## Company Registration No. 11346156

**Zephyr Midco 1 Limited** 

Annual report and financial statements

For the year ended 30 September 2020

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# Annual report and financial statements for the year ended 30 September 2020

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# Officers and professional advisers

## **Directors**

U Pagenkopf S Patterson

# Registered office

The Cooperage 5-Copper-Row London SE1 2LH

## Independent auditor

Deloitte LLP 1:New Street Square London EC4A 3HQ

# **Directors' Report**

The Directors present their annual report on the performance of the Company, together with the financial statements for the year ended 30 September 2020.

## Principal activity

The principal activity of the Company is to act as an intermediary holding company for the Group.

#### **Directors**

The Directors who served during the period and since the period end were as follows:

**⊍**-Pagenkopf

S Patterson

#### Directors' indemnities

The Company has made qualifying third party indemnity provisions for the benefit of its Directors which remain in force at the date of this report. The Company's parent has also arranged Directors' and officers' insurance cover in respect of legal action against the Directors of the Group. The policy includes cover for the Directors of Zephyr Midco 1 Limited. Neither the indemnity nor the insurance provides cover in the event that a Director is proven to have acted dishonestly or fraudulently.

#### Charitable contributions

During the year to 30 September 2020 the Company made no charitable or political donations (2019: £nil).

## Results and dividends

The Company has not traded during the year or during the prior period. The Company received no income and incurred no expenditure in the period and therefore, did not make either a profit or loss. Thus there is no Statement of comprehensive income.

The Directors do not recommend a final dividend in respect of the year ended 30 September 2020 (2019: £nil).

## Macroeconomic conditions - Withdrawal from the European Union

The result of the UK's EU referendum in 2016 increased the level of macroeconomic uncertainty, increasing the likelihood of the impacts outlined under "macroeconomic conditions" above.

Consistent with 2019 the Directors believe that the Company's multi-channel, multi-brand strategy creates a diverse revenue base which means it is well placed to mitigate any negative impacts resulting from the UK's withdrawal from the European Union. In particular:

- the increasingly diversified market position resulting from the Company's acquisitions;
- the customer base of the Company is UK centric and is therefore less impacted by the withdrawal from the European Union:
- the Property division is largely subscription based and is therefore less susceptible to short-term shocks or variations in the property market or wider economy;
- a large proportion of Property partners are engaged in both sales and lettings, which reduces the risk of any downturn in the property market on their businesses;
- an economic downturn increases the propensity for consumers to search Comparison platforms for the best deals to save money on their household expenses;
- a weaker Pound Sterling may lead to higher price inflation in areas such as energy bills, which may benefit the Comparison division; and
- an impact on house prices could improve current affordability pressures providing a positive impact on revenue streams.

# **Directors' Report (continued)**

### **Covid-19 Pandemic**

The Company, which is a holding company, is reliant on the trading operations of the consolidated Zephyr Midco 2 Limited group (the Group) for its own results to 30 September 2020.

At the date of approval of the annual report and financial statements there remains uncertainty in relation to the future impact that the Covid-19 pandemic will have on the global economy, and on the Group as a consequence. The Directors' considered view is that principal risk of the Covid-19 pandemic to the Group is that some customers stop, or delay, payments. Overall, the Group's performance has been resilient throughout the pandemic to date, albeit the Directors have taken precautionary measures to conserve cash resources were possible. Additionally, the Directors have a range of further mitigating actions that can be taken in order to both maintain the Group's operating capabilities and to enable it to meet its future liabilities as they fall due. The Group has utilised government business support schemes during the year including VAT deferral and Furlough schemes. Business continuity plans are in place, with measure to manage employee absences, the efficiency of the Company's operations and the ability for home working. Leadership teams and working groups led by senior managers are in place to support operational resilience and taking common-sense precautions with a view to ensuring the wellbeing of colleagues. Whilst the pandemic has had an impact on the Group's financial performance, this was primarily due to a strategic decision made to invest in its customers through the free of charge contracts. There has been no change in the Group's business model, underlying operations or overall strategy as a result of Covid-19 and the Director's remain assured of the Group's strong financial position and prospects. The potential impacts of the Covid-19 pandemic are set out in more detail in the Going concern section of the Director's report.

