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I am pleased to report a record year of sales generated from print books, e sales, journals, rights and permissions. For the year ending 31 July 2017, we achieved revenues of £3.22 million, an 11% increase on last year. Print book sales were £1.86 million, 13% up on last year; e sales, generated by our global partners, were up 20%; journal sales up 3%; and rights and permissions up 3%. Although advantageous exchange rates in both the USA and Europe undoubtedly helped, a strong publishing programme drove this excellent growth across the 9 areas that we commission in – particularly our Philosophy, Literature, Film Studies and Islamic Studies lists. Our commissioning remained strong throughout the year with 250 titles commissioned including 21 textbooks. Our commissioning pipeline remains very healthy. Regionally sales were particularly strong in Germany, Eastern Europe and South East Asia. Despite challenging market conditions in North America, including ongoing library budget constraints, book sales grew by 26%.

We continue to invest in our journals business and during the course of the year, we appointed a commissioning editor working on the journals list alongside the Head of Journals. This will enable us to build on our portfolio of 42 journals and we have already secured 2 new journals for 2018. During the course of the year, we made an offer to the editor of Translation and Literature to purchase the journal, which was accepted. We also relaunched the Edinburgh Journals Archive. This archive of all EUP content prior to 2000 now includes content published from 1936 to 1999, across over 400 volumes and 700 issues from 23 journals.

As intimated above, the year has not been without its challenges. Although our net profit grew to £99k (from £15k last year) our margins came under pressure as we looked to move to a print-on-demand (POD) model for our books programme whilst at the same time our stock charges remained high. We started the new financial year with nearly 80% of our new output going straight onto POD and we should in time begin to see our gross margin grow again and our stock charges reduce.

Any business, large or small, needs to ensure that its systems are fit for purpose and we have invested significant sums in building and maintaining our new book and journal website as well as an ongoing programme of enhancing our journals systems. This year we will be investing in an overhaul of our journals subscription system, creating a new online submissions system in partnership with River Valley Systems.

As a University Press, we are part of a unique and growing sector. Over the last year a significant number of ‘new’ University Presses including the Yorkshire-based White Rose imprint, have started up. Many of these presses are pursuing Open Access (OA) models of publication, wholly supported, both financially and in personnel, by their parent institutions. Whilst aspects of this business model are still open to question, we are working closely with the University Library and are well placed to take advantage of any opportunities in OA publishing that might support the needs of the academic community.

Timothy Wright
Chief Executive / Company Secretary
BOOK PUBLISHING 2016–17

We enjoyed our biggest year of publishing yet, with 191 new books appearing across our subject areas and 20 books issued new as paperbacks. Frontlist, backlist and ebook sales were all at record levels and our best-sellers came from a mix of textbooks, reference works and critical editions. Our publishing continues to fulfil EUP's vision of producing the best academic books that communicate reliable, trustworthy, scholarly information to the world.

BOOK PUBLISHING HIGHLIGHTS

LINGUISTICS

**Intercultural Communication, 2nd edition**
By Ingrid Piller
The second edition of this popular textbook provides students with an up-to-date overview of the field of intercultural communication. It includes new content on intercultural communication in teaching and learning, coverage of key theoretical discussions related to language in super diverse contexts and case studies from around the world.

**Negotiating Boundaries at Work: Talking and Transitions**
Edited by Jo Angouri, Meredith Marra and Janet Holmes
This is an exciting volume exploring the relatively new area of workplace sociolinguistics. It brings together workplace communication scholars from a range of disciplinary areas, each examining the challenges faced when transitioning into a new workplace, team or society, as well as within different professional communities.

**Contact: The Interaction of Closely Related Linguistic Varieties and the History of English**
By Robert McColl Millar
Much has been written on dialect formation through contact between dialects of the same language, but the question of what happens when closely related but linguistically discrete varieties come into contact with each other has largely been neglected. Here respected scholar Robert McColl Millar sets out to redress this imbalance.

