# Annual Report and Financial Statements PLB Group Limited

For the period from 30 April 2018 to 28 February 2019



Registered number: 01655729

# Company Information

**Directors** 

David Johnston (Appointed 6 April 2018, resigned 29 January 2019)

Andrea Pozzi (Appointed 6 April 2018) Ewan Robertson (Appointed 6 April 2018) Jonathan Solesbury (Appointed 6 April 2018)

Registered number

01655729

**Registered office** 

Whitchurch Lane Whitchurch Bristol England BS14 OJZ

**Auditors** 

Ernst & Young LLP
1 More London Place

London

SE1 2AF

Bank

The Royal Bank of Scotland

250 Bishopsgate

London EC2M 4AA

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# Strategic report

### For the period ended 28 February 2019

The Directors, in preparing this Strategic report, have complied with s414(c) of the Companies Act 2006.

### i. Principal activities

The principal activity of the Company during the period has been that of a wholesale and agency drinks distributor, specifically wine, operating in the UK.

### ii. Business review

PLB Group Limited ("the Company") has changed its fiscal year-end to 28 February 2019 after acquisition by C&C Holdings (NI) Limited (a subsidiary of ultimate parent company C&C Group Plc), an Irish registered listed company. Comparative information relates to the preceding year ended 29 April 2018 and as such profit and loss items below are not fully comparable.

The company delivered a revenue of £78m for the period ended 28 February 2019, a 26.8% decrease (£107.9m) when compared with the period ended 29 April 2018. Gross profit for the period ended 28 February 2019 has decreased to £4.8m from £6.1m for the period ended 29 April 2018. However, gross profit margin increased from 5.7% to 6.1%.

Total administrative expenses for the period ended 28 February 2019 were £3.9m (2018: £7.9m). Exceptional costs decreased significantly for the period ended 28 February 2019 at£180k (Note 4) as compared to prior year (2018: £14.4m) due to the significant restructuring costs incurred in the prior year attributable to the acquisition of PLB Group Limited by C&C Holdings (NI) Limited. Salaries also decreased from £4.1m to £2.4m resulting from a lower headcount for the period ended 28 February 2019. Net liabilities as at 28 February 2019 decreased from £13.9m to net liabilities of £13.1m as a result of the net profit (£647k) earned for the period ended 28 February 2019.

### iii. Principal risks and uncertainties

### a. Legal and regulatory environment

The Company acknowledges that it operates in an environment that has both a developing and increasing regulatory agenda, in the areas of health and safety, quality control, environmental obligations and employee welfare. The Company seeks to ensure that it works in an appropriate manner with the relevant regulatory bodies, obtains recognised accreditations and encourages a proactive approach to changes in the legal environment. In addition, anti-bribery and money laundering policies are regularly reviewed and relevant employees provided the training required to implement them.

### b. Liquidity risk

Liquidity risk is the risk than an entity will encounter difficulty in meeting obligations associated with financial liabilities. The Company aims to mitigate liquidity risk by managing cash generation by its operations, cost control and applying cash collection targets throughout the Company.

# Strategic report

For the period ended 28 February 2019

### c. Foreign exchange risk

The Company's major transactional exposures are to New Zealand, Australian and United States dollars, and Euro. The Company manages its foreign exchange risk, where possible, by matching revenues with costs in the same currencies, where applicable In addition, the company usually manages its foreign exchange transactions by entering into forward contracts to purchase set amounts of currency at a range of prices.

This policy will be monitored actively and may be revised should the values of non-sterling denominated transactions change substantially within the UK operations.

### d. Credit risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. The main exposure to credit risk in the Company is represented by receivables owing to the Company. The maximum exposure to credit risk at the end of the reporting period is the carrying amount of those assets, net of any provisions, as disclosed in the Balance Sheet and notes to the financial statements (Note 12).

The Company has established a rolling cash flow forecast underpinned by the securing of credit insurance and refinancing of borrowing facilities. The ultimate parent C&C Group Plc had provided full and unconditional financial support to the Company for the period of at least 12 months from the date of the approval of these financial statements.

The company has implemented policies that require appropriate credit checks on potential customers before sales are made. The amount of exposure to any individual counterparty is subject to a limit, which is reassessed on a periodic basis.

### e. Brexit risk

The decision by British voters to exit the European Union has been assessed by the Company. Preliminary Brexit planning performed by the Company has found that due to the nature of the Company's operations, it is estimated that there will be minimal direct material impact on the Company's profits. The spending habits of the Company are not solely within the European region, but also South America (where it has a large presence) among others. The majority of the Company's sales are within the United Kingdom. Given the uncertainty surrounding the potential impacts surrounding Brexit, it is difficult to further comment on the financial consequences to the Company.

This report was approved by the Board on 30 August 2019 and signed on its behalf.

Director

Date: 30 August 2019

# Directors' Report

For the Period Ended 28 February 2019

The Directors present their report and the financial statements of the Company for the period ended 28 February 2019. Comparatives are presented for the period from 1 May 2017 to 29 April 2018.