## **Going Concern**

The Company's Statement of financial position shows a positive net current asset position with significant cash resources held by the Company's subsidiaries which continue to generate positive net cash flows from operating activities. In regards to the significant economic uncertainty arising due to Covid-19, the Directors consider sufficient mitigating actions are in place and the subsidiaries continue to maintain their market position. Therefore, the Directors believe that the Company is well placed to manage its business and financial risks successfully.

The Company does not trade and therefore relies on the assessment of going concern, and, in particular, taking into account the effects of the Covid-19-pandemic on its subsidiary Zephyr Midco 2-Ltd, which can be found in the Zephyr Midco 2 consolidated financial statements available from the address listed in Note 1.1 below.

## Subsequent events

Details of significant subsequent events since the Statement of financial position date are included in Note 5 to the financial statements.

# **Directors' Report (continued)**

## 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 the directors have prepared the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 101 "Reduced Disclosure Framework", 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 of the profit or loss of the Company for that period. In preparing the financial statements, the Directors are required to:

- properly select and apply accounting policies;
- present information, including accounting policies, in a manner that provides relevant, reliable, comparable and understandable information;
- state whether applicable United Kingdom Accounting Standards, comprising FRS 101, have been followed, subject to any material departures disclosed and explained in the financial statements; and;
- make an assessment of the Company's ability to continue as a going concern.

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.

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

### Statement of disclosure to the auditor

Each of the Directors at the date of this report confirms that:

- so far as the Director is aware, there is no relevant audit information of which the Company's auditor is unaware; and
- he/she has taken all the reasonable steps that he / she ought to have taken as a Director to make himself / herself aware of any relevant audit information and to establish that the Company's auditor is aware of the information.

The confirmation is given and should be interpreted in accordance with the provisions of section 418 of the Companies Act 2006. Pursuant to section 485 of the 2006 Companies Act Deloitte LLP have indicated their willingness to be reappointed for another term and appropriate arrangements have been put in place for them to be proposed for re-appointment as auditor in the absence of an Annual General Meeting.

## Small companies' exemption

The Company qualifies as a small company under sections 382 and 383 of the Companies Act 2006 and has therefore taken the exemptions available in respect of the preparation of the Directors' Report and the Strategic Report.

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

U Pagenkopf Director

1. Sapaday

23 December 2020

## Independent auditor's report to the members of Zephyr Midco 1 Limited

For the period ended 30 September 2020

## Report on the audit of the financial statements

#### Opinion

In our opinion the financial statements of Midco 1 Limited (the 'company'):

- give a true and fair view of the state of the company's affairs as at 30 September 2020;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, including Financial Reporting Standard 101 "Reduced Disclosure Framework"; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

We have audited the financial statements which comprise:

- the statement of financial position
- the statement of changes in equity; and
- the related notes to the financial statements 1 to 7.

The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 101 "Reduced Disclosure Framework" (United Kingdom Generally Accepted Accounting Practice).

### **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 Financial Reporting Council's (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 are required by ISAs (UK) to report in respect of the following matters where:

- the directors' use of the going concern basis of accounting in 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.

We have nothing to report in respect of these matters.

## Other information

The directors are responsible for the other information. The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. 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.

## Independent auditor's report to the members of Zephyr Midco 1 Limited

For the period ended 30 September 2020

We have nothing to report in respect of these matters.

## 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.

A further description of our responsibilities for the audit of the financial statements is located on the FRC's website at: A further description forms part of our auditor's report.

## Report on other legal and regulatory requirements

# 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.

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 any material misstatements in the directors' report.

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

Under the Companies Act 2006 we are required to report in respect of the following matters 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;
- · we have not received all the information and explanations we require for our audit; or
- the directors were not entitled to take advantage of the small companies' exemption in preparing the
  directors' report and from the requirement to prepare a strategic report.

We have nothing to report in respect of these matters.

## Other matter

As the company was exempt from audit under section 479A of the Companies Act 2006 in the prior year we have not audited the corresponding amounts for that year.

