

# WILEY

John Wiley & Sons A/S  
Nimbusparken 24, 3  
2000 Frederiksberg

CVR no: 24 20 78 54

Annual report 2017/18

Approved at the Company's annual general meeting on 26 June 2018

As chairman:

*Ursula Smith*

Ursula Smith (Jun 26, 2018)

.....  
Ursula Smith

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## Statement by the Board of Directors and the Executive Board

The Board of Directors and the Executive Board have today discussed and approved the annual report of John Wiley & Sons A/S for the financial year 1 May 2017 - 30 April 2018.

The annual report has been prepared in accordance with the Danish Financial Statements Act.

It is our opinion that the financial statements give a true and fair view of the Company's financial position at 30 April 2018 and of the results of the Company's operations for the financial year 1 May 2017 - 30 April 2018.

Further, in our opinion, the Management's review gives a fair review of the matters discussed in the Management's review.

We recommend that the annual report be approved at the annual general meeting.

26 June 2018

Executive Board:

  
Martin Vinding (Jun 28, 2018)  
Martin Vinding

Board of Directors:

  
Ursula Smith (Jun 26, 2018)  
Ursula Smith  
Chairman

  
m maus (Jun 28, 2018)  
Miriam Maus

  
Martin Vinding (Jun 28, 2018)  
Martin Vinding

  
Jens Damsholt (Jun 28, 2018)  
Jens Nikolaj Damsholt

## Independent auditor's report

To the shareholders of John Wiley & Sons A/S

### Opinion

We have audited the financial statements of John Wiley & Sons A/S for the financial year 1 May 2017 - 30 April 2018, which comprise income statement, balance sheet and notes, including accounting policies. The financial statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the financial statements give a true and fair view of the financial position of the Company at 30 April 2018 and of the results of the Company's operations for the financial year 1 May 2017 - 30 April 2018 in accordance with the Danish Financial Statements Act.

### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the "Auditor's responsibilities for the audit of the financial statements" section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Independence

We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these rules and requirements.

### Management's responsibilities for the financial statements

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with the Danish Financial Statements Act and for such internal control as Management determines 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, Management is 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 in preparing the financial statements unless Management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

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

Our objectives are to obtain reasonable assurance as to 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 and additional requirements applicable in Denmark 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 the financial statements.

As part of an audit conducted in accordance with ISAs and additional requirements applicable in Denmark, we exercise professional judgement 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.

## Independent auditor's report

- ▶ 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 Company's internal control.
- ▶ Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- ▶ Conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the financial statements 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 contents of the financial statements, including the note disclosures, and whether the financial statements represent the underlying transactions and events in a manner that gives a true and fair view.

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.

### Statement on the Management's review

Management is responsible for the Management's review.

Our opinion on the financial statements does not cover the Management's review, and 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 Management's review and, in doing so, consider whether the Management's review is materially inconsistent with the financial statements or our knowledge obtained during the audit, or otherwise appears to be materially misstated.

Moreover, it is our responsibility to consider whether the Management's review provides the information required under the Danish Financial Statements Act.

Based on the work we have performed, we conclude that the Management's review is in accordance with the financial statements and has been prepared in accordance with the requirements of the Danish Financial Statements Act. We did not identify any material misstatement of the Management's review.

Copenhagen, 26 June 2018  
ERNST & YOUNG  
Godkendt Revisionspartnerselskab  
CVR no. 30 70 02 28



Claus Tanggaard Jacobsen (Jun 26, 2018)

Claus Tanggaard Jacobsen  
State Authorised  
Public Accountant  
MNE no.: mne23314



Morten W. Larsen (Jun 26, 2018)

Morten Weinreich Larsen  
State Authorised  
Public Accountant  
MNE no.: mne42791

## Management's review

### Company details

Name	John Wiley & Sons A/S
Address, zip code, city	Nimbusparken 24, 3.sal, 2000 Frederiksberg
CVR no.	24 20 78 54
Established	1951-03-28
Registered office	Copenhagen
Financial year	1 May - 30 April
Website	<a href="http://www.wiley.com">www.wiley.com</a>
Telephone	+45 77 33 33 33
Board of Directors	Ursula Smith, Chairman Miriam Maus Martin Vinding Jens Nikolaj Damsholt
Executive Board	Martin Vinding
Auditors	Ernst & Young Godkendt Revisionspartnerselskab Osvold Helmuths Vej 4, 2000 Frederiksberg CVR no.: 30 70 02 28

## Management's review

### Operating review

#### Principal activities of the Company

The Company's principal activities are three-fold: to publish scientific and medical journals, to provide editorial and sales services on journals and books published out of the UK and to provide business development services on American HR products. Not least our Scandinavian and European customers and partners benefit from the Company's expertise and international contacts and network. The Company strives to realize the full potential of our portfolios and various partnerships by creating the optimal framework for internal and external stakeholders to engage and perform at their best.

