
	5,138	4,839

Subsequent to the year end the Company has issued a further 350,000 Ordinary shares from Treasury; therefore the amounts reflected above for the cost of the proposed fourth quarterly dividend for 2013 are based on 38,769,941 Ordinary shares in issue, being the number of Ordinary shares in issue at the date of this Report.

		2013	20	)12
Return per Ordinary share	£'000	р	£'000	р
Basic				
Revenue return	5,361	14.07	5,136	13.53
Capital return	32,749	85.94	16,475	43.41
Total return	38,110	100.01	21,611	56.94
Weighted average number of Ordinary	shares in issue <sup>A</sup>	38,105,315	3	7,956,373
Diluted				
Revenue return	5,361	13.88	n/a	n/a
Capital return	32,749	84.79	n/a	n/a
Total return	38,110	98.67	n/a	n/a
Number of dilutive shares		516,765		n/a
Diluted shares in issue		38,622,080	_	n/a

The calculation of the diluted total, revenue and capital returns per Ordinary share are carried out in accordance with Financial Reporting Standard No. 22, "Earnings per Share". For the purposes of calculating diluted total, revenue and capital returns per Ordinary share, the number of Ordinary shares is the weighted average used in the basic calculation plus the number of Ordinary shares deemed to be issued for no consideration on exercise of all Subscription shares by reference to the average share price of the Ordinary shares during the period.

There was no dilutive effect on net revenue or net capital per share arising from the exercise of the Subscription shares at 30 September 2012.

<sup>A</sup> Calculated excluding shares held in Treasury.

		2013	2012
9. Investments		£'000	£'000
Fair value through profit or los	55		
Opening book cost		111,643	108,582
Opening fair value gains/(loss	es) on investments held	13,560	(354)
Opening fair value		125,203	108,228
Movements in the year:			
Purchases at cost		71,476	49,038
Sales – proceeds		(60,269)	(49,341)
<ul> <li>realised gains on sale</li> </ul>	S	10,383	3,364
Current year fair value gains o	n investments held	23,288	13,914
Closing fair value		170,081	125,203
Closing book cost		133,233	111,643
Closing fair value gains on inv	estments held	36,848	13,560
Closing fair value		170,081	125,203
Gains on investments held at	fair value through profit or loss		
Gains on sales		10,383	3,364
Increase in fair value gains on	investments held	23,288	13,914
		33,671	17,278

### **Transaction costs**

During the year, expenses were incurred in acquiring or disposing of investments classified as fair value through profit or loss. These have been expensed through capital and are included within gains on investments in the Income Statement. The total costs were as follows:

	2013 £'000	2012 £'000
Purchases	386	278
Sales	84	74
Total	470	352
	2013	2012
10. Debtors: amounts falling due within one year	£'000	£'000
Amounts due from brokers	675	1,195
Net dividends and interest receivable	690	692
Other debtors	58	63
	1,423	1,950

. Creditors: amounts falling due within one year	2013 £'000	2012 £'000	
Bank loan	20,000	15,000	
Other creditors			
Amounts due to brokers	_	726	
Investment management fee payable	282	219	
Sundry creditors	124	97	
	406	1,042	

As at 30 September 2013, the Company had drawn down £20 million (2012 - £15 million) of the £20 million loan facility arranged with The Royal Bank of Scotland plc, £15 million at an interest rate of 1.74% per annum maturing on 31 October 2013 and £5 million at an interest rate of 1.74% per annum maturing on 9 October 2013. Subsequent to the year end, the £5 million loan was rolled over from 9 October 2013 to 31 October 2013 at an interest rate of 1.73% and on 31 October 2013 the loans were combined and £20 million was rolled to 29 November 2013 at an interest rate of 1.74%.

	2013	2012
Called up share capital	£'000	£'000
ssued and fully paid:		
Ordinary shares of 25p each		
Opening balance of 37,959,305 (2012 - 37,954,058) Ordinary shares	9,490	9,489
ssue of 360,636 (2012 - 5,247) Ordinary shares on conversion of		
Subscription shares	90	1
ssue of 100,000 (2012 - nil) Ordinary shares from Treasury	25	
Closing balance of 38,419,941 (2012 - 37,959,305) Ordinary shares	9,605	9,490
Subscription shares of 0.01p each		
Opening balance of 7,557,134 (2012 - 7,562,381) Subscription shares	1	1
Conversion of 360,636 (2012 - 5,247) Subscription shares into		
Ordinary shares		
Closing balance of 7,196,498 (2012 - 7,557,134) Subscription shares	1	1
Freasury shares		
Dpening balance of 1,807,328 (2012 - 1,807,328) Treasury shares	452	452
ssue of 100,000 (2012 - nil) Ordinary shares from Treasury	(25)	
Closing balance of 1,707,328 (2012 - 1,807,328) Treasury shares	427	452
	10,033	9,943

On 17 December 2010 the Company issued 7,585,860 Subscription shares of 0.01p each by way of a bonus issue to the Ordinary shareholders on the basis of one Subscription share for every five Ordinary shares. Each Subscription share confers the right, but not the obligation, to subscribe for one Ordinary share on any subscription date, being the final business day of June and December in each year commencing June 2011 and finishing on the last business day of December in 2016, after which the rights under the Subscription shares will lapse. The conversion price has been determined as being 320p.