### I. Results and dividends

The result for the period ended 28 February 2019 and financial position of the Company as at that date are as shown in the profit and loss account and balance sheet. The Directors do not recommend the payment of a dividend (2018: £Nil).

### II. Going concern

The financial statements have been prepared on going concern basis, which assumes the Company will be able to meet its liabilities as they fall due, for the foreseeable future.

Banking facilities are now in place to cover working capital, capital investment and other corporate requirements. Under C&C ownership, the Directors have prepared cash flow forecasts and whilst the nature of the Company's business means that there can be unpredictable variations in the timing of cash flow, taking account of possible changes in the Company's performance, the Directors have concluded that the company should be able to operate within the level of its current facilities.

In preparing those forecasts, the Directors have taken into account various risks and uncertainties. The principal areas of risk and uncertainties are the impact of the wider economic climate on the achievement of operating targets, in particular project revenue and gross margins. In addition to these risks and uncertainties, the Company's performance is also impacted by financial and credit risks. The Directors have a documented policy in relation to managing these risks.

The Company has made a profit during the year but is in a net liabilities position as at the period-end date. As such, ultimate parent C&C Group Plc has provided full and unconditional financial support to the Company for the period of at least 12 months from the date of the approval of these financial statements. On the basis of this support, the Directors have a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the financial statements.

### III. Financial instruments

The Company finances its activities with a combination of cash and deposits in financial institutions. Other financial assets and liabilities, such as trade debtors and trade creditors, arise directly from the Company's operating activities. The Company also enters into financial contracts to purchase set amounts of currencies at set prices.

Financial instruments give rise to liquidity, foreign exchange and credit risk. Information on how these risks arise is set out above in the Strategic Report, as are the objectives and processes for their management.

# Directors' Report

For the Period Ended 28 February 2019

### IV. Future developments

The Company's ultimate objective is to grow profits and cash flows via a strategy centred on enhancing the customer offering and service.

### V. Disabled employees

Applications for employment by disabled persons are always fully considered, bearing in mind the respective aptitudes and abilities of the applicant concerned. In the event of members of staff becoming disabled, every effort is made to ensure that their employment with the Company continues and the appropriate training is arranged. It is the policy of the Company that the training, career development and promotion of a disabled person should, as far as possible, be identical to that of a person who does not suffer from a disability.

### VI. Employee involvement

Consultation with employees or their representatives has continued at all levels, with the aim of ensuring that views are taken into account when decisions are made that are likely to affect their interests. All employees are communicated the performance of the Company as a whole at appropriate times throughout the year, with additional communications occurring through in-house newsletters and briefing groups.

### VII. Directors

The Directors who served during the period and to the date of this report were:

David Johnston (Appointed 6 April 2018, resigned 29 January 2019) Andrea Pozzi (Appointed 6 April 2018) Ewan Robertson (Appointed 6 April 2018) Jonathan Solesbury (Appointed 6 April 2018)

### VIII. 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.

### IX. Disclosure of information to auditor

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

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

This confirmation is given and should be interpreted in accordance with the provisions of section 418 of the Companies Act 2006.

# Directors' Report

For the Period Ended 28 February 2019

### X. Auditor

Pursuant to Section 485 of the Companies Act 2006, Ernst & Young LLP has been appointed as auditor this reporting period. The auditor, Ernst & Young LLP, will be proposed for reappointment in accordance with section 485 for the Companies Act 2006.

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

Jonathan Solesbury

Molador

Director

Whitchurch Lane

Whitchurch

Bristol

England

BS14 0JZ

Date: 30 August 2019

# Statement of Directors' Responsibilities

The Directors are responsible for preparing the Strategic Report, 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 they have elected to prepare the financial statements in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice), including FRS 101 Reduced Disclosure Framework. 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 these financial statements, the Directors are required to:

- select suitable accounting policies and then apply them consistently;
- · make judgements and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- 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.

# Independent Auditor's Report to Members of PLB Group Limited

### Opinion

We have audited the financial statements of PLB Group Limited (the 'Company') for the period ended 28 February 2019 which comprise the Profit and Loss Account and Other Comprehensive Income, the Balance Sheet, the Statement of Changes in Equity and the related notes 1 to 18, 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 101 "Reduced Disclosure Framework" (United Kingdom Generally Accepted Accounting Practice).

In our opinion, the financial statements:

- give a true and fair view of the company's affairs as at 28 February 2019 and of its profit for the period then
  ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
   and
- 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 below. 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.

# Independent Auditor's Report to Members of PLB Group Limited (continued)

### 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 this 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 the other information, we are required to report that fact.

We have nothing to report in this regard.

### Opinion on other matter 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 strategic report and the directors' report for the financial period for which the financial statements are prepared is consistent with the financial statements; and
- the strategic report and directors' report have 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 strategic report or 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.