FILM

**Deleuze’s *Cinema* Books: Three Introductions to the Taxonomy of Images**
By David Deamer
This advanced textbook helps students reading Deleuze’s *Cinema* books for the first time understand the philosopher’s film theory by outlining 3 different approaches to his work. Carefully designed to facilitate navigation through the book, it includes 44 film readings to clarify the application of the 44 Deleuzian cinematic signs.
Indie Reframed: Women and the Contemporary American Independent Cinema
Edited by Linda Badley, Claire Perkins and Michele Schreiber

This important edited collection challenges the dominant discourse in indie culture of the maverick white male auteur, focusing instead on the contributions of women filmmakers – working across writing, direction, production, editing and design – to American independent cinema.

CLASSICS

We published 3 new books in our Edinburgh Studies in Ancient Persia series

Semiramis’ Legacy: The History of Persia According to Diodorus of Sicily
By Jan P. Stronk

This substantial book gives us the first complete translation of Diodorus’ account of the history of Persia. The author also examines and evaluates Diodorus’ account and the sources he used to compose his work.

ReOrienting the Sasanians: East Iran in Late Antiquity
By Khodadad Rezakhani

This volume provides a narrative history of Central Asia after the Greek dynasties and before Islam.

Sasanian Persia: Between Rome and the Steppes of Eurasia
Edited by Eberhard W. Sauer

This collection of essays explores Persia’s growing military and economic power in the late antique world.

PHILOSOPHY

We published the first volume in our landmark series, The Edinburgh Critical Edition of the Complete Works of Alfred North Whitehead

The Harvard Lectures of Alfred North Whitehead, 1924–1925: Philosophical Presuppositions of Science
Edited by Paul A. Bogaard and Jason Bell

This volume recreates and presents Whitehead’s first-ever philosophy lectures given at Harvard during 1924–5, giving a unique insight into the evolution of his thought during the months when he was drafting his seminal work, Science and the Modern World.

Between Deleuze and Foucault
Edited by Nicolae Morar, Thomas Nail and Daniel W. Smith

Between Foucault and Derrida
Edited by Yubraj Aryal, Vernon W. Cisney, Nicolae Morar and Christopher Penfield

Both these collections explore the complex relations between these fascinating thinkers. They combine original essays by the philosophers – some of which are available for the first time in English translation – and critical essays by some of the most well-known scholars working in contemporary continental philosophy.
SCOTTISH STUDIES

**Viking Law and Order: Places and Rituals of Assembly in the Medieval North**
*By Alexandra Sanmark*

Using archaeological evidence, written sources and place-names, this book provides a comprehensive analysis of the Viking legal system and assembly sites, showing that this formed an integral part of Norse culture and identity, to the extent that the assembly institution was brought to all Norse settlements.

**POLITICS**

**The Arab World and Western Intelligence: Analysing the Middle East, 1956–1981**
*By Dina Rezk*

This is the first title published in the Intelligence, Surveillance and Secret Warfare series. Using the most recently declassified documents, interviews and Arabic sources, the book examines seminal case studies to explore how intelligence agencies across the world have been so notoriously caught off-guard in this region.

**LAW**

**Cicero's Law: Rethinking Roman Law of the Late Republic**
*By Paul J. du Plessis*

In this volume Paul du Plessis brings together an international team of scholars to debate Cicero's role in the narrative of Roman law in the late Republic – a role that has been minimised or overlooked in previous scholarship.

**Research Methods for Law, 2nd edition**
*Edited by Mike McConville and Wing Hong (Eric) Chui*

The second edition of this key textbook provides students in law, sociology and criminology with perspectives on current methods of research in an accessible, grounded and engaging style. Enabling students to pursue research from a variety of perspectives, the book draws on actual research projects presented by a team of contributors with a broad range of teaching and research experience in law, criminal justice and socio-legal studies.

**LITERARY STUDIES**

**Coleridge: Lectures on Shakespeare**
*Edited by Adam Roberts*

This volume comprises a freshly composed edition of Samuel Taylor Coleridge's 1811–12 Lectures of Shakespeare and Milton and 1818–19 Lectures on Shakespeare. Coleridge is a foundational figure in Shakespeare criticism, and remains to this day one of the most incisive and best.