During the year, shareholders have exercised their right to convert 360,636 (2012 - 5,247) Subscription shares into ordinary shares for a total consideration of £1,154,000 (2012 - £17,000).

During the year, 100,000 (2012 - nil) Ordinary shares were issued from Treasury for a total consideration of  $\pm 381,000$  (2012 - nil).

There were no shares repurchased during the year. The total shares held in Treasury is 1,707,328. Shares held in Treasury represents 4.3% of the Company's total issued share capital at 30 September 2013 (2012 - 4.5%). The number of Subscription shares in issue at 30 September 2013 is 7,196,498 (2012 - 7,557,134).

Subsequent to the year end the Company has issued a further 350,000 Ordinary shares from Treasury for a total consideration of £1,418,000.

### 13. Net asset value per share

The net asset value per share and the net assets attributable to Ordinary shares at the end of the year calculated in accordance with the Articles of Association were as follows:

	2013	2012
Basic		
Total shareholders' funds (£'000)	151,837	119,273
Number of Ordinary shares in issue at year end <sup>a</sup>	38,419,941	37,959,305
Net asset value per share	395.2p	314.2p
Diluted		
Total shareholders' funds assuming exercise of		
Subscription shares (£'000)	174,866	n/a
Number of potential Ordinary shares in issue at year end <sup>A</sup>	45,616,439	n/a
Net assets per share	383.3p	n/a

The diluted net asset value per Ordinary share has been calculated in accordance with guidelines issued by the Association of Investment Companies and assumes that all outstanding Subscription shares were converted into Ordinary shares at the year end.

There was no dilutive effect on net revenue or net capital per share arising from the exercise of the Subscription shares at 30 September 2012.

<sup>A</sup> Excludes shares in issue held in Treasury.

2013 £'000	2012 £'000	
38,440	21,944	
(33,671)	(17,278)	
(1)	_	
2	(84)	
1	8	
90	32	
(19)	(36)	
4,842	4,586	
	£'000 38,440 (33,671) (1) 2 1 90 (19)	

5. Analysis of changes in net debt	At 30 September 2012 £'000	Cashflow £'000	Currency movements £'000	At 30 September 2013 £'000	
Cash at bank and in hand	32	63	1	96	
Money market funds	8,130	(7,487)	_	643	
Bankloan	(15,000)	(5,000)	_	(20,000)	
Net debt	(6,838)	(12,424)	1	(19,261)	

# 16. Financial instruments

#### **Risk management**

The Company's financial instruments comprise securities and other investments, cash balances, loans and debtors and creditors that arise directly from its operations; for example, in respect of sales and purchases awaiting settlement, and debtors for accrued income. The Company also has the ability to enter into derivative transactions for the purpose of managing currency and market risks arising from the Company's activities.

The main risks the Company faces from its financial instruments are (i) market price risk (comprising interest rate risk, currency risk and other price risk), (ii) liquidity risk and (iii) credit risk.

The Board regularly reviews and agrees policies for managing each of these risks. The Manager's policies for managing these risks are summarised below and have been applied throughout the year.

### (i) Market risk

The fair value or future cash flows of a financial instrument held by the Company may fluctuate because of changes in market prices.

This market risk comprises three elements - interest rate risk, currency risk and other price risk.

Interest rate risk

Interest rate movements may affect:

- the fair value of the investments in fixed interest rate securities;
- the level of income receivable on cash deposits;
- interest payable on the Company's variable rate borrowings

The possible effects on fair value and cash flows that could arise as a result of changes in interest rates are taken into account when making investment and borrowing decisions.

It is the Company's policy to increase its exposure to equity market price risk through the judicious use of borrowings. When borrowed funds are invested in equities, the effect is to magnify the impact on Shareholders' funds of changes - both positive and negative - in the value of the portfolio.

#### Interest rate profile

The interest rate risk profile of the portfolio of financial assets and liabilities at the Balance Sheet date was as follows:

As at 30 September 2013	Weighted average period for which rate is fixed Years	Weighted average interest rate %	Fixed rate £000	Floating rate £000
<i>Assets</i> Money market funds Cash deposits Total assets		0.49		643 96 739
<i>Liabilities</i> Bank loans Total liabilities	0.1	<u> </u>	20,000 20,000	
<b>As at 30 September 2012</b> <i>Assets</i> Money market funds Cash deposits Total assets		0.58 		8,130 <u>32</u> 8,162
<i>Liabilities</i> Bank loans Total liabilities	0.1	<u> </u>	<u>15,000</u> 15,000	

The weighted average interest rate is based on the current yield of each asset, weighted by its market value. The weighted average interest rate on bank loans is based on the interest rate payable, weighted by the total value of the loans.

The floating rate assets consist of money market funds and cash deposits on call earning interest at prevailing market rates.