# Independent Auditor's Report to Members of PLB Group Limited (continued)

### Responsibilities of directors

As explained more fully in the directors' responsibilities statement set out on page 6, 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 Financial Reporting Council's website at https://www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

### 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

Catherine Hackney (Senior statutory auditor)

Errst & Young LL

for and on behalf of Ernst & Young LLP, Statutory Auditor

London

Date: 2 September 2019

# Profit and Loss Account and Other Comprehensive Income For the period from 30 April 2018 to 28 February 2019

|  |      | 30 April<br>2018 to 28<br>February<br>2019 | 1 May 2017<br>to 29<br>April 2018     |
|--|------|--|---------------------------------------|
|  |      | 2019                                       | 2018                                  |
| ·  | Note | €000                                       | £000                                  |
| Turnover                                       | 2    | 78,134                                     | 107,894                               |
| Cost of sales                                  | _    | (73,366)                                   | (101,796)                             |
|  |      |  |                                       |
| Gross Profit                                   |      | 4,768                                      | 6,098                                 |
| Administrative expenses                        |      | (3,909)                                    | (7,921)                               |
|  |      |  | •                                     |
| Operating profit/(loss)                        | 3    | 859  | (1,823)                               |
| Interest payable and expenses                  | 5    | (32)                                       | (117)                                 |
| Exceptional expenses                           | 4 .  | (180)                                      | (14,388)                              |
| Profit/(loss) before toy                       |      | . 647                                      | (16,328)                              |
| Profit/(loss) before tax                       |      | 119  | · · · · · · · · · · · · · · · · · · · |
| Tax income/(expense)                           |      | 119  | (380)                                 |
| Profit/(loss) for the year                     |      | 765  | (16,708)                              |
| Other comprehensive income                     |      | -  | -                                     |
| Total comprehensive profit/(loss) for the year |      | 765  | (16,708)                              |

All amounts relate to continuing operations.

The notes on pages 13 to 27 form part of these financial statements.

# **Balance Sheet**

As at 28 February 2019

|  |      |          | 28 February<br>2019 |          | 29 April<br>2018 |
|--|------|----------|---------------------|----------|------------------|
|  |      |          | £000                |          | £000             |
| Fixed assets                                   | Note |          |                     |          |                  |
| Tangible assets                                | 9    |          | 21                  |          | 39               |
|  |      |          | 21                  |          | 39               |
| Current assets                                 |      |          |                     |          |                  |
| Stocks   | 11   | 13,131   | ,                   | 8,005    |                  |
| Debtors: amounts falling due within one year   | 12   | 13,777   |                     | 18,490   |                  |
| Cash at bank and in hand                       |      | 7,670    |                     | 2,000    |                  |
|  |      | 34,578   |                     | 28,495   |                  |
| Creditors: amounts falling due within one year | 14   | (47,760) |                     | (42,460) |                  |
| Net current liabilities                        |      |          | (13,182)            |          | (13,965)         |
| Total assets less current liabilities          |      |          | (13,161)            |          | (13,926)         |
| Capital and reserves                           | ,    |          |                     |          |                  |
|  | 15   |          | 100                 |          | 100              |
| Called up share capital                        | 15   |          | 100                 |          | 100              |
| Profit and loss account                        |      |          | (13,261)            |          | (14,026)         |
| Total capital and reserves                     |      |          | (13,161)            |          | (13,926)         |

Registered number: 01655729

The notes on pages 13 to 27 form part of these financial statements.

The financial statements were approved and authorised for issue by the board and were signed on its behalf on 30 August 2019.

Jonathan Solesbury

Director

# Statement of Changes in Equity For the period from 30 April 2018 to 28 February 2019

|                                | Share<br>capital<br>£000 | Retained earnings | Total<br>equity<br>£000 |
|--------------------------------|--------------------------|-------------------|-------------------------|
| Balance as at 30 April 2018    | 100                      | (14,026)          | (13,926)                |
| Profit for the period          | -                        | 765               | 765                     |
| Balance as at 28 February 2019 | 100                      | (13,261)          | (13,161)                |

# Statement of Changes in Equity For the period from 1 May 2017 to 29 April 2018

|                             | Share<br>capital | Retained<br>earnings | Total<br>equity |
|-----------------------------|------------------|----------------------|-----------------|
|                             | £000             | £000                 | £000            |
| Balance as at 1 May 2017    | 100              | 2,682                | 2,782           |
| Loss for the period         |                  | (16,708)             | (16,708)        |
| Balance as at 29 April 2018 | 100              | (14,026)             | (13,926)        |

# Notes to the Financial Statements

For the period ended 28 February 2019

### 1. Accounting policies

PLB Group Limited (the "Company") is a company incorporated and domiciled in the UK.

### i. Basis of preparation

The Company's financial statements have been prepared in accordance Financial Reporting Standard 101 Reduced Disclosure Framework ("FRS 101"), and in accordance with applicable accounting standards. The financial statements were authorised for issue by the board of directors on 30 August 2019.

