

**British Mensa Limited**  
**Company Limited by Guarantee**  
**Financial Statements**  
**31 December 2018**



**DAW WHITE MURRALL**  
Chartered accountant & statutory auditor  
1 George Street  
Snow Hill  
Wolverhampton  
WV2 4DG

**British Mensa Limited**  
**Company Limited by Guarantee**  
**Financial Statements**  
**Year ended 31 December 2018**

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**British Mensa Limited**  
**Company Limited by Guarantee**  
**Officers and Professional Advisers**

**The board of directors**

C Cooper  
R Crocker  
E Hopkinson  
J Gill  
C Leek  
K Leek  
A Pajor  
A Rootkin  
J Sidebottom

**Company secretary**

J Stevenage

**Registered office**

St John's House  
St John's Square  
Wolverhampton  
West Midlands  
WV2 4AH

**Auditor**

Daw White Murrall  
Chartered accountant & statutory auditor  
1 George Street  
Snow Hill  
Wolverhampton  
WV2 4DG

**Bankers**

Barclays Bank Plc  
Wolverhampton Business Centre  
PO Box 5  
Queens Square  
Wolverhampton  
WV1 1DS

**British Mensa Limited**  
**Company Limited by Guarantee**  
**Directors' Report**  
**Year ended 31 December 2018**

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

**Directors**

The directors who served the company during the year were as follows:

|              |                            |
|--------------|----------------------------|
| C Cooper     |                            |
| R Crocker    |                            |
| J Gill       |                            |
| C Leek       |                            |
| K Leek       |                            |
| A Pajor      |                            |
| A Rootkin    |                            |
| J Sidebottom |                            |
| E Hopkinson  | (Appointed 7 October 2018) |
| R Bampton    | (Resigned 7 October 2018)  |

**Directors' responsibilities statement**

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

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

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

**British Mensa Limited**  
**Company Limited by Guarantee**  
**Directors' Report** *(continued)*  
**Year ended 31 December 2018**

**Auditor**

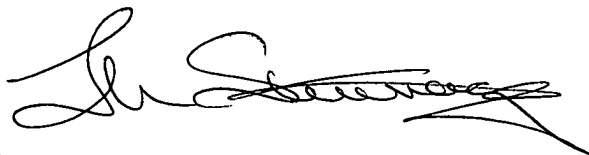
Each of the persons who is a director at the date of approval of this report confirms that:

- so far as they are aware, there is no relevant audit information of which the company's auditor is unaware; and
- they have taken all steps that they ought to have taken as a director to make themselves aware of any relevant audit information and to establish that the company's auditor is aware of that information.

**Small company provisions**

This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies exemption.

This report was approved by the board of directors on 11 May 2019 and signed on behalf of the board by:



J Stevenage  
Company Secretary

Registered office:  
St John's House  
St John's Square  
Wolverhampton  
West Midlands  
WV2 4AH

# **British Mensa Limited**

## **Company Limited by Guarantee**

### **Independent Auditor's Report to the Members of British Mensa Limited**

**Year ended 31 December 2018**

#### **Opinion**

We have audited the financial statements of British Mensa Limited (the 'company') for the year ended 31 December 2018 which comprise the statement of income and retained earnings, statement of financial position and the related notes, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

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.

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2018 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **Conclusions relating to going concern**

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

# **British Mensa Limited**

## **Company Limited by Guarantee**

### **Independent Auditor's Report to the Members of British Mensa Limited *(continued)***

**Year ended 31 December 2018**

#### **Other information**

The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. The directors are responsible for the other information. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

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

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

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

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

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

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemptions in preparing the directors' report and from the requirement to prepare a strategic report.

# **British Mensa Limited**

## **Company Limited by Guarantee**

### **Independent Auditor's Report to the Members of British Mensa Limited *(continued)***

**Year ended 31 December 2018**

#### **Responsibilities of directors**

As explained more fully in the directors' responsibilities statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

#### **Auditor's responsibilities for the audit of the financial statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs (UK), we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

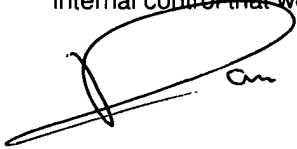
**British Mensa Limited**

**Company Limited by Guarantee**

**Independent Auditor's Report to the Members of British Mensa Limited** *(continued)*

**Year ended 31 December 2018**

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.