All financial liabilities are measured at amortised cost.

### Maturity profile

The Company did not hold any assets at 30 September 2013 or 30 September 2012 that had a maturity date. As detailed in note 11, the £5m and £15m loans drawn down had maturity dates of 09 October 2013 and 31 October 2013, respectively, at the Balance Sheet date. (2012 : 31 October 2012).

### Interest rate sensitivity

The sensitivity analyses below have been determined based on the exposure to interest rates at the Balance Sheet date and with the stipulated change taking place at the beginning of the financial year and held constant throughout the reporting period in the case of instruments that have floating rates.

If interest rates had been 100 basis points higher or lower and all other variables were held constant, the Company's :

profit for the year ended 30 September 2013 would increase / decrease by £193,000 (2012 : increase / decrease by £68,000). This is mainly attributable to the Company's exposure to interest rates on its fixed rate borrowings and floating rate cash balances.

# Currency risk

All of the Company's investments are in Sterling and therefore this risk is not seen as material.

#### Other price risk

Other price risks (ie changes in market prices other than those arising from interest rate or currency risk) may affect the value of the quoted investments.

It is the Board's policy to hold an appropriate spread of investments in the portfolio in order to reduce the risk arising from factors specific to a particular sector. The allocation of assets and the stock selection process, as detailed on page 15, both act to reduce market risk. The Manager actively monitors market prices throughout the year and reports to the Board, which meets regularly in order to review investment strategy. The investments held by the Company are listed on the London Stock Exchange.

### Other price risk sensitivity

If market prices at the Balance Sheet date had been 10% higher or lower while all other variables remained constant, the return attributable to ordinary shareholders and equity for the year ended 30 September 2013 would have increased/decreased by £17,008,000 (2012 - increase/decrease of £12,520,000). This is based on the Company's equity portfolio held at each year end.

# (ii) Liquidity risk

This is the risk that the Company will encounter difficulty in meeting obligations associated with financial liabilities.

Liquidity risk is not considered to be significant as the Company's assets comprise mainly readily realisable securities, which can be sold to meet funding commitments if necessary. Short-term flexibility is achieved through the use of loan and overdraft facilities (note 11).

# (iii) Credit risk

This is failure of the counterparty to a transaction to discharge its obligations under that transaction that could result in the Company suffering a loss.

The risk is not significant, and is managed as follows:

- where the investment manager makes an investment in a bond, corporate or otherwise, the credit rating of the issuer is taken into account so as to minimise the risk to the Company of default;
- investment transactions are carried out with a large number of brokers, whose credit-standing and credit rating is reviewed periodically by the investment manager, and limits are set on the amount that may be due from any one broker;
- cash and money invested in money market funds are held only with reputable banks.

None of the Company's financial assets are secured by collateral or other credit enhancements.

# **Credit risk exposure**

In summary, compared to the amount in the Balance Sheet, the maximum exposure to credit risk at 30 September was as follows:

	2013		2012	
Current assets	Balance Sheet £'000	Maximum exposure £'000	Balance Sheet £'000	Maximum exposure £'000
Debtors	1,423	1,423	1,950	1,950
Money market funds (indirect exposure)	643	643	8,130	8,130
Cash and short term deposits	96	96	32	32
	2,162	2,162	10,112	10,112

None of the Company's financial assets is past due or impaired.

### Fair values of financial assets and financial liabilities

The fair value of borrowings is not materially different to the accounts value in the financial statements of  $\pm 20,000,000$  (note 11).

# 17. Fair Value hierarchy

FRS 29 'Financial Instruments:Disclosures', requires an entity to classify fair value measurements using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. The fair value hierarchy has the following levels:

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities;
- Level 2: inputs other than quoted prices included within Level 1 that are observable for the assets or liabilities, either directly (ie as prices) or indirectly (ie derived from prices); and
- Level 3: inputs for the assets or liabilities that are not based on observable market data (unobservable inputs).

The quoted equities and money market funds held by the Company at 30 September 2013 and 30 September 2012 were all Level 1.

# 18. Capital management policies and procedures

The Company's capital management objectives are:

- to ensure that the Company will be able to continue as a going concern; and
- to maximise the income and capital return to its equity shareholders through an appropriate balance of equity capital and debt. The Board normally seeks to limit gearing to 15% of net assets. At the year end the Company had gearing of 12.7% of net assets (2012 5.7%)

The Board monitors and reviews the broad structure of the Company's capital on an ongoing basis. This review includes the nature and planned level of gearing, which takes account of the Manager's views on the market and the extent to which revenue in excess of that which is required to be distributed should be retained.

The Company's objectives, policies and processes for managing capital are unchanged from the preceding accounting period. Any year end positions are presented in the Balance Sheet.

# **19. Contingent liabilities**

As at 30 September 2013 there was an underwriting liability of £500,000 (2012 - nil).