The Company's immediate parent undertaking is Bibendum PLB Group Limited. The Company's ultimate controlling party is C&C Group Plc, a company incorporated in Ireland. The Company will be included as part of the consolidated accounts of C&C Group Plc. The consolidated financial statements of C&C Group Plc were prepared in accordance with International Financial Reporting Standards (IFRS), which comprise standards and interpretations approved by the International Accounting Standards Board (IASB), as adopted by the EU and as applied in accordance with Companies Act 2014, and are available to the public and may be obtained from its registered office at Bulmers House, Keeper Road, Crumlin, Dublin 12, Dublin.

The accounting policies set out below have, unless otherwise stated, have been applied consistently to all periods presented in these financial statements. These financial statements are presented in sterling which is the functional currency of the Company.

The financial statements are prepared on a historical cost basis.

The Company is exempt by virtue of s400 of the Companies Act 2006 from the requirement to prepare group accounts. These financial statements present information about the Company as an individual undertaking and not about its group.

The Company has taken the exemptions under FRS 101 available in respect of the following disclosures:

- the requirements of IFRS 7 Financial Instruments: Disclosures
- the requirements of paragraphs 10(d), 10(f), 16, 38A, 38B, 38C, 38D, 40A, 40B, 40C, 40D, 111 and 134-136 of IAS 1 Presentation of Financial Statements
- the requirements of IAS 7 Statement of Cash Flows
- the requirements of paragraph 17 and 18A of IAS 24 Related Party Disclosures
- the requirements in IAS 24 Related Party Disclosures to disclose entered into between two or more members of a group, provided party to the transaction is wholly owned by such a member

The Company's business activities, together with the factors likely to affect its future development, position and strategy, are set out in the Strategic report on pages 1 to 2.

### Notes to the Financial Statements

For the period ended 28 February 2019

### **Accounting policies (continued)**

### ii. Application of new and revised International Financial Reporting Standards

The following new standards and amendments of standards relevant for the Company been issued and applied or not yet effective. They have been adopted in the consolidated accounts of C&C Holdings (NI) Limited.

| IFRS 9  | Financial Instruments  | Effective 1 January 2018 |
|---------|--|--------------------------|
| IFRS 15 | Revenue from Contracts with Customers (and the related Clarifications) | Effective 1 January 2018 |
| IFRS 16 | Leases   | Effective 1 January 2019 |

### IFRS 9 'Financial instruments'

Financial assets are required to be classified into two measurement categories: those to be measured subsequently at fair value, and those to be measured subsequently at amortised cost. The decision is to be made at initial recognition. The classification in the financial statements depends on the entity's business model for managing its financial instruments and the contractual cash flow characteristics of the instrument.

An instrument is subsequently measured at amortised cost only if it is a debt instrument and (i) both the objective of the entity's business model is to hold the asset to collect the contractual cash flows, and (ii) the assets contractual cash flows represent only payments of principal and interest (that is, it has only 'basic loan features'). All other debt instruments are to be measured at fair value through profit or loss.

All equity instruments are to be measured subsequently at fair value. Equity instruments that are held for trading will be measured at fair value through profit or loss. For all other equity investments, an irrevocable election can be made at initial recognition, to recognize unrealised and realised fair value gains and losses through Other comprehensive income rather than profit or loss. There is to be no recycling of fair value gains and losses to profit or loss. This election may be made on an instrument-by-instrument basis. Dividends are to be presented in profit or loss, as long as they represent a return on investment.

The classification and measurement requirements of IFRS 9 did not have a significant impact on the Company.

### IFRS 15 'Revenue from Contracts with Customers'

The core principle of IFRS 15 is for companies to recognise revenue to depict the transfer of goods or services to customers in amounts that reflect the consideration (that is, payment) to which the Company and Group expects to be entitled in exchange for those goods or services. IFRS 15 requires entities to exercise judgement, taking into consideration all of the relevant facts and circumstances when applying each step of the model to contracts with customers.

The classification and measurement of IFRS 15 did not have a significant impact on the Company.

### Notes to the Financial Statements

For the period ended 28 February 2019

### ii. Application of new and revised International Financial Reporting Standards (continued)

IFRS 16 'Leases'

IFRS 16 will replace IAS 17 and applies to all leases including subleases. The standard eliminates the classification by a lessee of leases as either operating or finance. All leases will instead be treated similarly to that of finance leases in accordance with IAS 17. The standard is expected to become effective for accounting periods beginning on 1 January 2019. For the period ended 28 February 2019, this has not been applied by the Company.

During the period ended 28 February 2019, the Group has performed a detailed impact assessment of IFRS 9, 15 and 16.

### iii. Investments in subsidiary undertakings

Investments in subsidiary undertakings are stated at historical cost less provisions for impairment losses.