**Lyric Cousins**
*By Fiona Sampson*

A leading poet, critic and former musician explores the ‘deep forms’ common to both poetry and music, presented at the Edinburgh International Book Festival.
The Edinburgh Companion to the First World War and the Arts
Edited by Ann-Marie Einhaus and Katherine Isabel Baxter
An authoritative reference work exploring the literary and artistic responses to WW1 from 1914 to the present.

Islamisation: Comparative Perspectives from History
Edited by A. C. S. Peacock
This important reference work examines Islamisation as a cultural and religious phenomenon, with coverage moving from Africa to China and from the seventh century to the start of the colonial period in 1800.

Rum Seljuq Architecture, 1170–1220
By Richard P. McClary
A new book in our Edinburgh Studies in Islamic Art series (edited by Robert Hillenbrand), this lavishly illustrated volume presents the major surviving monuments from the early period of the Rum Seljuqs, the first major dynasty to rule Anatolia.

ISLAMIC AND MIDDLE EASTERN STUDIES

The Edinburgh History of the Islamic Empires
Two textbooks were published in this major new series, edited by Ian R. Netton

The Almoravid and Almohad Empires
By Amira K. Bennison

The Fatimid Empire
By Michael Brett
BOOK MARKETING REPORT

The marketing team had a busy year coordinating conference attendance, textbook awareness and mailing campaigns.

- We attended 26 conferences this year – including 11 in the UK, 6 in Europe and 8 in the USA – cementing our presence within key subject areas, meeting our authors and showcasing our books.
- We sent inserts to a further 41 conferences where we could not attend in person.
- We arranged 26 launches and author events celebrating our new publications and placed advertising in 41 print publications.
- We saw a 17% increase in subscribers to our subject-specific email bulletins with usage statistics showing that a greater number of these subscribers opened the emails and engaged with the content.
- We continued to mail our print catalogues to select personal and business contacts and gave digital access to each catalogue on our website or to download the pdf.
- We also created a range of sub-subject brochures, for example in Scottish History and American and Atlantic Studies, for mailing as magazine inserts or distributing at conferences.

EDINBURGHUNIVERSITYPRESS.COM

We launched our new books site in March 2016 and fully embraced the opportunities throughout the year. We achieved our sales target by the end of the third quarter with an excellent response to our St Andrew’s Day flash sale making a significant contribution.

We can now route permissions, rights and translations requests through our site direct to PLS Clear and IPR Licence. Our Digital First policy for review and inspection has been widely accepted, meaning that teaching staff and journal reviewers get their books quickly and conveniently.

By the end of July 2016 we had 580 registered users. We added 1823 this year, reaching a total of 2,403 at 31 July 2017.

PRIZES


A number of Edinburgh University Press books were shortlisted for a number of prizes this year, including:

- Slow Cinema edited by Tiago de Luca and Nono Barradas Jorge was shortlisted for the 2017 BAFTSS best edited collection award
- China’s Early Mosques, Contemporary Issues in Islam and The Great Seljuk Empire received an honourable mention for the British-Kuwait Friendship Society Book Prize (for books published in 2015)
- Modern Print Artefacts: Textual Materiality and Literary Value in British Print Culture, 1890–1930s by Patrick Collier was shortlisted for the MSA First Book Prize
- Social Interaction and L2 Classroom Discourse by Olcay Sert was a finalist for the AAAL First Book Award 2017.
KEY REVIEWS

Cheap Modernism by Lise Jaillant was reviewed in the TLS

‘Embedded in broader histories of technological advancement in book production, education reform, copyright law and burgeoning academic markets, Jaillant’s study makes a significant contribution to the continuing work of de-ghettoizing literary modernism.’ – Times Literary Supplement

The Almoravid and Almohad Empires by Amira K. Bennison was reviewed in the TLS

‘Bennison bases her book on three particular premises: that the Almoravids and Almohads should be considered major contributors to Islamic civilization more broadly; that they were in many ways quite distinct groups and should not be lumped together simply as two examples of Berber empires; and that the relationship between Andalusia and Maghrebi parts of their empires was much more complex than has often been presented. She succeeds on all fronts over the course of the book, and gives a sense of the scale of the Almoravids’ and Almohads’ achievements together with the complexities of their distinct endeavors.’ – Harry Munt, Times Literary Supplement