# **Key Contacts**

### **Investment Manager**

Standard Life Investments 1 George Street Edinburgh EH2 2LL (Authorised and regulated by the Financial Conduct Authority)

Website Address: www.standardlifeinvestments.com/its Telephone: 0845 60 60 062

# Savings Scheme and ISA Plan administrator

Standard Life Savings PO Box 12116 Brentwood CM14 9NP Telephone: 0845 60 24 247 (Monday to Friday, 9 a.m. – 5 p.m.) (Authorised and regulated by the Financial Conduct Authority)

**Company Secretary** Maven Capital Partners UK LLP 1st Floor Kintyre House 205 West George Street Glasgow G2 2LW Telephone: 0141 306 7400

# **Registered Office**

30 St Mary Axe London EC3A 8EP Registered in England & Wales No. 2648152

# **Independent Auditor**

Grant Thornton UK LLP 30 Finsbury Square London EC2P 2YU

# Custodian

BNP Paribas Securities 55 Moorgate, London, EC2R 6PA

# Bankers

The Royal Bank of Scotland plc 135 Bishopsgate London EC2M 3UR

# Stockbrokers

J.P.Morgan Cazenove 10 Aldermanbury London EC2V 7RF

# Registrars

Computershare Investor Services PLC The Pavilions Bridgwater Road Bristol BS99 6ZZ Telephone: 0870 707 1150 www.investorcentre.co.uk

# **Information for Investors**

Shareholders who hold their shares in certificated form can check their shareholding with the registrars, Computershare Investor Services PLC, via www.uk.computershare.com/investor

Please note that to gain access to your details on the Computershare site you will need the holder reference number on the top left hand corner of your share certificate or on your tax voucher.

Notifications of changes of address and all enquiries regarding certificates or dividend cheques should be sent in writing to the registrars.

#### **Disability Act**

Copies of this Annual Report or other documents issued by the Company are available from the Company Secretary.

If needed, copies can be made available in larger type.

Our registrars have installed text phones to allow speech and hearing impaired people who have their own text phone to contact them directly without the need for an intermediate operator. Specially trained operators are available during normal business hours to answer queries via this service. The number for this is 0870 702 0005.

Alternatively, you may use a "type talk" operator (provided by the Royal National Institute for the Deaf) on 0800 731 1888.

# **Share Information**

The Company's shares are listed on the London Stock Exchange. Prices are quoted daily in the Financial Times and The Daily Telegraph.

Details of the Company may also be found on the Manager's website which can be found at:

www.standardlifeinvestments.com/its and on TrustNet, website address: www.trustnet.co.uk

Ordinary shares may be purchased or sold directly through a stockbroker or through your bank, solicitor, accountant, or other professional adviser or through the Company's registrars or the Company's Savings Plan or Individual Savings Account.

#### **Regulatory Status**

As an investment trust pursuant to section 1158 of the Corporation Taxes Act 2010, the FCA rules in relation to non-mainstream investment products do not apply to the Company. The net asset value per ordinary share is calculated on a daily basis and is published on the London Stock Exchange where the latest live ordinary share price is also displayed, subject to a delay of 15 minutes. "SLET" is the Code for the ordinary shares which may be accessed at www.londonstockexchange.com

### **Capital Gains Tax**

To assist those shareholders who invested in the Company at its launch in the calculation of capital gains, the apportionment of cost between ordinary shares and warrants on 6 December 1991, the first day on which dealing in ordinary shares and warrants took place separately, is 95.2% and 4.8% respectively.

The apportionment of cost between the ordinary shares and warrants arising out of the conversion of C shares on 14 February 1994, the first day on which dealings took place, is 93.1% and 6.9% respectively.

The apportionment of cost between the ordinary shares and subscription shares on the first day of dealing in the subscription shares (20 December 2010) is 97.5% and 2.5% respectively.

### **Other Information**

The Company is a member of the Association of Investment Companies (AIC). The AIC publishes a Monthly Information Service which contains a wide range of detailed information including statistical and performance data on all its members. A sample copy can be obtained free of charge from The AIC, 9th Floor, 24 Chiswell Street, London EC1Y 4YY (telephone 020 7282 5555) along with full details of other publications available from the AIC. Alternatively, visit their website on www.theaic.co.uk

#### **Dividend Reinvestment Plan**

The Company, in conjunction with Computershare Investor Services PLC, the Company's registrars, has established a Dividend Reinvestment Plan through which shareholders who hold their shares outside our Savings Plan or ISA can use their dividends to purchase further shares in the Company. Full details of the Plan are available from the Company's registrars:

Computershare Investor Services PLC The Pavilions Bridgwater Road Bristol BS99 7NH

Telephone: 0870 707 1150

# **Information for Investors**

# **Electronic Communications**

The Company is now able to send you annual reports and notices of meetings electronically. Full details are given below.

Reports to shareholders are made available on the Manager's website as soon as they are published. As a result of new legislation, we are now allowed to send information, including our Annual Report, to registered shareholders by e-mail and over the internet, rather than in paper form.

#### How does this work?

Once you register for the electronic communication option an e-mail is sent to you when a document is available. The e-mail provides a link to a website where you will be able to access and download the document.