## Independent auditor's report to the members of Zephyr Midco 1 Limited

For the period ended 30 September 2020

## Use of our report

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.

Jim Brown (Senior statutory auditor)

For and on behalf of Deloitte LLP

Statutory Auditor

London, United Kingdom

23 December 2020

# Statement of financial position As at 30 September 2020

		Notes	2020 £000	2019 (unaudited) £000
Assets				
Non-current assets				•
Investments in subsidiaries	·	2	1,719,800	1,719,800
Total assets			1,719,800	1,719,800
•	•			-
Equity				•
Share capital		3	1,719,800	1,719,800
Total equity			1,719,800	1,719,800

The Company's financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

The financial statements of Zephyr Midco 1 Limited (Company number 11346156) were approved and authorised for issue by the Board of Directors and were signed on its behalf by:

U Pagenkopf Director

23 December 2020

# Statement of changes in equity For the period ended 30 September 2020

	Share capital £000	Retained earnings £000	Total equity £000
At 1 October 2019	1,719.800	-	1.719.800
Shares issued	-		-
At 30 September 2020	1,719,800	-	1,719,800
	Share capital	Retained earnings	Total equity
	£000	£000	£000
At 4 May 2018	-	-	-
Shares issued	1,719,800	-	1,719,800
At 30 September 2019 (unaudited)	1,719,800	-	1,719,800

# Notes to the financial statements (continued) For the year ended 30 September 2020

## 1. Accounting policies

Zephyr Midco 1 Limited is a private company limited by shares domicited and incorporated in the United Kingdom. The address of the registered office is The Cooperage, 5 Copper Row, London, SE1 2LH.

### 1.1 Basis of preparation

The principal accounting policies adopted in the preparation of the financial statements are set out below for the year ended 30 September 2020. The policies have been consistently applied to all the periods presented, unless otherwise stated.

The financial statements of Zephyr Midco 1 Limited have been prepared in accordance with Financial Reporting Standard 101, 'Reduced Disclosure Framework' (FRS 101). The financial statements have been prepared under the historical cost convention, as modified by the revaluation of land and buildings and derivative financial assets and financial liabilities measured at fair value through profit or loss, and in accordance with the Companies Act 2006.

The Company has not traded during the period. The Company received no income and incurred no expenditure in the period and therefore, did not make either a profit or loss. Thus there is no Statement of comprehensive income.

The Directors have a reasonable expectation that the Company has adequate resources to continue in operational existence for a period of at least 12 months from the date of signing these financial statements, thus they continue to adopt the going concern basis of accounting in preparing these financial statements.

## Summary of disclosure exemptions:

The Company has taken advantage of the following disclosure exemptions in preparing these financial statements as permitted by FRS101:

- IFRS 7: Complete exemption from all of the disclosure requirements of IFRS 7, Financial Instruments, other than those instruments where these disclosures are still required to comply with the law.
- The following paragraphs of IAS 1, 'Presentation of financial statements': 10(d) (statement of cash flows); 16 (statement of compliance with all IFRS); 38A (requirement for minimum of two primary statements; including cash flow statements); 38B–D (additional comparative information); 111 (cash flow statement information); and 134–136 (capital management disclosures).
- IAS 7, 'Statement of cash-flows'. Complete exemption from preparing a Statement of cash flows and related notes.
- Paragraphs 30 and 31 of IAS 8, 'Accounting policies, changes in accounting estimates and errors' (requirement for the disclosure of information when an entity has not applied a new IFRS that has been issued but is not yet effective).
- IAS24: Exemption from disclosure of related party transactions entered into between two or more members of a group; provided that an subsidiary-party to the transaction is wholly owned by such a member.

The presentational currency of the financial statements is Pound Sterling (£).

The Company is a wholly-owned subsidiary of Zephyr Holdco 2 Limited and is included in the consolidated accounts of Zephyr Luxco S.à.r.I, comprising Zephyr Luxco S.à.r.I and its subsidiaries (the "Group"). The consolidated financial statement of Zephyr Luxco S. à.r.I can be obtained from 2, rue Edward Steichen, L-2540 Luxembourg. Consequently, the Company has taken advantage of the exemption from preparing consolidated financial statements under the terms of section 400 of the Companies Act 2006.