#### Uncertainty regarding recognition and measurement

None.

#### Unusual circumstances

On 1 May 2017, the Company purchased 100% of the shares in the sister company Wiley ApS including the subsidiary Discover A/S. Subsequently and effective 1 May 2017, the three companies merged with John Wiley & Sons A/S as the continuing company.

#### Development in activities and financial matters

During the year, due to the merger described above, the Company added a high number of new staff relative to its size. In 2017/18, on average 21 FTE employees were employed and at the end of the financial year the Company has 21 employees; 50% more than the 14 employees at the end of 2016/17.

Also because of the merger, the Company's turnover increased by 32% compared to last year, due to a 107% increase in service fees. In view hereof, the increase in total costs of 128% looks disproportionate, but is the expected result of the relative lower profitability of the acquired company, Wiley ApS, extraordinary staff costs related to the merger of the companies, and costs related to merger of Wiley's two separate offices in Denmark into a single larger office. The net result is DKK 16.5 million for the year, down 7% compared to last year.

It is proposed at the Annual General Meeting that the profit for the period 1 May 2017 to 30 April 2018 is distributed as follows (DKK'000):

Dividend to capital owners:	16,000
Retained profit:	461
Total:	16,461

The total share capital is held by Blackwell Science (Overseas Holdings) Ltd., Oxford UK, being a wholly owned subsidiary of John Wiley & Sons Inc., Hoboken USA.

#### Events after the balance sheet date

None.

## Financial statements for the period 1 May 2017 - 30 April 2018

### Income statement

Note	DKK'000	2017/2018	2016/2017
2	<b>Revenue</b>		
	License fee	18,777	20,929
	Service fee	23,155	11,176
	Copyrights & other revenue	636	122
	<b>Gross profit</b>	<b>42,568</b>	<b>32,227</b>
3	Staff costs	14,545	6,786
7	Depreciation, amortisation and impairment losses	228	3
	Other external costs	6,614	2,592
	<b>Operating profit</b>	<b>21,181</b>	<b>22,846</b>
4	Financial income	13	0
5	Financial expenses	151	194
	<b>Profit before tax</b>	<b>21,043</b>	<b>22,652</b>
6	Tax on profit for the year	4,582	5,011
	<b>Profit for the year</b>	<b>16,461</b>	<b>17,642</b>
	<b>Proposed profit appropriation</b>		
	Proposed dividend	16,000	18,000
	Retained earnings	461	-358
		<b>16,461</b>	<b>17,642</b>



Financial statements for the period 1 May 2017 - 30 April 2018

Balance sheet

Note	DKK'000	2017/2018	2016/2017
	<b>Assets</b>		
7	Property, plant and equipment		
	Fixtures and fittings, tools and equipment	1,860	149
		<u>1,860</u>	<u>149</u>
	<b>Receivables</b>		
	Deposit	365	416
		<u>365</u>	<u>416</u>
	<b>Total non-current assets</b>	<u>2,225</u>	<u>565</u>
	<b>Current assets</b>		
	<b>Receivables</b>		
	Amounts owed by group enterprises	5,620	4,697
	Deferred tax	27	22
	Other receivables	92	0
	Prepayments	788	273
		<u>6,527</u>	<u>4,993</u>
	<b>Cash at hand and in bank</b>	<u>26,783</u>	<u>30,550</u>
	<b>Total current assets</b>	<u>33,310</u>	<u>35,543</u>
	<b>TOTAL ASSETS</b>	<u><u>35,535</u></u>	<u><u>36,108</u></u>

## Financial statements for the period 1 May 2017 - 30 April 2018

### Balance sheet

Note	DKK'000	2017/2018	2016/2017
	<b>Equity and liabilities</b>		
8	<b>Equity</b>		
	Share capital	12,000	12,000
	Retained earnings	823	362
	Proposed dividend	16,000	18,000
	<b>Total equity</b>	<b>28,823</b>	<b>30,362</b>
	<b>Current liabilities</b>		
	Trade payables	558	188
	Payables to group enterprises	0	204
	Corporation tax	3,178	3,651
	Other payables	2,976	1,704
	<b>Total current liabilities</b>	<b>6,712</b>	<b>5,747</b>
	<b>Total liabilities</b>	<b>6,712</b>	<b>5,747</b>
	<b>Total equity and liabilities</b>	<b>35,535</b>	<b>36,108</b>

- 1 Accounting policies
- 9 Contractual obligations and contingencies, etc.
- 10 Related party disclosures

## Financial statements for the period 1 May 2017 - 30 April 2018

### Notes to the financial statements

#### 1 Accounting policies

The annual report of John Wiley & Sons A/S for 2017/18 has been prepared in accordance with the provisions applying to reporting class B enterprises under the Danish Financial Statements Act.