### iv. Turnover

Turnover is recognised when control of the goods are transferred to the customer at an amount that reflects the consideration to which the Company expects to be entitled in exchange for those goods. Turnover is measured at the fair value of the consideration received or receivable and represents amounts receivable for goods provided in the normal course of business, net of discounts and sales-related taxes. The revenue streams for the Company include sales to customers of wholesale items, sales of Co-pack goods to customers and sales via commission direct from supplier to customer. The Company has generally concluded that it is the principal in its revenue arrangements because it typically controls the goods before transferring them to the customer.

### v. Tangible fixed assets

Tangible fixed assets are stated at cost less depreciation, less impairment losses, if any. Depreciation is provided at rates calculated to write off the cost of fixed assets, less their estimated residual value, over their expected useful lives.

Depreciation is provided on the following basis:

Fixtures and fittings

- 15%-25% straight line per annum

### vi. Stocks

Stocks are valued at the lower of cost and net realisable value after making due allowance for obsolete and slow-moving stocks. FIFO inventory method is also applied. Cost includes all direct costs and an appropriate proportion of fixed and variable overheads.

### vii. Pension costs

The Company operates a stakeholder defined contribution pension scheme and the pension charge represents the amounts payable by the Company to the fund in respect of the year. The assets of the scheme are held separately from those of the Company in an independently administered fund.

## Notes to the Financial Statements

For the period ended 28 February 2019

### **Accounting policies (continued)**

### viii. Taxation

Tax on the profit or loss for the period comprises current and deferred tax. Tax is recognised in the profit and loss account except to the extent that it relates to items recognised directly in equity or other comprehensive income, in which case it is recognised directly in equity or other comprehensive income.

### a) Current tax

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the reporting date, and any adjustment to tax payable in respect of previous periods.

### b) Deferred tax

Deferred tax is recognised in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Temporary differences in respect of the initial recognition of assets and liabilities that affect neither accounting nor taxable profit are not provided for. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities, using tax rates enacted or substantively enacted at the reporting date.

A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the asset can be utilised.

### ix. Foreign currencies

Transactions in foreign currencies are translated to the Company's functional currency at the foreign exchange rate ruling at the date of the transaction, or at an average rate for the period if the rates do not fluctuate significantly. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are translated at the foreign exchange rate ruling at that date. Foreign exchange differences arising on translation are recognised in the profit and loss account.

### x. Financial instruments

Financial assets and financial liabilities are recognised in the Company's balance sheet when the Company becomes a party to the contractual provisions of the instrument. Financial assets are derecognised when the contractual rights to the cash flows from the financial assets expire or are transferred. Financial liabilities are derecognised when the obligation specified in the contract is discharged, cancelled or expires.

### Notes to the Financial Statements

For the period ended 28 February 2019

### **Accounting policies (continued)**

### xi. Trade and other debtors

Trade debtors are initially recognised at fair value plus any directly attributable transaction costs. Subsequent to initial recognition, they are measured at amortised cost using the effective interest method. A provision for the impairment of trade debtors is established when there is objective evidence that the Company will not be able to collect all amounts due according to the original terms. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation and default or delinquency in payments are considered indicators that the trade debtor is impaired. The movement in the provision is recognised in the profit and loss account.

### xii. Trade and other creditors

Trade payables are obligations to pay for goods and services which have been acquired in the commercial operations of the Group. Trade payables are classified as current liabilities if payment is due within one year. If not, they are presented as non-current liabilities. Trade payables are recognised initially at fair value and are subsequently measured at amortised cost using the effective interest method.

### xiii. Cash in hand and bank

Cash in the balance sheet comprises cash at banks and in hand and short term deposits with an original maturity of three months or less.

### xiv. Interest receivable and similar income

Interest receivable and similar income comprise interest receivable on funds invested. Interest receivable is recognised in the profit and loss account on an effective interest method.

### xv. Interest payable and similar charges

Interest payable and similar charges comprise interest payable on bank borrowings and interest on obligations under finance leases. Interest payable and similar charges are recognised in the profit and loss account on an effective interest method.

### xvi. Provisions

Provisions are recognised when the Company has a present obligation (legal or constructive) as a result of a past event. It is probable that the Company will be required to settle that obligation and a reliable estimate can be made of the amount of the obligation.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the balance sheet date, taking into account the risks and uncertainties surrounding the obligation.

### Notes to the Financial Statements

For the period ended 28 February 2019

### **Accounting policies (continued)**

### xvii. Exceptional costs

Exceptional costs comprise material items of expenditure that require them to be disclosed separately because of their non-recurring nature in the ordinary course of business.

### xviii. Going concern

The financial statements have been prepared on going concern basis, which assumes the Company will be able to meet its liabilities as they fall due, for the foreseeable future.

Banking facilities are now in place to cover working capital, capital investment and other corporate requirements. Under C&C ownership, the Directors have prepared cash flow forecasts and whilst the nature of the Company's business means that there can be unpredictable variations in the timing of cash flow, taking account of possible changes in the Company's performance, the Directors have concluded that the company should be able to operate within the level of its current facilities.