*Ian White Murrall*

Ian Gregory (Senior Statutory Auditor)

For and on behalf of  
Daw White Murrall  
Chartered accountant & statutory auditor  
1 George Street  
Snow Hill  
Wolverhampton  
WV2 4DG

11 May 2019

**British Mensa Limited**  
**Company Limited by Guarantee**  
**Statement of Income and Retained Earnings**  
**Year ended 31 December 2018**

|                                                                     | 2018<br>£             | 2017<br>£             |
|---------------------------------------------------------------------|-----------------------|-----------------------|
| <b>Turnover</b>                                                     | <b>1,007,247</b>      | <b>999,777</b>        |
| <b>Gross profit</b>                                                 | <b>1,007,247</b>      | <b>999,777</b>        |
| Distribution costs                                                  | <b>499,389</b>        | <b>485,491</b>        |
| Administrative expenses                                             | <b>412,878</b>        | <b>416,847</b>        |
| <b>Operating profit</b>                                             | <b>94,980</b>         | <b>97,439</b>         |
| Other interest receivable and similar income                        | <b>230</b>            | <b>39</b>             |
| <b>Profit before taxation</b>                                       | <b>95,210</b>         | <b>97,478</b>         |
| Tax on profit                                                       | <b>44</b>             | <b>6</b>              |
| <b>Profit for the financial year and total comprehensive income</b> | <b><u>95,166</u></b>  | <b><u>97,472</u></b>  |
| <b>Retained earnings at the start of the year</b>                   | <b>317,756</b>        | <b>220,284</b>        |
| <b>Retained earnings at the end of the year</b>                     | <b><u>412,922</u></b> | <b><u>317,756</u></b> |

All the activities of the company are from continuing operations.

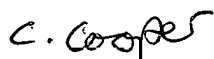
The notes on pages 10 to 15 form part of these financial statements.

**British Mensa Limited**  
**Company Limited by Guarantee**  
**Statement of Financial Position**  
**31 December 2018**

|                                                       | Note | 2018<br>£      | £              | 2017<br>£      |
|-------------------------------------------------------|------|----------------|----------------|----------------|
| <b>Fixed assets</b>                                   |      |                |                |                |
| Investments                                           | 8    |                | 100            | 100            |
| <b>Current assets</b>                                 |      |                |                |                |
| Stocks                                                |      | 779            |                | 520            |
| Debtors                                               | 9    | 31,590         |                | 38,790         |
| Investments                                           | 10   | 226,645        |                | 126,525        |
| Cash at bank and in hand                              |      | 278,194        |                | 288,328        |
|                                                       |      | <u>537,208</u> |                | <u>454,163</u> |
| <b>Creditors: amounts falling due within one year</b> | 11   | <u>124,386</u> |                | <u>136,507</u> |
| <b>Net current assets</b>                             |      |                | <u>412,822</u> | <u>317,656</u> |
| <b>Total assets less current liabilities</b>          |      |                | <u>412,922</u> | <u>317,756</u> |
| <b>Capital and reserves</b>                           |      |                |                |                |
| Profit and loss account                               |      |                | <u>412,922</u> | <u>317,756</u> |
| <b>Members funds</b>                                  |      |                | <u>412,922</u> | <u>317,756</u> |

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime and in accordance with FRS 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'.

These financial statements were approved by the board of directors and authorised for issue on 11 May 2019, and are signed on behalf of the board by:



C Cooper  
Director

Company registration number: 00971663

The notes on pages 10 to 15 form part of these financial statements.

**British Mensa Limited**  
**Company Limited by Guarantee**  
**Notes to the Financial Statements**  
**Year ended 31 December 2018**

**1. General information**

The company is a private company limited by guarantee, registered in England and Wales. The address of the registered office is St John's House, St John's Square, Wolverhampton, West Midlands, WV2 4AH.

**2. Statement of compliance**

These financial statements have been prepared in compliance with Section 1A of FRS 102, 'The Financial Reporting Standard applicable in the UK and the Republic of Ireland'.

**3. Accounting policies**

**Basis of preparation**

The financial statements have been prepared on the historical cost basis, as modified by the revaluation of certain financial assets and liabilities and investment properties measured at fair value through profit or loss.