The annual report is submitted under the same accounting principles as last year.

With effect of 1 May 2017, the Company acquired the shares in the sister company Wiley ApS from the ultimate shareholder John Wiley & Sons, Inc. Wiley ApS was the sole owner of the shares in the subsidiary Discover A/S. With effect of 1 May 2017, the companies merged with John Wiley & Sons A/S as the continuing company. The merger was performed using the book-value-method.

#### Foreign currency translation

On initial recognition, transactions denominated in foreign currencies are translated at the exchange rates at the transaction date. Foreign exchange differences arising between the exchange rates at the transaction date and at the date of payment are recognised in the income statement as financial income or financial expenses.

Receivables and payables and other monetary items denominated in foreign currencies are translated at the exchange rates at the balance sheet date. The difference between the exchange rates at the balance sheet date and at the date at which the receivable or payable arose or was recognised in the latest financial statements is recognised in the income statement as financial income or financial expenses.

Non-current assets acquired in foreign currencies are measured at the exchange rate at the transactions date.

#### Income statement

##### Revenue

Income from license fee and service fee as well as copyrights and other revenue are recognised in revenue.

Revenue is measured at the fair value of the agreed consideration ex. VAT and taxes.

Service fee is calculated as a mark-up for the total cost of the Copenhagen office.

##### Other operating costs

Other external costs include the year's expenses relating to the entity's core activities, including expenses relating to administration, travelling, premises etc.

##### Staff costs

Staff costs comprise wages and salaries, including holiday allowance and pensions, and other social security costs, etc., for the Company's employees. Refunds received from public authorities are deducted from staff costs.

## Financial statements for the period 1 May 2017 - 30 April 2018

### Notes to the financial statements

#### 1 Accounting policies (continued)

##### Financial income and expenses

Financial income and expenses comprise interest income and expense, charges, payables and transactions denominated in foreign currencies as well as surcharges and refunds under the on-account tax scheme, etc.

##### Tax on profit for the year

Tax for the year comprises current tax for the year and changes in deferred tax. The tax expense relating to the profit/loss for the year is recognised in the income statement.

##### Balance sheet

##### Property, plant and equipment

Fixtures and fittings, tools and equipment are subsequently measured at cost less accumulated depreciation.

The basis of depreciation is cost less expected residual value at the end of the useful life.

Cost comprises the purchase price and any costs directly attributable to the acquisition until the date when the asset is available for use.

Where individual components of an item of property, plant and equipment have different useful lives, they are accounted for as separate items, which are depreciated separately.

Gains and losses on the disposal of property, plant and equipment are calculated as the difference between the selling price less selling costs and the carrying amount at the date of disposal. The gains or losses are recognised in the income statement as other operating income or other operating costs, respectively.

Scrap values for tangible assets are revised annually.

##### Impairment of non-current assets

The carrying amount of intangible assets and property, plant and equipment is subject to an annual test for indications of impairment other than the decrease in value reflected by depreciation or amortisation.

Impairment tests are conducted of individual assets or groups of assets when there is an indication that they may be impaired. Write-down is made to the recoverable amount if this is lower than the carrying amount.

The recoverable amount is the higher of an asset's net selling price and its value in use. The value in use is determined as the present value of the anticipated net cash flows from the use of the asset or group of assets.

## Financial statements for the period 1 May 2017 - 30 April 2018

### Notes to the financial statements

#### 1 Accounting policies (continued)

##### Receivables

Receivables are measured at actual value on the balance date. Write-down is made for bad debt losses when there is objective evidence that a receivable has been impaired. Write-downs are calculated as the difference between the carrying amount of the receivables and the present value of the expected cash flows, including the realisable value of any collateral received.

##### Prepayments

Prepayments comprise costs incurred concerning subsequent financial years.

##### Equity - dividends

Proposed dividends are recognised as a liability at the date when they are adopted at the annual general meeting (declaration date). The expected dividend payment for the year is disclosed as a separate item under equity.

##### Corporation tax and deferred tax

Current tax payable and receivable is recognised in the balance sheet as tax computed on the taxable income for the year, adjusted for tax on the taxable income of prior years and for tax paid on account.

Deferred tax is measured using the balance sheet liability method on all temporary differences between the carrying amount and the tax value of assets and liabilities. Where alternative tax rules can be applied to determine the tax base, deferred tax is measured based on the planned use of the asset or settlement of the liability, respectively.