In preparing those forecasts, the Directors have taken into account various risks and uncertainties. The principal areas of risk and uncertainties are the impact of the wider economic climate on the achievement of operating targets, in particular project revenue and gross margins. In addition to these risks and uncertainties, the Company's performance is also impacted by financial and credit risks. The Directors have a documented policy in relation to managing these risks.

The Company has made a profit during the year but is in a net liabilities position as at the period-end date. As such, ultimate parent C&C Group Plc has provided full and unconditional financial support to the Company for the period of at least 12 months from the date of the approval of these financial statements. On the basis of this support, the Directors have a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the financial statements.

### xix. Critical accounting estimates and judgements

The preparation of financial statements in conformity with FRS 101 requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected. The items in the financial statements where these judgements and estimate have been made include:

Provisions made against stock: management review stock on a line by line basis to determine whether any
impairment is required.

# Notes to the Financial Statements

For the period ended 28 February 2019

### **Accounting policies (continued)**

### xix. Critical accounting estimates and judgements

- Provisions made against bad debts: in relation to the decision on whether to provide for outstanding debtors, management make decisions on a case by case basis in assessing individual debtor recoverability. In accordance with IFRS 9, expected lifetime credit loss is equivalent to the credit loss provided.
- Provisions made against legal cases: in relation to the decision on whether to provide for ongoing legal cases, management make decisions assessing the expected expense with the legal department.
- Taxation.
- Retrospective discounts: in determining the required accrual at a point in time for retrospective discount
  arrangements including steps or ratchets, estimates can be necessary in relation to anticipated volumes/sales
  levels to occur over the full length of the arrangement. For renewed arrangements sales history is used to
  inform these estimates, with new arrangements being accrued on a prudent basis and reviewed cyclically
  throughout the length of the arrangement.

### 2. Turnover

The turnover and profit before tax are attributable to the principal activity of the company, that of wine, beer and spirit distributors in the United Kingdom and Ireland.

### 3. Operating profit/loss

The operating profit/loss is stated after charging:

|  | 28 February<br>2019<br>£000 | 29 April<br>2018<br>£000 |
|--|-----------------------------|--------------------------|
| Depreciation of tangible fixed assets - owned by the Company | 18                          | 30                       |
| Foreign exchange loss/(gain)                                 | 479                         | (282)                    |
| Bad debt expense   | 264                         | 463                      |
| Stock write off  | 488                         | 71                       |

For the period ended 28 February 2019, the auditor's remuneration is estimated to be £65,040 (2018: Borne by Matthew Clark Bibendum Limited).

# Notes to the Financial Statements

For the period ended 28 February 2019

### 4. Exceptional other operating charges

Within administrative expenses there are items that are, in aggregate, material in size and non-recurring in nature. These are specified separately as relevant to an understanding of financial performance. The nature and value of these costs have been disclosed below:

|   | 28 February<br>2019<br>£000 | 29 April<br>2018<br>£000 |
|---|-----------------------------|--------------------------|
| Assumption of indebtedness following acquisition by C&C Group Plc | -                           | 11,539                   |
| Other non-recurring projects and events                           | 180                         | 2,270                    |
| Legal costs   |                             | 580                      |
| •   | 180                         | 14,389                   |

### Other non-recurring projects and events

Other non-recurring projects and events consist of payroll and legal expenses related to employee redundancies.

In the preceding year exceptional costs were significantly higher due to the following:

### Assignment of indebtedness following acquisition by C&C Group Plc

On 4th of April 2018, C&C Holdings (NI) Limited acquired PLB Group Limited. Simultaneously, PLB Group Limited agreed to accept an assumption of a part of the previous owners indebtedness to its bank in return for PLB Group Limited being released from its obligations to make future repayment(s), to provide security and/or act as guarantor connected to the Group's banking facilities (Note 15).

### Other non-recurring projects and events

Other non-recurring projects and events consist of the office move, Royal Bank of Scotland cash sweeps upon the acquisition by C&C Group Plc, intercompany account write offs for Bargain Booze and Conviviality Brands loan accounts, intercompany bad debt write offs for Bargain Booze and other additional exceptional items incurred in the year.

### Legal costs

Following a review of ongoing legal case, management have reviewed the value of these non-recurring legal expenses, disclosed in Note 16.