### What documents are typically available?

The documents which are available include the Annual Report and Accounts, Half Yearly Report, notices of general meetings and any other notices to shareholders.

#### What are the advantages?

If your shares are held in a designated nominee account you can request that the nominee holder registers you to receive the information electronically. Advantages of this facility include documents which can be accessed quickly, nominees who currently receive excess unwanted copies of documents can eliminate waste and cost savings can be made through reduced use of paper handling and storage.

### What about Terms and Conditions?

Before you register, you will be asked to agree to the Terms and Conditions for Electronic Communication with Shareholders which will be displayed on the registration screens. It is important that you read them carefully as they set out the basis on which electronic communications will be sent to you.

### Do I have to use this service?

No. The use of electronic communications is voluntary. If you wish to continue to receive communications in paper form you should take no action.

# What equipment will I need to make use of this service?

An internet-enabled PC with Internet Explorer 4 or Netscape 4 or above. Your browser must be configured to accept cookies.

#### Who will have access to my e-mail address?

Your e-mail address will not form part of the information that we are required to make public by law. It will be held separately and securely and will not be used by the Company or by its registrars for any purpose other than communication with you as a shareholder. Your details will not be given to any other party.

# What about computer viruses?

Every precaution will be taken to ensure that all messages sent to you are free from computer viruses. However, it is possible for e-mail messages to be intercepted by someone else. In choosing to receive electronic communications you are agreeing that neither the Company nor the registrars will be under any liability for losses that may arise as a result of interference by a third party.

# What happens if I do not receive a specific electronic communication?

It is possible that there will be a small number of cases where electronic communication is unsuccessful. Although the Company's obligation is satisfied by sending the e-mail to the address provided by you, the Company will make every effort to make sure that every delivery is successful. When a transmission failure is notified, a further attempt will be made at electronic delivery. If delivery is not successful details on how to re-register for electronic shareholder communications will be sent through the post within 48 hours of the original message.

### Can I change my e-mail address?

Yes. As with your postal address you will need to inform the registrars of any changes to your e-mail address. This can be done at www-uk.computershare.com/investor

#### How do I register?

If you wish to receive notice of future communications by e-mail please log on to www-uk.computershare.com/investor and follow these four easy steps to complete the formal registration process. You will need to have your shareholder reference number, which can be found on your tax voucher or share certificate, available when you first log in:

- 1 Select the "Electronic Shareholder Communications" option
- 2 Select "STANDARD LIFE EQUITY INCOME TRUST PLC" from the Company list
- 3 Enter your shareholder details (Shareholder Reference Number and Postcode)
- 4 Select the Communication Details option
- 5 Enter your e-mail address.

# How To Make Investments in Standard Life Equity Income Trust

#### Introduction

Investors may subscribe to the Standard Life Equity Income Trust PLC through Standard Life's Savings Scheme, Individual Savings Account ('ISA') or Individual Savings Account transfer ('ISA transfer').

Alternatively, investors may buy shares in the Company directly through a stockbroker or indirectly through a lawyer, accountant or financial adviser.

#### **Investment Trust Savings Scheme**

Standard Life's Savings Scheme is a straightforward way to invest in the Standard Life Equity Income Trust PLC. The minimum investment through Standard Life's Savings Scheme is £100 per month or a £1,000 lump sum. 0.5% Government stamp duty, which is currently payable on all share purchases is deducted from each investment made. There is no maximum amount that can be invested in

the Company through Standard Life's Savings Scheme and there is no initial, exit or annual management charge.

#### **Investment Trust ISA**

Standard Life's Stocks and Shares ISA is a tax efficient savings vehicle as investors pay no additional income tax or capital gains tax on any money generated by their investments. Investors will have the opportunity to invest in the Company's ISA up to £11,520 in the tax year 2013/2014. Like the Savings Scheme, the minimum investment in Standard Life's ISA is a £1,000 lump sum or £100 per month. 0.5% Government stamp duty is deducted from each investment made, however, **there is no initial, exit or annual management charge.** 

#### **Investment Trust ISA Transfer**

Investors may also gain access to the Company by transferring any existing ISA investments to a Standard Life ISA. As with the Standard Life ISA, 0.5% Government stamp duty is deducted from each investment made, however, **there is no initial, exit or annual management charge.** 

#### How to invest

For further information on how to invest and an application pack containing full details of the products and their charges, please call Standard Life Investments on 0845 60 24 247. Lines are open from 9 a.m. to 5 p.m. Monday to Friday.

For information on Standard Life Investments' range of Investment Trusts and Standard Life's views on the markets, please call 0845 60 60 062.

This is not a recommendation to buy, sell or hold shares in Standard Life Equity Income Trust PLC. Shareholders who are unsure of what action to take should contact a financial adviser authorised under the Financial Services and Markets Act 2000. Share values may go down as well as up which may result in a shareholder receiving less than he/she originally invested.