American Cinema in the Shadow of 9/11 by Terence McSweeney was reviewed in the European Journal of American Culture

‘Provides fascinating and timely discussions of contemporary cultural texts in an accessible and engaging way … guaranteed to spark the interest of varied audiences, from students of American studies to researchers theorizing post-9/11 representations, ideologies and discourses in popular culture, politics and the media. The authors’ fast-paced style and passion for academically overlooked, yet hugely popular films, will certainly appeal to the non-specialist public intrigued by the subtexts of box office hits.’ – Maria-Irina Popescu, University of Essex, European Journal of American Culture
Off to the Pictures, by Lisa Stead was reviewed in Historical Journal of Film, Radio and Television

‘Off to the Pictures presents an alternative way of examining the gendered uses of film and its part in determining the complex and changing roles and identities of women after the First World War. Looking at a range of women’s writings on or for the movies, Stead interrogates written representations of the figure of the female cinema-goer as original or artistic reflections of women who were themselves involved in processes of shaping their identity as cinema-goers and as women working in cinema, journalism or literature. A unique feature of this book is that it considers women both as consumers and producers of film and film culture.’ – Leen Engelen, LUCA School of Arts and KU Leuven, Historical Journal of Film, Radio and Television

Global Migrations, edited by Angela McCarthy and John M. MacKenzie was reviewed in History Scotland

‘This volume is indeed a welcome contribution furthering studies of the complex task of defining Scottish diaspora, and the relationships between those that emigrated, their descendants and Scotland. More than this, however, the volume raises the challenging question of what it means to be Scottish, an issue that is not merely historical but of current concern for the nation.’ – Dr Scott Spurlock, University of Glasgow, History Scotland

Agonistic Mourning, by Athena Athanasiou was reviewed in the THE

‘This is a passionate, engaged and philosophically complex book. It is a powerful meditation on the politics of mourning. In one place, Athanasiou recalls interviewing Slavica Stojanović, a member of ŽuC, who tells her: “Ours is a cruel mourning. It is a mourning without sentimentality.” This radical vision of agonistic mourning – which involves public dissidence and the creation of haunting symbols and compelling counter-memories – is what animates Women in Black throughout the globe. In our century, it is one way to forge more socially just worlds.’ – Joanna Bourke, Birkbeck, University of London, Times Higher Education

Cicero’s Law reviewed in ELR

‘[The chapters] range widely – more widely indeed than the book’s stated aim would suggest – and numerous aspects of the relationship between forensic and juristic practice are discussed … A thoroughly enjoyable and thought-provoking book. It is always a pleasure to remake Cicero’s acquaintance, and this book does not disappoint.’ – Craig Anderson, Robert Gordon University, Edinburgh Law Review
Blood and Progress, by Nick Hewlett was reviewed in Political Studies Review

‘Nick Hewlett’s Blood and Progress constitutes an engaging meditation on the paradox of violence for the sake of peace. [It] is part of a growing literature which acknowledges the regrettable necessity of constrained violence in some cases for progressive social change … The dominant view that positive social change necessarily stems from non-violent struggle does a disservice to the reality of history. Blood and Progress is not only an important corrective to such a view but also an informed guide on the way forward.’ – Guy Lancaster, Editor of Arkansas History & Culture Encyclopedia at the Central Arkansas Library System

ReOrienting the Sasanians in Ancient Jew Review

‘Despite slogging through difficult terrain, the book makes for a shockingly smooth read. Any difficulties following the complicated historical narrative is helpfully relieved by the clear and comprehensive conclusions furnished at the end of each chapter. Rezakhani is explicit about the limits of the evidence, and does an enviable job producing a narrative history despite these constraints … Rezakhani skillfully guides the reader through uncharted territories, and successfully centers East Iran as a subject worthy of study in its own right.’ – Simcha Gross, University of California, Irvin, Ancient Jew Review

2nd edition of Materials Evaluation and Design for Language Teaching in Modern English Teacher

‘Materials Evaluation and Design lays out clear frameworks and offers very practical ideas for getting to grips with the myriad facts impinging on selection and adaptation. It assists practitioners in being systematic with their approach and in making more principled choices … Ian McGrath states in his introduction that his particular hope for this publication is that it will “embolden readers to take at least one step beyond where they stand at present”. Materials Evaluation and Design is an inspiring and engaging book which does much more than this. We have long become used to the idea of encouraging learner autonomy in our classrooms. This book goes a long way towards encouraging teacher autonomy and as such is an excellent acquisition.’ – Rory O’Kane, Modern English Teacher
THE PRESS COMMITTEE

The Press Committee, as a Court Committee, embodies the academic relationship between the University and its Press by validating the academic standards of the books published with the University’s name on them.