# Notes to the financial statements (continued) For the year ended 30 September 2020

#### 1.2 Investments

Investments in subsidiaries are carried at the fair value of consideration payable for the entity less any impairment. Consideration includes initial consideration and where applicable any deferred consideration as outlined in Note 2.

Investments are not subject to amortisation but are tested for impairment annually and whenever the Directors have an indication that it might be impaired.

### 1.3. Going concern

The Company's Statement of financial position shows a positive net current asset position with significant cash resources held by the Company's subsidiaries which continue to generate positive net cash flows from operating activities. In regards to the significant economic uncertainty arising due to Covid-19, the Directors consider sufficient mitigating actions are in place and the subsidiaries continue to maintain their market position. Therefore, the Directors believe that the Company is well-placed to manage its business and financial risks successfully.

The Company does not trade and therefore relies on the assessment of going concern, and, in particular, taking into account the effects of the Covid-19 pandemic on its subsidiary Zephyr Midco 2 Ltd, which can be found in the Zephyr Midco 2 consolidated financial statements available from the address listed in Note 1.1.

## 1.4 Key Sources of estimation uncertainty and judgements

There are no material sources of estimation uncertainty or accounting judgements.

### 2. Investment in subsidiaries and joint ventures

Details of the Company's direct and indirect subsidiaries and joint ventures at 30 September 2020 are shown below. All of the entities listed are consolidated in the consolidated accounts of Zephyr Łuxco S. à:r.l., the ultimate parent company of the Group.

The percentage of Ordinary Share capital of each subsidiary listed is owned entirely by the direct parent indicated other than in respect of Websky Limited where 75% of Ordinary Share capital is owned by W New Holdings Limited with Zoopla Limited owning the remaining 25%.

Zephyr Midco 2 Limited is the only direct subsidiary of Zephyr Midco 1 Limited.

All subsidiaries incorporated in the UK are registered at The Cooperage, 5 Copper Row, London SE1 2LH.

The subsidiary incorporated in Netherlands, namely Calcasa B.V., is registered at Koommarkt 41, 2611EB Delft, The Netherlands.

HLIX Limited did not trade in the period.

# Notes to the financial statements (continued) For the year ended 30 September 2020

# 2. Investment in subsidiaries and joint ventures (continued)

		,	Ownership of Ordinary Shares and voting	
	i	Country of	interest	
Name	Direct parent	incorporation	2020	
Active				
Zephyr Midco 2 Limited	Zephyr Midco 1 Limited	United Kingdom	100%	
Zephyr Bidco Limited*	Zephyr Midco 2 Limited	United Kingdom	100%	
ZPG Limited*	Zephyr Bidco Limited	United Kingdom	100%	
ZPG Property Services Holdings Limited	ZPG Limited	Cayman Islands	100%	
ZPG Property Services Holdings UK Limited*	ZPG Property Services Holdings Limited	United Kingdom	100%	
ZPG Comparison Services Holdings Limited	ZPG Limited	Cayman Islands	100%	
ZPG-Comparison Services Holdings UK Limited*	ZPG Comparison Services Holdings Limited	United Kingdom	100%	
Zoopla Limited	ZPG Limited	United Kingdom	100%	
Ravensworth Printing Services Limited*	Zoopla Limited	United Kingdom	100%	
W New Holdings Limited*	Zoopla Limited	United Kingdom	100%	
Websky Limited*	W. New Holdings Limited / Zoopla Limited	United Kingdom.	100%	
TechnicWeb Limited*	Zoopla Limited	United Kingdom	100%	
uSwitch Limited	ZPG Limited	United Kingdom	100%	
Property Software Holdings Limited*	ZPG Limited	United Kingdom	100%	
Jupix Limited*	Property Software Holdings Limited	United Kingdom	100%	
MoveIT Network Limited*	Jupix Limited	United Kingdom	100%	
Property Software Limited*	Property Software Holdings Limited	United Kingdom	100%	
Core Estates Limited*	Property Software Limited	United Kingdom	100%	
CFP Software Limited*	Property Software Limited	United Kingdom	100%	
Vebra Investments Limited*	Property Software Limited	United Kingdom	100%	
Vebra Limited*	Vebra Investments Limited	United Kingdom.	100%	
Vebra Solutions Limited*	Vebra Limited	United Kingdom	100%	
Hometrack.co.uk Limited*	ZPG Limited	United Kingdom	100%	
Hometrack Data Systems Limited	Hometrack.co.uk Limited	United Kingdom	100%	
Dot Zinc Holdings Limited*	ZPG Limited	United Kingdom	100%	
Dot Zinc Limited	Dot Zinc Holdings Limited	United Kingdom	100%	
ZPG Property Services Limited*	ZPG_Limited	United Kingdom.	100%	
Calcasa B.V.	ZPG Property Services Limited	Netherlands	100%	
Dormant			•	
PSG Web Services Limited*	Vebra Limited	United Kingdom	100%	
Real Estate Technology Limited*	Vebra Limited	United Kingdom	100%	
Joint ventures				
HLIX Limited	Hometrack Data Systems Limited	United Kingdom	25%	