Deferred tax assets, including the tax value of tax loss carry forwards, are measured at the expected value of their utilisation; either as a set-off against tax on future income or as a set-off against deferred tax liabilities in the same legal tax entity. Any deferred net assets are measured at net realisable values.

Deferred tax is measured according to the tax rules and at the tax rates applicable at the balance sheet date when the deferred tax is expected to crystallise as current tax. Changes in deferred tax due to changes in the tax rate are recognised in the income statement.

##### Liabilities

Financial liabilities comprising amounts owed to credit institutions, trade payables.

Other liabilities are measured at net realisable value.

## Financial statements for the period 1 May 2017 - 30 April 2018

### Notes to the financial statements

2	Revenue DKK'000	2017/2017			2016/2017		
		UK	USA	Total	UK	USA	Total
	License fee	18,152	625	18,777	19,678	1,251	20,929
	Service fee	16,209	6,946	23,155	11,176	0	11,176
	Copyrights	0	0	636	0	0	122
		<u>34,361</u>	<u>7,571</u>	<u>42,568</u>	<u>30,855</u>	<u>1,251</u>	<u>32,227</u>
	DKK'000				<u>2017/2018</u>	<u>2016/2017</u>	
3	<b>Staff costs</b>						
	Wages and salaries				13,142	6,133	
	Pensions				1,113	549	
	Other social security costs				290	104	
					<u>14,545</u>	<u>6,786</u>	
	Average number of full-time employees				<u>21</u>	<u>12</u>	
4	<b>Financial income</b>						
	Other interest income				13	0	
	Foreign exchange adjustments				0	0	
					<u>13</u>	<u>0</u>	
5	<b>Financial expenses</b>						
	Interest expense, other				120	175	
	Interest supplement surcharge, corporation tax				0	19	
	Exchange loss				31	0	
					<u>151</u>	<u>194</u>	
6	<b>Tax on profit for the year</b>						
	Computed tax on the taxable income for the year				4,567	4,982	
	Adjustment of deferred tax for the year				15	10	
	Adjustment to tax relating to previous years				0	19	
					<u>4,582</u>	<u>5,011</u>	

## Financial statements for the period 1 May 2017 - 30 April 2018

### Notes to the financial statements

#### 7 Property, plant and equipment

DKK'000	Fixtures and fittings, tools and equipment
Cost at 1 May 2017	864
Additions from merger	1,397
Additions during the year	1,729
Disposals	0
Cost at 30 April 2018	<u>3,990</u>
Impairment and depreciation at 1 May 2017	715
Additions from merger	1,187
Depreciation	228
	<u>2,130</u>
Carrying amount at 30 April 2018	<u><u>1,860</u></u>

#### 8 Equity

DKK'000	Share capital	Retained earnings	Proposed dividends	Total
Balance at 1 May 2017	12,000	362	18,000	30,362
Dividends paid	0	0	-18,000	-18,000
Transferred; see profit appropriation	0	461	16,000	16,461
<b>Balance at 30 April 2018</b>	<u>12,000</u>	<u>823</u>	<u>16,000</u>	<u>28,823</u>

The share capital has not changed for the past 5 years

DKK'000	2017/2018	2016/2017
<b>Share capital</b>		
The share capital consists of the following:		
1 share of DKK 1,000,000	1,000	1,000
20 shares of DKK 500,000	10,000	10,000
1 share of DKK 200,000	200	200
3 shares of DKK 100,000	300	300
123 shares of DKK 4,000	492	492
4 shares of DKK 2,000	8	8
	<u>12,000</u>	<u>12,000</u>

## Financial statements for the period 1 May 2017 - 30 April 2018

### Notes to the financial statements

#### 9 Contractual obligations and contingencies, etc.

##### Operating leases

Rent liabilities totalling DKK 260 thousand (2016/17: DKK 794 thousand) relating to contract that is non-cancellable for 6 months.

#### 10 Related party disclosures

John Wiley & Sons A/S' related parties comprise the following:

##### Parties exercising control

Blackwell Science (Overseas Holdings) Ltd

John Wiley & Sons Ltd

Executive board

Board of Directors

##### Other related parties transactions

Transactions with related parties consist of service and license fee to affiliated companies in UK and US

##### Ownership

The following shareholders are registered in the Company's register of shareholders as holding minimum 5% of the votes or minimum 5% of the share capital:

John Wiley & Sons, Inc. is the ultimate shareholder

The Groups Statutory Account can be required at the following address:

Corporate Headquarters

111, River Street

Hoboken

07030 New Jersey

USA



WILEY

John Wiley & Sons, Inc.  
111 River Street  
Hoboken, NJ 07030  
www.wiley.com











# John Wiley 2017\_18 annual report\_FINAL

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06/28/2018










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