The financial statements are prepared in sterling, which is the functional currency of the entity.

**Website development costs**

Where websites are expected to generate future revenues in excess of the costs of developing those websites, expenditure on the functionality of the website is capitalised and depreciated over its expected useful life. Expenditure incurred on maintaining websites and expenditure incurred on developing websites are written off as incurred.

**Special interest groups**

Money received from members for Special Interest Groups, to the extent to which it has not been expended, is treated as refundable and included in creditors.

**Ordinary reserve**

Minimum reserves are reviewed annually and set as appropriate, current minimum is £200,000.

**Consolidation**

The company has taken advantage of the option not to prepare consolidated financial statements contained in Section 398 of the Companies Act 2006 on the basis that the company and its subsidiary undertakings comprise a small group.

**British Mensa Limited**  
**Company Limited by Guarantee**  
**Notes to the Financial Statements** *(continued)*

**Year ended 31 December 2018**

**3. Accounting policies** *(continued)*

**Revenue recognition**

Turnover represents the total invoice value, excluding Value Added Tax, of sales made during the year from the provision of services within the company's ordinary activities.

Membership subscriptions are measured at the fair value of the consideration due and represents amounts received, stated net of membership discounts and of Value Added Tax. All subscriptions are recognised in the financial statements when the money is received.

Revenue from Testing is recognised when the test is booked and paid for.

Revenue from the sale of goods is recognised when the significant risks and rewards of ownership of the goods have transferred to the buyer, usually on despatch of the goods, the amount of revenue can be measured reliably, it is probable that the associated economic benefits will flow to the entity, and the costs incurred or to be incurred in respect of the transactions can be measured reliably.

**Income tax**

The taxation expense represents the aggregate amount of current and deferred tax recognised in the reporting period. Tax is recognised in profit or loss, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case, tax is recognised in other comprehensive income or directly in equity, respectively.

Current tax is recognised on taxable profit for the current and past periods. Current tax is measured at the amounts of tax expected to pay or recover using the tax rates and laws that have been enacted or substantively enacted at the reporting date.

Deferred tax is recognised in respect of all timing differences at the reporting date. Unrelieved tax losses and other deferred tax assets are recognised to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits. Deferred tax is measured using the tax rates and laws that have been enacted or substantively enacted by the reporting date that are expected to apply to the reversal of the timing difference.

**Foreign currencies**

Foreign currency transactions are initially recorded in the functional currency, by applying the spot exchange rate as at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated at the exchange rate ruling at the reporting date, with any gains or losses being taken to the profit and loss account.

**Tangible assets**

Tangible assets are initially recorded at cost, and subsequently stated at cost less any accumulated depreciation and impairment losses. Any tangible assets carried at revalued amounts are recorded at the fair value at the date of revaluation less any subsequent accumulated depreciation and subsequent accumulated impairment losses.

**British Mensa Limited**  
**Company Limited by Guarantee**  
**Notes to the Financial Statements** *(continued)*  
**Year ended 31 December 2018**

**3. Accounting policies** *(continued)*

**Tangible assets** *(continued)*

An increase in the carrying amount of an asset as a result of a revaluation, is recognised in other comprehensive income and accumulated in equity, except to the extent it reverses a revaluation decrease of the same asset previously recognised in profit or loss. A decrease in the carrying amount of an asset as a result of revaluation, is recognised in other comprehensive income to the extent of any previously recognised revaluation increase accumulated in equity in respect of that asset. Where a revaluation decrease exceeds the accumulated revaluation gains accumulated in equity in respect of that asset, the excess shall be recognised in profit or loss.

**Depreciation**

Depreciation is calculated so as to write off the cost or valuation of an asset, less its residual value, over the useful economic life of that asset as follows:

|                       |                     |
|-----------------------|---------------------|
| Fixtures and fittings | - 20% straight line |
| Computer equipment    | - 33% straight line |

**Investments**

Fixed asset investments are initially recorded at cost, and subsequently stated at cost less any accumulated impairment losses.

Listed investments are measured at fair value with changes in fair value being recognised in profit or loss.

**Stocks**

Stocks are measured at the lower of cost and estimated selling price less costs to complete and sell. Cost includes all costs of purchase, costs of conversion and other costs incurred in bringing the stock to its present location and condition.

**Financial instruments**

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the entity after deducting all of its financial liabilities.