<sup>\*</sup>For the year ended 30 September 2020 these entities were entitled to exemption from audit under section 479A of the Companies Act 2006 relating to subsidiary companies. The members of these companies have not required them to obtain an audit of their financial statements for the year ended 30 September 2020.

# Notes to the financial statements (continued) For the year ended 30 September 2020

## 3. Equity

## Share capital

	2020 £000	2019 (unaudited) £000
Shares classified as capital		
Authorised:		
171,980,000,000 shares of £0.01 each	1,719,800	1,719,800
Allotted, called up and fully paid:		
171,980,000,000 ordinary Shares of £0.01 each	1,719,800	1,719,800

Rights and restrictions attaching to shares

Ordinary shares

The Ordinary shares carry one vote per share and rights to dividends.

## 4. Related party transactions

Advantage has been taken of the exemption permitted by FRS 101 not to disclose transactions with entities that are wholly owned by the Group:

During the year directors were remunerated by other group companies within the Zephyr Luxco S. à.r.l. group:

## 5. Auditors' remuneration

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5.59

During the year the auditors were remunerated by other group companies within the Zephyr Luxco S.à.r.l. group:

## 6. Subsequent events

## Ravensworth disposal

On 4 November 2020, an asset purchase agreement was signed by one of the Group's subsidiaries, Zoopla Limited, the immediate parent company of Ravensworth Printing Services Limited, for the sale of Ravensworth Printing Services Limited assets to The Print Group Limited. The completion date of the sale was 30 November 2020.

Ravensworth Printing Services Limited revenue and comprehensive loss for the year end 30 September 2020 were as follows, £2.4m (2019: £4.2m) and £1.3m (2019:£0.5m) respectively:

The Group has impaired £3.5m of acquired intangible asset related to Ravensworth customer relationships and brand in the year ended 30 September 2020.

The intangible assets held within Ravensworth Printing Services Limited totalling £0.4m were fully impaired during the year ended 30 September 2020:

# Notes to the financial statements (continued) For the year ended 30 September 2020

## 6. Subsequent events (continued)

## Group restructuring

In August 2020, a Group parent company, Zephyr Holdco 2, Ltd sought to amend an existing investors agreement dated July 2018. The updated New Investors Agreement, would provide a related party with additional interest (after restructuring the Group for tax purposes) in the Group's business in return for providing additional expertise and guidance over the property side of the Group's business being operated by ZPG Limited.

The ultimate controlling party of the Group is still deemed to be Silver Lake (Offshore) AIV GP V Ltd. Additionally, the Group is changing their financial year end date from 30 September to 31 December from 31 December 2020.

## 7. Ultimate parent company and controlling party

The direct parent of the Company is Zephyr Holdco 2 Limited which is a company registered in the Cayman Islands. The largest and smallest group of which the Company is a member and for which group accounts are drawn up for the year ended 30 September 2020 is that of Zephyr Luxco S.à.r.l. which is a company registered in Luxembourg.

The ultimate controlling party of the Company is Silver Lake (Offshore) AIV GP V Ltd.