### 5. Interest payable and similar charges

|   | 28 February<br>2019<br>£000 | 29 April<br>2018<br>£000 |
|---|-----------------------------|--------------------------|
| Interest payable on bank and other borrowings | 32                          | 117                      |

# Notes to the Financial Statements

For the period ended 28 February 2019

### 6. Staff costs

| Staff costs, including Director's remuneration, were as follows: |             |          |
|--|-------------|----------|
|  | 28 February | 29 April |
|  | 2019        | 2018     |
|  | £000        | £000     |
| W/ 1 1 ' '   | 2.065       | 4 4 4 7  |

| Wages and salaries    | 2,065 | 4,117 |
|-----------------------|-------|-------|
| Social security costs | 232   | 483   |
| Pension contributions | 75    | 190   |
|                       |       |       |
|                       | 2.372 | 4 790 |

The average monthly number of employees, including the Directors, during the period were as follows:

|  | 2019<br>No. | 2018<br>No. |
|--|-------------|-------------|
| Office and management Selling and distribution | 15<br>40    | 17<br>57    |
|  | 55          | 74          |

### 7. Directors' remuneration

|   | 28 February<br>2019 | 29 April<br>2018    |
|---|---------------------|---------------------|
|   | £000                | $\mathcal{F}_{000}$ |
| Salaries, fees and other short term employment benefits | -                   |                     |

The Directors' remuneration was borne by another Group company during the period ended 28 February 2019 (2018: Borne by another Group company).

# Notes to the Financial Statements

For the period ended 28 February 2019

### 8. Taxation

|  | 28 February | 29 April |
|--|-------------|----------|
|  | 2019        | 2018     |
| Analysis of tax charge in the period               | £000        | £000     |
| Current tax  |             |          |
| UK corporation tax charge on profit for the period | -           | -        |
| Adjustments in respect of prior periods            | 39          | 342      |
| Total current tax                                  | 39          | 342      |
| Deferred tax (see also note 13)                    |             |          |
| Origination and reversal of timing difference      | (18)        | (15)     |
| Adjustment in respect of prior periods             | 96          | 52       |
| Effect of tax rate change on opening balance       | 2           | (2)      |
| Total deferred tax                                 | 80          | 35       |
| Tax credit on profit on ordinary activities        | 119         | 377      |

### Factors affecting tax expense for the period

The tax expense differs from the theoretical amount that would arise using the weighted average tax rate applicable to profits of the consolidated entities as follows:

|  | 28 February | 29 April |
|--|-------------|----------|
|  | 2019        | 2018     |
|  | £000        | £000     |
| Profit/(loss) on ordinary activities before tax  | 647         | (16,328) |
| Profit/(loss) on ordinary activities multiplied by standard rate of corporation tax in | 123         | (3,102)  |
| the UK of 19.00% (2018 – 19.00%).  |             |          |
| Effects of:  |             |          |
| Adjustments in respect of prior years  | (135)       | -        |
| Expenses not deductible  | 2           | 2,479    |
| Transfer pricing adjustments   | (93)        | (8)      |
| Adjustments to tax charge in respect of prior years                                    | -           | 393      |
| Effect of tax rate change  | (2)         | 2        |
| Tax losses on which no deferred tax recognised   | -           | 616      |
| Movement in unrecognised deferred tax  | (14)        | -        |
| Total tax (credit)/charge for the period   | (119)       | 380      |

# Notes to the Financial Statements

For the period ended 28 February 2019

### 8. Taxation (continued)

### Factors that may affect future tax charges

The Finance (No 2) Act 2015, which provides for reductions in the main rate of corporation tax from 20% to 19% effective from 1 April 2017 and to 18% effective from 1 April 2010, was substantively enacted on 26 October 2015. Subsequently, the Finance Act 2016, which provides for a further reduction in the main rate of corporation tax to 17% effective from 1 April 2020, was substantively enacted on 6 September 2016. These rate reductions have been reflected in the calculation of deferred tax at the balance sheet date.

### 9. Tangible fixed assets

|   | Fixture<br>and<br>Fittings<br>£000 | Total<br>£000 |
|---|------------------------------------|---------------|
| Cost  | ~                                  | ~             |
| As at 30 April 2018   | 69                                 | 69            |
| Additions   | -                                  | •             |
| Disposals   | -                                  | -             |
| As at 28 February 2019  | 69                                 | 69            |
| Depreciation As at 30 April 2018 Charge for the period On disposals | 30<br>18                           | 30<br>18      |
| As at 28 February 2019  | 48                                 | 48            |
| Net book value<br>As at 28 February 2019                            | 21                                 | 21            |
| As at 29 April 2018   | 39                                 | 39            |

# Notes to the Financial Statements

For the period ended 28 February 2019

### 10. Investments

The Company had interests in the ordinary share capital of the following subsidiary undertakings as at 28 February 2019:

| Company name                     | Class of shares<br>held | Principal activity | Country of incorporation | Percentage<br>ownership |
|----------------------------------|-------------------------|--------------------|--------------------------|-------------------------|
| PLB Wines Limited *              | Ordinary                | Dormant            | England                  | 100%                    |
| West Country Beverages Limited ^ | Ordinary                | Dormant            | England                  | 100%                    |
| The Real Rose Company Limited*   | Ordinary                | Dormant            | England                  | 100%                    |

<sup>\*</sup>The registered address is Whitchurch Lane, Whitchurch, Bristol, England BS14 OJZ.