THE PRESS COMMITTEE MEMBERSHIP

Convener: Dr Alex Thomson, MA (Hons), MA, DPhil
English Literature (Continental Philosophy)

Dr Paul Crosthwaite, BA, MLitt, PhD
Philosophy and Literary Studies (Modern Literature)

Dr Sarah Dunnigan, MA, PhD
Scottish Literature, Medieval and Early Modern Literature

Professor Andrew Erskine, MA, DPhil
Ancient History

Professor Penny Fielding, BA, DPhil
English Literature (Scottish Literature and 19th-Century Literature)

Professor Robert Hillenbrand, DPhil, Honorary Professorial Fellow
Islamic and Middle Eastern Studies

Dr Carole Jones, BA (Hons), MA, PhD
English and Scottish Literature (20th/21st-Century Literature)

Professor John E. Joseph, BA, MA, PhD, FRSA
Linguistics and English Language (Applied Linguistics)

Professor Bettelou Los, PhD
English Language and Linguistics (Historical Linguistics)

Dr Mark Newman, BA, MA, PhD, FRHistS
American Studies

Dr Gordon Pentland, MA, MSc, PhD, FSAScot, FRHistS
Political History of Britain since the French Revolution

Dr Gary West, MA, PhD
Celtic and Scottish Studies

Dr Dan Yacavone, MSc, PhD
Film Studies
JOURNALS PUBLISHING HIGHLIGHTS

We published 42 journals in the 2016–17 financial year, with revenues of £848,000, an increase of 3% from 2015–16. Two journals joined the fold in 2017: *Costume: The Journal of the Costume Society* and *Moreana: Moreana: Thomas More and Renaissance Studies*.

**NEW FOR 2017**

**COSTUME**

*The Journal of the Costume Society*

Editors: Valene Cumming and Alexandra Kim

*COSTUME* is a scholarly, refereed publication presenting current research into historic and contemporary dress. The journal publishes articles from a broad chronological period and with a worldwide remit; it maintains a balance between practice and theory and concentrates on the social significance of dress.

[www.euppublishing.com/cost](http://www.euppublishing.com/cost)

**MOREANA**

*Thomas More and Renaissance Studies*

Editor: Travis Curtright

Founded in 1963, and published on behalf of Amici Thomae Mori, or the Society of Friends of Thomas More, *Moreana* publishes academic research about the person, historical milieu and writing of the English humanist, Thomas More. In addition, the journal promotes research in cultural, historical, religious and political contexts of the sixteenth century.

[www.euppublishing.com/more](http://www.euppublishing.com/more)
JOURNALS PUBLISHING REPORT

ONLINE PUBLICATION

READERSHIP AND SUBSCRIBER PROFILE
There were over 325,000 articles accessed via EUP Journals Online in 2016, compared with 189,000 downloads in 2015, and there were over 834,000 searches run on the site in 2016 (compared to 544,000 searches in 2015). We published 1,067 journal articles in 2016 – over 16,000 pages of journal content. Most accessed in 2016:
- Deleuze Studies
- Journal of Beckett Studies
- Paragraph
- Edinburgh Law Review
- Oxford Literary Review

DIGITISATION
We digitised the full back run of two EUP journals (Ben Jonson Journal and Journal of Beckett Studies), as well as new journal Moreana. We also imported the full back run of existing journal Dance Research and new journal Costume. In total, over 200 issues and 28,000 pages were uploaded to our website.

EDINBURGH JOURNALS ARCHIVE
The Edinburgh Journals Archive includes all journal content published prior to 2000. With the addition of the newly digitised material, the Archive now includes over 400 volumes and 700 issues from 23 journals published from 1936 to 1999. The Archive is available to libraries as an outright purchase or annual subscription.