### **Risk Warnings – General**

- Past performance is no guarantee of future performance.
- The value of your investment and any income from it may go down as well as up and you may not get back the amount invested. This is because the share price is determined by the changing conditions in the relevant stockmarkets in which the Company invests and by the supply and demand for the Company's shares.
- As the shares in an investment trust are traded on a stockmarket, the share price will fluctuate in accordance with supply and demand and may not reflect the underlying net asset value of the shares; where the share price is less than the underlying value of the assets, the difference is known as the 'discount'. For these reasons, investors may not get back the original amount invested.
- Although the Company's Financial Statements are denominated in sterling, it may invest in stocks and shares that are denominated in currencies other than sterling and to the extent they do so, they may be affected by movements in exchange rates. As a result, the value of your investment may rise or fall with movements in exchange rates.
- Investors should note that tax rates and reliefs may change at any time in the future.
- The value of ISA tax advantages will depend on personal circumstances. The favourable tax treatment of ISAs may not be maintained.

NOTICE IS HEREBY GIVEN that the twenty-second Annual General Meeting of the Company will be held at 30 St Mary Axe, London EC3A 8EP on Wednesday 18 December 2013 at 11.00 a.m. for the purposes of considering and if thought fit passing the following resolutions, of which resolutions 1 to 9 inclusive will be proposed as ordinary resolutions, and resolutions 10 to 12 inclusive will be proposed as special resolutions:

- 1 To receive the report of the Directors and the audited accounts of the Company for the year ended 30 September 2013, together with the report of the auditor on those audited accounts and the auditable part of the Directors' Remuneration Report.
- 2 To receive and approve the Directors' Remuneration Report for the year ended 30 September 2013.
- 3 To receive and approve the Remuneration Policy Report for the year ended 30 September 2013.
- 4 To approve a fourth quarterly dividend for the year ended 30 September 2013 of 3.80p per Ordinary share.
- 5 To re-elect Mr C.A. Wood, who retires pursuant to the UK Code Provision B.7.1 and who, being eligible, offers himself for re-election as a Director of the Company.
- 6 To re-elect Mr K.E. Percy, who retires pursuant to the UK Code Provision B.7.1 and who, being eligible, offers himself for re-election as a Director of the Company.
- 7 To elect Mr M.B.E.White as a Director of the Company.
- 8 To re-appoint Grant Thornton UK LLP as auditor of the Company to hold office from the conclusion of the meeting to the conclusion of the next meeting at which accounts are laid before the Company and to authorise the Directors to fix the remuneration of the auditor.
- 9 That, in substitution for any existing authority, but without prejudice to the exercise of any such authority prior to the date hereof, the Directors of the Company be and they are hereby generally and unconditionally authorised in accordance with Section 551 of the Companies Act 2006 (the "Act") to exercise all the powers of the Company to allot shares in the Company and to grant rights to subscribe for or to convert any security into shares in the Company ("Securities") provided that such authority shall be limited to the allotment of shares and the grant of rights in respect of shares with an

aggregate nominal value of up to £3,198,520, such authority to expire at the conclusion of the next Annual General Meeting of the Company after the passing of this resolution or on the expiry of 15 months from the passing of this resolution, whichever is the earlier, unless previously revoked, varied or extended by the Company in a general meeting, save that the Company may at any time prior to the expiry of this authority make an offer or enter into an agreement which would or might require Securities to be allotted or granted after the expiry of such authority and the Directors shall be entitled to allot or grant Securities in pursuance of such an offer or agreement as if such authority had not expired.

- 10 That, subject to the passing of resolution number 9 above, and in substitution for any existing power but without prejudice to the exercise of any such power prior to the date hereof, the Directors of the Company be and they are hereby generally empowered, pursuant to Section 570 of the Companies Act 2006 (the "Act"), to allot equity securities (as defined in Section 560 of the Act), including the grant of rights to subscribe for, or to convert securities into Ordinary shares held by the Company as treasury shares (as defined in Section 573 of the Act) for cash pursuant to the authority given by resolution number 9 above as if Section 561(1) of the Act did not apply to any such allotment of equity securities, provided that this power:
  - (a) expires at the conclusion of the next Annual General Meeting of the Company after the passing of this resolution or on the expiry of 15 months from the passing of this resolution, whichever is the earlier, save that the Company may, before such expiry, make an offer or agreement which would or might require equity securities to be allotted after such expiry and the Directors may allot equity securities in pursuance of any such offer or agreement as if the power conferred hereby had not expired; and
  - (b) shall be limited to the allotment of equity securities up to an aggregate nominal value of £969,248 being approximately 10% of the nominal value of the issued share capital of the Company, as at 15 November 2013.
- 11 That, in substitution for any existing authority but without prejudice to the exercise of any such authority prior to the date hereof, the Company

be and is hereby generally and unconditionally authorised, pursuant to and in accordance with section 701 of the Companies Act 2006 (the "Act") to make market purchases (within the meaning of section 693(4) of the Act) of fully paid Ordinary shares of 25p each in the capital of the Company ("Ordinary shares") (either for retention as treasury shares for future reissue, resale, transfer or cancellation), provided that:

- (a) the maximum aggregate number of Ordinary shares hereby authorised to be purchased is 5,811,614;
- (b) the minimum price (excluding expenses) which may be paid for each Ordinary share is 25p;
- (c) the maximum price (excluding expenses) which may be paid for each Ordinary share shall not be more than the higher of:
  - 5% above the average closing price on the London Stock Exchange of an Ordinary share over the five business days immediately preceding the date of purchase; and
  - (ii) the higher of the last independent trade and the highest current independent bid on the London Stock Exchange; and
- (d) unless previously varied, revoked or renewed by the Company in a general meeting, the authority hereby conferred shall expire at the conclusion of the Company's next Annual General Meeting or on the expiry of 15 months from the passing of this Resolution, whichever is the earlier, save that the Company may, prior to such expiry, enter into a contract to purchase Ordinary shares under such authority which will or might be completed or executed wholly or partly after the expiration of such authority and may make a purchase of Ordinary shares pursuant to any such contract.
- 12 That, in substitution for any existing authority but without prejudice to the exercise of any such authority prior to the date hereof, the Company be and is hereby generally and unconditionally authorised, pursuant to and in accordance with section 701 of the Companies Act 2006 (the "Act") to make market purchases

(within the meaning of section 693(4) of the Act) of fully paid Subscription shares of 0.01p each in the capital of the Company ("Subscription shares") for cancellation, provided that:

- (a) the maximum aggregate number of Subscription shares hereby authorised to be purchased is 1,078,755;
- (b) the minimum price (excluding expenses) which may be paid for each Subscription share is 0.01p;
- (c) the maximum price (excluding expenses) which may be paid for each Subscription share shall not be more than the higher of:
  - 5% above the average closing price on the London Stock Exchange of a Subscription share over the five business days immediately preceding the date of purchase; and
  - (ii) the higher of the last independent trade and the highest current independent bid on the London Stock Exchange; and
- (d) unless previously varied, revoked or renewed by the Company in a general meeting, the authority hereby conferred shall expire at the conclusion of the Company's next Annual General Meeting or on the expiry of 15 months from the passing of this Resolution, whichever is the earlier, save that the Company may, prior to such expiry, enter into a contract to purchase Subscription shares under such authority which will or might be completed or executed wholly or partly after the expiration of such authority and may make a purchase of Subscription shares pursuant to any such contract.

By order of the Board Maven Capital Partners UK LLP Company Secretary

Registered office: 30 St Mary Axe London EC3A 8EP

15 November 2013

#### **Notes:**

- 1 A member is entitled to appoint one or more proxies to exercise all or any of the member's rights to attend, speak and vote at the meeting. A proxy need not be a member of the Company. If a member appoints more than one proxy to attend the meeting, each proxy must be appointed to exercise the rights attached to a different share or shares held by the member. If a member wishes to appoint more than one proxy, the member should follow the instructions in the form of proxy accompanying this notice.
- 2 Any person receiving a copy of this notice as a person nominated by a member to enjoy information rights under the Companies Act 2006 (a "nominated person") should note that the provisions in this notice concerning the appointment of a proxy or proxies to attend the meeting in place of a member do not apply to a nominated person. However, a nominated person may have a right under an agreement between the nominated person and the member by whom he or she was nominated to be appointed, or to have someone else appointed, as a proxy for the meeting. If a nominated person has no such right or does not wish to exercise it, he/she may have a right under such an agreement to give instructions to the member as to the exercise of voting rights at the meeting.
- 3 A form of proxy is provided with this notice for members. Completion and return of the form of proxy will not prevent a member from attending the meeting and voting in person. To be effective, the form of proxy and any power of attorney or other authority under which it is signed (or a notarially certified copy of such authority) must be deposited with the Company's registrars, Computershare Investor Services PLC, not less than 48 hours (excluding non-working days) before the time of the holding of the meeting or any adjournment thereof. Alternatively, a proxy may be appointed online at www.investorcentre.co.uk/eproxy by that time. Completion and submission of the form of proxy will not preclude shareholders from attending and voting at the meeting should they wish to do so.
- 4 In the event of joint holders, where one or more of the joint holders purports to appoint a proxy, only the appointment submitted by the most senior holder will be accepted. Seniority is determined by the order in which the names of joint holders appear in the Company's register of members in respect of the joint holders (the first named being the most senior).

- 5 The statements of the rights of shareholders in relation to the appointment of proxies in Notes 1 and 3 above do not apply to nominated persons. These rights can only be exercised by members of the Company.
- 6 A corporation which is a member can appoint one or more corporate representatives who may exercise, on its behalf, all its powers as a member provided that no more than one corporate representative exercises powers over the same store.
- 7 Pursuant to Regulation 41(1) of the **Uncertificated Securities Regulations 2001** (SI 2001 No 3755), the Company has specified that only those members registered on the register of members of the Company at 6.00 p.m. on 16 December 2013 or, if the meeting is adjourned, at 6.00 p.m. on the day two days (excluding non-working days) prior to the adjourned meeting shall be entitled to attend and vote at the meeting in respect of the number of shares registered in their name at that time. Changes to the register of members after the relevant time shall be disregarded in determining the rights of any person to attend and vote at the meeting.
- 8 CREST members who wish to appoint a proxy or proxies by utilising the CREST electronic proxy appointment service may do so for the meeting and any adjournment(s) thereof by utilising the procedures described in the CREST Manual and/or by logging on to www.euroclear.com/CREST.