### 11. Stocks

|                | £000   | £000  |
|----------------|--------|-------|
|                |        |       |
| Finished goods | 13,131 | 8,005 |

### 12. Debtors: amounts falling due within one year

| Due within One Year                   | 2019<br>£000 | 2018<br>£000 |
|---------------------------------------|--------------|--------------|
| Trade debtors                         | 9,313        | 14,333       |
| Amounts owed by other group companies | -            | 3            |
| Other debtors                         | 382          | 338          |
| Prepayments and accrued income        | 3,256        | 3,108        |
| Deferred tax asset (refer note 14)    | 119          | 40           |
| Corporation tax                       | 707          | 668          |
|                                       | 13,777       | 18,490       |

<sup>^</sup> The registered address is C/O TLT, 1 Redcliff Street, Bristol, BS1 6TP.

# Notes to the Financial Statements

For the period ended 28 February 2019

### 13. Deferred tax asset

The recoverability of the deferred tax asset is dependent on future taxable profits in excess of those arising from the reversal of deferred tax liabilities. The deferred tax asset has been recognised to the extent that it is considered to be recoverable based on future forecasts.

|   | 2019<br>£000 | 2018<br>£000 |
|---|--------------|--------------|
| At beginning of the period                            | 40           | 78           |
| Amounts recognised in income                          | -            | (38)         |
| Adjustment in respect of prior years                  | 96           | -            |
| Deferred tax charge to Profit and Loss for the period | (17)         | -            |
| At end of the period                                  | 119          | 40           |
|   |              |              |
|   |              |              |

The deferred tax asset is made up as follows:

| Depreciation in excess of capital allowances/ (accelerated capital allowances)  Other timing differences  Temporary differences trading  111 - 119 40 |                               | £000 | £000 |
|---|-------------------------------|------|------|
| Temporary differences trading 111 -   | • •                           | 8    | 10   |
|   | Other timing differences      | -    | 30   |
| <b>119</b> 40   | Temporary differences trading | 111  | -    |
|   |                               | 119  | 40   |

The company made an operating profit of £647k for the financial period ended 28 February 2018. A potential future income tax benefit of £2.6m arising from the ability to offset potential future operating profits against this loss has not been recognised as at the period ended 28 February 2019.

# Notes to the Financial Statements

For the period ended 28 February 2019

### 14. Creditors: amounts falling due within one year

|  | 2019   | 2018   |
|--|--------|--------|
|  | £000   | £000   |
| Balance owed to banks in respect of settlement agreement | -      | 11,539 |
| Trade creditors  | 13,193 | 12,859 |
| Social security and other taxes                          | 119    | 682    |
| Other creditors  | 7,392  | 358    |
| Accruals and deferred income                             | 2,423  | 3,261  |
| Amounts due to group undertakings                        | 24,633 | 13,761 |
| =======================================                  | 47,760 | 42,460 |

Amounts owed to Group undertakings and Other creditors are payable on demand and non-interest bearing.

In 2019 there was no longer a balance owed to banks in respect of the settlement agreement for the acquisition of PLB Group Limited by C&C Holdings (NI) Limited. On behalf of the Company the debt was paid by C&C Group Plc and Matthew Clark Bibendum Limited.

Included within Other Creditors is a Rabo Facility Creditor totalling £7,145k to which the Company was entitled and received funding for. This represents a group borrowing facility that C&C Group Plc has entered into for its group of companies.

Included within accruals and deferred income is a legal provision of £1,289k (2018: £1,306k), the claim commenced in November 2015 and relates to supply of products by SAS Maison Jean-Claude Fromont, the provenance of which is disputed by PLB Group Limited. The debt has been assigned to SA Cofacredit and attempts to settle in 2017 were unsuccessful, with the claim proceeding to trial on 1 October 2018. The Commercial Court of Auxerre decided against Bibendum PLB Group Limited and PLB Group Limited (together "Bibendum") on 17 December 2018, dismissing their counter-claims and awarding EUR 1,305,399.05 plus interest and a further EUR 25,000 for costs. As a result, the company provided additional provision during 2018 in line with the court decision. This case remains ongoing through appeal as at the period ended 28 February 2019.

# Notes to the Financial Statements

For the period ended 28 February 2019

### 15. Share capital

|   | 2019<br>£000 | 2018<br>£000 |
|---|--------------|--------------|
| Allotted, called up and fully paid 100,000 Ordinary shares of £1 each | 100          | 100          |

The holders of ordinary shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share at meetings of the Company.

### 16. Capital commitments

There were no capital commitments as at 28 February 2019 (29 April 2018: Nil).

### 17. Pension commitments

Contributions recognised as an employee benefit expense for the period ended 28 February 2019 were £75,000 (2018: £190,000).

### 18. Ultimate parent undertaking and controlling party

The immediate parent company is Bibendum PLB Group Limited. The ultimate parent company of PLB Group Limited and its parent entities is C&C Group Plc, an Irish registered publicly listed company, which is the ultimate parent company and controlling party.

Registered office: Bulmers House, Keeper Road, Crumlin, Dublin 12, D12 K702.