Where the contractual obligations of financial instruments (including share capital) are equivalent to a similar debt instrument, those financial instruments are classed as financial liabilities. Financial liabilities are presented as such in the balance sheet. Finance costs and gains or losses relating to financial liabilities are included in the profit and loss account. Finance costs are calculated so as to produce a constant rate of return on the outstanding liability.

Where the contractual terms of share capital do not have any terms meeting the definition of a financial liability then this is classed as an equity instrument. Dividends and distributions relating to equity instruments are debited direct to equity.

**British Mensa Limited**  
**Company Limited by Guarantee**  
**Notes to the Financial Statements** *(continued)*  
**Year ended 31 December 2018**

**3. Accounting policies** *(continued)*

**Defined contribution plans**

The pension costs charged in the financial statements represent the contribution payable by the company during the year.

The regular cost of providing retirement pensions and related benefits is charged to the profit and loss account over the employees' service lives on the basis of a constant percentage of earnings.

**4. Company limited by guarantee**

Each member of the company undertakes to contribute to the assets of the company in the event of a winding up, such amount as may be required not exceeding £1.

The number of members at 31 December 2018 was 18,940 (2017: 19,349)

The company may not distribute its reserves to its members and, as a result, there are no equity interests in the company.

**5. Auditor's remuneration**

|                                                        | 2018<br>£    | 2017<br>£    |
|--------------------------------------------------------|--------------|--------------|
| Fees payable for the audit of the financial statements | <u>5,750</u> | <u>5,750</u> |

**6. Employee numbers**

The average number of persons employed by the company during the year amounted to 12 (2017: 12).

**7. Tangible assets**

|                                        | Fixtures and<br>fittings<br>£ | Equipment<br>£ | Total<br>£     |
|----------------------------------------|-------------------------------|----------------|----------------|
| <b>Cost</b>                            |                               |                |                |
| At 1 January 2018 and 31 December 2018 | <u>21,989</u>                 | <u>207,881</u> | <u>229,870</u> |
| <b>Depreciation</b>                    |                               |                |                |
| At 1 January 2018 and 31 December 2018 | <u>21,989</u>                 | <u>207,881</u> | <u>229,870</u> |
| <b>Carrying amount</b>                 |                               |                |                |
| At 31 December 2018                    | <u>—</u>                      | <u>—</u>       | <u>—</u>       |
| At 31 December 2017                    | <u>—</u>                      | <u>—</u>       | <u>—</u>       |

**British Mensa Limited**  
**Company Limited by Guarantee**  
**Notes to the Financial Statements** *(continued)*  
**Year ended 31 December 2018**

**8. Investments**

|                                        | Shares in<br>group<br>undertakings<br>£ |
|----------------------------------------|-----------------------------------------|
| <b>Cost</b>                            |                                         |
| At 1 January 2018 and 31 December 2018 | <u>100</u>                              |
| <b>Impairment</b>                      |                                         |
| At 1 January 2018 and 31 December 2018 | <u>-</u>                                |
| <b>Carrying amount</b>                 |                                         |
| At 31 December 2018                    | <u>100</u>                              |
| At 31 December 2017                    | <u>100</u>                              |

**9. Debtors**

|                                    | 2018<br>£     | 2017<br>£     |
|------------------------------------|---------------|---------------|
| Trade debtors                      | 1,200         | 50            |
| Amounts owed by group undertakings | 884           | 2,476         |
| Other debtors                      | <u>29,506</u> | <u>36,264</u> |
|                                    | <u>31,590</u> | <u>38,790</u> |

**10. Investments**

|                   | 2018<br>£      | 2017<br>£      |
|-------------------|----------------|----------------|
| Other investments | <u>226,645</u> | <u>126,525</u> |

Current asset investments are cash balances held on deposit.

**11. Creditors: amounts falling due within one year**

|                                 | 2018<br>£      | 2017<br>£      |
|---------------------------------|----------------|----------------|
| Trade creditors                 | 29,858         | 40,497         |
| Corporation tax                 | 44             | 7              |
| Social security and other taxes | 6,242          | 7,028          |
| Other creditors                 | <u>88,242</u>  | <u>88,975</u>  |
|                                 | <u>124,386</u> | <u>136,507</u> |

**British Mensa Limited**  
**Company Limited by Guarantee**  
**Notes to the Financial Statements** *(continued)*  
**Year ended 31 December 2018**

**12. Operating leases**

The total future minimum lease payments under non-cancellable operating leases are as follows:

|                                              | <b>2018</b>          | 2017          |
|----------------------------------------------|----------------------|---------------|
|                                              | <b>£</b>             | £             |
| Later than 1 year and not later than 5 years | <b><u>22,852</u></b> | <u>29,549</u> |

**13. Contingencies**

There are no material contingent liabilities.