CREST personal members or other CREST sponsored members, and those CREST members who have appointed a voting service provider(s), should refer to their CREST sponsor or voting service provider(s), who will be able to take the appropriate action on their behalf.

In order for a proxy appointment made by means of CREST to be valid, the appropriate CREST message (a "CREST Proxy Instruction") must be properly authenticated in accordance with Euroclear UK & Ireland Limited's specifications and must contain the information required for such instructions, as described in the CREST Manual. The message must be transmitted so as to be received by the issuer's agent (ID 3RA50) by the latest time(s) for receipt of proxy appointments specified in Note 3 above. For this purpose, the time of receipt will be taken to be the time (as determined by the timestamp applied to the message by the CREST Applications Host) from which the issuer's agent is able to retrieve the message by enquiry to CREST in the manner prescribed by CREST.

CREST members and, where applicable, their CREST sponsors or voting service providers should note that Euroclear UK & Ireland Limited does not make available special procedures in CREST for any particular messages. Normal system timings and limitations will therefore apply in relation to the input of CREST Proxy Instructions. It is the responsibility of the CREST member concerned to take (or, if the CREST member is a CREST personal member or sponsored member or has appointed a voting service provider(s), to procure that his CREST sponsor or voting service provider(s) take(s)) such action as shall be necessary to ensure that a message is transmitted by means of the CREST system by any particular time. In this connection, CREST members and, where applicable, their CREST sponsors or voting service providers are referred, in particular, to those sections of the **CREST Manual concerning practical limitations** of the CREST system and timings.

The Company may treat as invalid a CREST Proxy Instruction in the circumstances set out in Regulation 35(5)(a) of the Uncertificated Securities Regulations 2001.

- 9 If the Chairman, as a result of any proxy appointments, is given discretion as to how the votes the subject of those proxies are cast and the voting rights in respect of those discretionary proxies, when added to the interests in the Company's securities already held by the Chairman, result in the Chairman holding such number of voting rights that he has a notifiable obligation under the Disclosure Rules and Transparency Rules, the Chairman will make the necessary notifications to the Company and the Financial Conduct Authority. As a result, any member holding 3% or more of the voting rights in the Company who grants the Chairman a discretionary proxy in respect of some or all of those voting rights and so would otherwise have a notification obligation under the Disclosure Rules and Transparency Rules, need not make a separate notification to the Company and the Financial Conduct Authority.
- 10 If you wish to attend the meeting in person, there will be a Members' register for you to sign on arrival.
- 11 Information regarding the AGM, including information required by Section 311A of the Companies Act 2006, is available from www.standardlifeinvestments.com/its.

- 12 Members have the right to ask questions at the meeting in accordance with section 319A of the Companies Act 2006.
- 13 Any person holding 3% of the total voting rights in the Company who appoints a person other than the Chairman as his or her proxy(ies) will need to ensure that both he or she and such proxy(ies) comply with their respective disclosure obligations under the UK Disclosure and Transparency Rules.
- 14 The members of the Company may require the Company to publish, on its website, without payment a statement which is also passed to the auditor setting out any matter relating to the audit of the Company's accounts, including the auditor's report and the conduct of the audit, which they intend to raise at the next meeting of the Company. The Company will be required to do so once it has received such requests from either (i) members representing at least 5% of the total voting rights of the Company or (ii) at least 100 members who have a relevant right to vote and hold shares in the Company on which there has been paid up an average sum per member of at least £100. Such requests must be made in writing and must state the members full name and address and be sent to the Company Secretary, Maven Capital Partners UK LLP, 1st Floor, Kintyre House, 205 West George Street, Glasgow, G2 2LW.
- 15 Shareholders are advised that, unless otherwise stated, any telephone number, website or e-mail address which may be set out in this notice of AGM or in any related documents (including the proxy form) is not to be used for the purposes of serving information or documents on, or otherwise communicating with, the Company for any purposes other than those expressly stated.
- 16 As at 15 November 2013 (the latest practicable date before the printing of this document), the Company's total capital consisted of 40,127,269 Ordinary shares of 25p each, of which 1,357,328 were held in treasury, with a resulting total of 38,769,941 Ordinary Shares with voting rights.
- 17 No Director has a service agreement with the Company.
- 18 Copies of the letter of appointment of the non-executive directors of the Company will be available for inspection at the registered office of the Company from 15 November 2013 until the conclusion of the AGM and at the meeting venue itself for at least 15 minutes prior to the meeting until the conclusion of the meeting.



Registered Address 30 St Mary Axe London EC3A 8EP Managed by Standard Life Investments 1 George Street Edinburgh EH2 2LL Website: www.standardlifeinvestments.com/its Investor Services: 0845 60 24 247 (Monday to Friday, 9 a.m. – 5 p.m.)