AEV Treasurer's Report - Delivered by Jeremy Rees, AEV Treasurer
Treasurer's Report on the financial statements for the year ended 31 December 2025.

I am delighted to present the Treasurer's Report on the financial statements for the year ended 31 December 2025.

I'm very pleased to say that 2025 was another strong year financially for AEV.

We achieved Income of £376,000 – an increase of £10,000 on the prior year, and £35,000 ahead of the 2025 Budget.

So, what drove this increase?

- Membership income was very strong, at £260,000 – up £19,000 thanks to both renewals and new members joining.
- Events delivered £107,000 broadly in line with the prior year
- Partnership income was £7,000, compared to £15,000 in the prior year. This was due to the loss of CHC Global and the University of Greenwich as Partners in 2025 –
  The good news is the Partnership income has recovered strongly in 2026 with new logistics and venue safeguarding partners.

Turning to the costs

Despite the increase in turnover the Cost of Sales of £62,000 decreased slightly from the prior year, due to the lower Conference costs in 2025.

This meant gross profit increased to £314,000, compared with £303,000 in 2024.

Regarding the overhead costs, these totalled £295,000 – an increase of £42,000 compared to 2024.

This is predominantly due to an increase in the EIA Secretariat charge of £38,000 together with an increase in Accountancy and Audit fees of £4,000, due to the first AEV audit in 2025.

The increase in the Secretariat charge is salary related due to:

Additional finance resource with 2 FDs for the first part of 2025; increase in Finance Assistant hours at end 2024; CEO working additional days, higher sales commissions and increase in Admin Support's contractual hours from Sep-2025.

Through the Events Industry Alliance – that's AEV, AEO, and ESSA working together – we are investing in giving the industry a stronger and more united voice with Government. Each association has committed £32,000 in 2025 to primarily fund the work of specialist agency Cavendish and now Henham Strategy.

Elsewhere, Bank interest receivable is £5,000, which was slightly lower than the prior year due to the lower interest rates available in 2025.

Because of our 'mutual tax status' with HMRC, we only pay corporation tax on non-member income and bank interest. The tax charge of £2,500, is £3,000 lower than 2024, due to lower non-member event sponsorship and partnership income.

This results in a Net Surplus of £21,000, which is £29,000 lower than the preceding year and £15,000 higher than the 2025 Budget.

Turning briefly to the balance sheet:
Fixed assets are minimal, at £157, representing our shares in EIA.
Current Assets total £568,000 made up of Cash at Bank (£425,000) and Trade Debtors (£143,000)

It is important to emphasise that the cash balance should not be regarded as equivalent to freely available funds. A significant proportion relates to income received in advance for future membership, with accruals and deferred income of £231,000 at December 2025, shown within creditors.

Creditors total £322,000 and include the just mentioned £231,000 of deferred membership income, as well as Trade Creditors and VAT payable.

Net assets total £246,000, comprising £70,000 in the non-distributable Capital Reserve, and £176,000 in the Distributable Investment Fund Reserve.

In 2026 the Board have agreed that the Capital Reserve should equate to six months of overheads which would equate to approximately £140,000 at end 2026.

In summary, 2025 has been a strong year, putting AEV in a very strong financial position.

Looking ahead, the 2026 results are currently forecasting a Surplus of £10,000 before Investment Fund expenditure. After £12,000 of Investment Fund expenditure and tax, this leads to a small forecast Deficit of £2,000.

Having carried out the first AEV audit last year, we are recommending Hillier Hopkins are re-appointed as auditors for the next financial year ending 31 December 2026. I therefore ask the meeting to formally approve this appointment.

Thank you.