**14. Related party transactions**

During the year the company entered into the following transactions with related parties:

|                            | <b>Transaction value</b> |               | <b>Balance owed by/(owed to)</b> |              |
|----------------------------|--------------------------|---------------|----------------------------------|--------------|
|                            | <b>2018</b>              | 2017          | <b>2018</b>                      | 2017         |
|                            | <b>£</b>                 | £             | £                                | £            |
| Mensa Publications Limited | <b><u>44,172</u></b>     | <u>43,128</u> | <u>884</u>                       | <u>2,476</u> |

Transactions noted above are recharges of general administrative services made to Mensa Publications Limited during the year.

**British Mensa Limited**  
**Company Limited by Guarantee**  
**Management Information**  
**Year ended 31 December 2018**

**The following pages do not form part of the financial statements.**

**British Mensa Limited**  
**Detailed Income Statement**  
**Year ended 31 December 2018**

|                                                   | 2018<br>£            | 2017<br>£            |
|---------------------------------------------------|----------------------|----------------------|
| <b>Turnover</b>                                   |                      |                      |
| Subscriptions                                     | 826,314              | 836,210              |
| Testing Income                                    | 99,080               | 88,953               |
| Mensa Events                                      | 76,292               | 69,407               |
| Advertising                                       | 417                  | 670                  |
| Sundries                                          | 5,143                | 4,537                |
|                                                   | <u>1,007,246</u>     | <u>999,777</u>       |
| <b>Gross profit</b>                               | <u>1,007,246</u>     | <u>999,777</u>       |
| <b>Overheads</b>                                  |                      |                      |
| <b>Distribution costs</b>                         |                      |                      |
| Mensa Directors' operational overheads            | 10,062               | 12,606               |
| AGM                                               | 10,866               | 5,073                |
| Magazine                                          | 231,942              | 228,891              |
| Regional Newsletter                               | 21,228               | 21,228               |
| Membership                                        | 18,611               | 26,193               |
| Recruitment                                       | 62,405               | 60,838               |
| Special Interest Groups                           | 27,137               | 26,435               |
| Procedures Body                                   | 454                  | 250                  |
| Other costs                                       | 92,094               | 77,636               |
| Professional charges                              | 4,184                | 5,778                |
| Regional development                              | 20,406               | 20,563               |
|                                                   | <u>499,389</u>       | <u>485,491</u>       |
| <b>Administrative expenses</b>                    |                      |                      |
| Wages and salaries                                | 273,810              | 265,645              |
| Employers national insurance contributions        | 20,708               | 19,855               |
| Staff pension contributions                       | 8,046                | 7,648                |
| Staff costs                                       | 7,440                | 6,806                |
| Management recharge to Mensa Publications Limited | (44,172)             | (43,128)             |
| Travel and subsistence                            | 3,586                | 6,629                |
| Premises                                          | 58,004               | 57,002               |
| Insurance                                         | 5,330                | 4,765                |
| Leasing of plant and machinery                    | 6,819                | 6,697                |
| Maintenance and development of equipment          | 50,222               | 64,210               |
| Printing, postage, telephone and stationery       | 9,954                | 12,265               |
| General expenses                                  | 2,511                | 1,715                |
| Bank charges                                      | 6,037                | 5,937                |
| Exchange rate variances                           | (1,168)              | (4,949)              |
| Auditors' remuneration                            | 5,750                | 5,750                |
|                                                   | <u>412,877</u>       | <u>416,847</u>       |
|                                                   | <u>912,266</u>       | <u>902,338</u>       |
| <b>Operating profit</b>                           | <u>94,980</u>        | <u>97,439</u>        |
| Other interest receivable and similar income      | 230                  | 39                   |
| <b>Profit before taxation</b>                     | <u><u>95,210</u></u> | <u><u>97,478</u></u> |