FREQUENCY INCREASES
In 2017, Psychoanalysis and History increased from 2 to 3 issues a year. This should raise the journal’s profile and increase article citations.
WEB OF SCIENCE

Four EUP journals have an Impact Factor, and are included in various History categories of the Social Science Citation Index. The 2016 Impact Factors are as follows:

- Archives of Natural History: 0.108
- Britain and the World: 0.136
- Psychoanalysis and History: 0.462
- Scottish Historical Review: 0.368

In addition, 13 journals are included in the Arts and Humanities Citation Index and 20 journals are included in the Emerging Sources Citation Index (ESCI) of the Web of Science.

SPECIAL ISSUES

The journals below published a special issue as both a journal issue and separate book publication. The issues are included within a journal subscription and also available for separate purchase via standard book journals.

**Deleuze Studies**
*Deleuze and Guattari in the Anthropocene*, edited by Arun Saldanha and Hannah Stark.

*The Virtual, the Actual, and the Intensive: Contentions, Reflections and Interpretations*, edited by Sean Bowden and Dale Clisby.

**Irish University Review**
*Moving Memory – the Dynamics of the Past in Irish Culture*, edited by Emilie Pine.

**Nottingham French Studies**
*UK Perspectives on Francophone Canada*, edited by Rosemary Chapman.
MARKETING

Our journals marketing and communications continues to maximise the reach and impact of our journal resources, embracing the full potential of our new (in 2016) website and the digital enhancements it offers. We have expanded distribution of our journals portfolio through global partners and agents, as well as directly to institutions and individuals, and consequently increased access to and usage of our journals in (our non-traditional) regional markets such as China, India and Australia.
FINANCIAL INFORMATION

ABSTRACT FROM THE FINANCIAL STATEMENTS FOR FINANCIAL YEAR 2017 (TO 31 JULY 2017)

Sterling £ (,000)

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit/(loss) for the financial year</td>
<td>100</td>
<td>48</td>
</tr>
<tr>
<td>Movement in restricted funding</td>
<td>-3</td>
<td>-40</td>
</tr>
<tr>
<td>Net movement in capital and reserves</td>
<td>97</td>
<td>8</td>
</tr>
<tr>
<td>Opening capital and reserves at 1 August</td>
<td>1,716</td>
<td>1,708</td>
</tr>
<tr>
<td>Closing capital and reserves at 31 July</td>
<td>1,813</td>
<td>1,716</td>
</tr>
</tbody>
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Financial year runs 1 August to 31 July
PEOPLE

THE BOARD OF TRUSTEES

The Board of Trustees is a non-executive body charged with the general oversight and control of the Press which is in itself a division of the University Corporate Services Group. The individual Trustees are senior members of the University, independent of management, and all bring their individual expertise to bear on issues of strategy, performance, resources, key appointments and standards of conduct.

Professor Ewen Cameron
School of History, Classics and Archaeology and Chairman, Board of Trustees (pictured)

Dr Alex Thomson
School of Literatures, Languages and Cultures and Convenor of Press Committee

Mr Hugh Edmiston
Director, Corporate Services

Professor Alvin Jackson
Sir Richard Lodge Professor of History

THE BOARD OF MANAGEMENT

THE NON-EXECUTIVES

The Board of Management consists of a Non-Executive Chairman, two Non-Executive members, Chief Executive, Head of Editorial (Books), Head of Journals, Head of Finance and Subscription Management, Head of Sales and Marketing, and Head of Production. The Board meets four times a year alongside the Trustees. The Executive Management Group, excluding the three Non-Executives, meets weekly.

Ivon Asquith
Non-Executive Chairman

Richard Fisher
Non-Executive

Margaret Hewinson
Non-Executive
THE EXECUTIVE MANAGEMENT GROUP

Timothy Wright
Chief Executive

Anna Glazier
Head of Sales and Marketing

Nicola Ramsey
Head of Editorial (Books)

Sarah Edwards
Head of Journals

Jan Thomson
Head of Finance and Subscription Management

Ian Davidson
Head of Production