# Diageo Balkans Limited Directors' report and financial statements 30 June 2017

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#### **DIRECTORS' REPORT**

The directors have pleasure in submitting their directors' report, together with the audited financial statements for the year ended 30 June 2017.

The directors are entitled to take advantage of the small companies' exemption in not preparing a strategic report. This report has been prepared in accordance with the special provisions relating to small companies within Part 15 of the Companies Act 2006.

#### Activities

The company provides certain marketing, promotional and brand management services to other brand holding. Diageo entities through its Romanian branch.

#### Going concern

The company is expected to continue to generate profit for its own account. The company participates in the group's centralised treasury arrangements and the parent and fellow group undertakings are expected to provide financial support for the foreseeable future. The company is not reliant on external third party financing. The only liabilities at the balance sheet date are in respect of balances due to fellow group undertakings which takes the company into a net current liability position. The directors have no reason to believe that a material uncertainty exists that may cast significant doubt about the ability of the company to continue as a going concern. On the basis of their assessment, the company's directors have a reasonable expectation that the company will be able to continue in operational existence for the foreseeable future as a fellow group undertaking has agreed to provide financial support for the foreseeable future. Thus they continue to adopt the going concern basis of accounting in preparing the annual financial statements.

#### **Financial**

The result for the year ended 30 June 2017 is shown on page 8.

During the year the accounting treatment of invoiced management charges was revised and it was noted that part of the income was not recognised in the prior year. The prior year turnover was revised and restated in order to reflect the total amount of turnover that related to the year ended 30 June 2016. As a result of the restatement the turnover for the year increased by £21,000 from £725,000 to £746,000.

The profit for the year transferred to reserves is £45,000 (2016 - £23,000) and the other comprehensive income for the year is £20,000 (2016 - income of £69,000).

No dividend was paid during the year and there is no dividend proposed to be distributed to the shareholders in regards to the financial year (2016 - £nil).

#### Directors

The directors who held office during the year were as follows:

D F Harlock

A Mahler

J J Nicholls

#### Directors' remuneration

None of the directors received any remuneration during the year in respect of their services as directors of the company (2016 - £nil).

# **DIRECTORS' REPORT (continued)**

#### Secretary

On 5 November 2015, V Cooper was appointed and on 23 March 2017 resigned as a joint secretary of the company. C Matthews remains as secretary of the company.

#### Directors' indemnity

The Articles of Association permit qualifying third-party indemnities for the directors as defined by Section 234 of the Companies Act 2006. No such indemnity was in force during the last financial year, nor is any currently in force

#### Internal control and risk management over financial reporting

The company operates under the financial reporting processes and controls of the Diageo group. The internal control and risk management systems over the financial reporting process of Diageo plc, which include those of the company, are discussed in the Group's Annual Report 2017 on pages 62 to 63 at www.diageo.com, which does not form part of this report.

#### **Auditors**

Pursuant to Section 487 of the Companies Act 2006, the auditors, PricewaterhouseCoopers LLP, have been reappointed and will continue in office as auditors of the company.

#### Disclosure of information to the auditors

The directors who held office at the date of approval of this directors' report confirm that, so far as they are each aware, there is no relevant audit information of which the company's auditors are unaware; and each director has taken all the steps that they ought to have taken as a director to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

By order of the board

A Mahler

Director

Lakeside Drive Park Royal

London

NW107HQ

UK

19 December 2017

#### Statement of directors' responsibilities in respect of the financial statements

The directors are responsible for preparing the directors' report and the financial statements in accordance with applicable law and regulation.

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:

- select suitable accounting policies and then apply them consistently;
- 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;
- · make judgements and accounting estimates that are reasonable and prudent; 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.

The directors 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 auditors' report to the members of Diageo Balkans Limited

# Report on the audit of the financial statements

#### **Opinion**

In our opinion, Diageo Balkans Limited's financial statements:

- give a true and fair view of the state of the company's affairs as at 30 June 2017 and of its profit for the year then ended:
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards, comprising FRS 101 "Reduced Disclosure Framework", and applicable law); and
- have been prepared in accordance with the requirements of the Companies Act 2006.

We have audited the financial statements, included within the Directors' report and financial statements (the "Annual Report"), which comprise: the Balance Sheet as at 30 June 2017, the Income Statement, the Statement of Comprehensive Income, the Statement of Changes in Equity for the year then ended, and the notes to the financial statements, which include a description of the significant accounting policies.

## **Basis for opinion**

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

#### Independence

We remained independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, which includes the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

#### Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which ISAs (UK) require us to report to you when:

- 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.

However, because not all future events or conditions can be predicted, this statement is not a guarantee as to the company's ability to continue as a going concern.

#### Reporting on other information

The other information comprises all of the information in the Annual Report other than the financial statements and our auditors' report thereon. The directors are responsible for the other information. Our opinion on the financial statements does not cover the other information and, accordingly, we do not express an audit opinion or, except to the extent otherwise explicitly stated in this report, any form of assurance 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 an apparent material inconsistency or material misstatement, we are required to perform procedures to conclude whether there is a material misstatement of 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. We have nothing to report based on these responsibilities.

With respect to the Directors' report, we also considered whether the disclosures required by the UK Companies Act 2006 have been included.

Based on the responsibilities described above and our work undertaken in the course of the audit, ISAs (UK) require us also to report certain opinions and matters as described below.

#### Directors' report

In our opinion, based on the work undertaken in the course of the audit, the information given in the Directors' report for the year ended 30 June 2017 is consistent with the financial statements and has been prepared in accordance with applicable legal requirements.

In light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we did not identify any material misstatements in the Directors' report.

# Responsibilities for the financial statements and the audit

Responsibilities of the directors for the financial statements

As explained more fully in the Statement of directors' responsibilities set out on page 4, the directors are responsible for the preparation of the financial statements in accordance with the applicable framework and for being satisfied that they give a true and fair view. The directors are also responsible for such internal control as they 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.

Auditors' 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 auditors' 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: www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditors' report.

#### Use of this report

This report, including the opinions, has been prepared for and only for the company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

# Other required reporting

# Companies Act 2006 exception reporting

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- we have not received all the information and explanations we require for our audit; or
- adequate accounting records have not been kept by the company, or returns adequate for our audit have not been
  received from branches not visited by us; or
- certain disclosures of directors' remuneration specified by law are not made; or
- the financial statements are not in agreement with the accounting records and returns.

We have no exceptions to report arising from this responsibility.

Chlevard

Christopher Richmond (Senior Statutory Auditor) for and on behalf of PricewaterhouseCoopers LLP Chartered Accountants and Statutory Auditors London

19 December 2017

# **INCOME STATEMENT**

		Year ended 30 June 2017	Year ended 30 June 2016 (As restated)
	Notes	£ 000	£ 000
Turnover	2	1,005	746
Operating costs	3	(963)	(697)
Operating profit		42	49
Profit before taxation on ordinary activities		42	49
Taxation on profit on ordinary activities	5	3	(26)
Profit for the year		45	23

The accompanying notes are an integral part of these financial statements.

The company had no other comprehensive income or expense during the current and previous year.

Figures for the year ended 30 June 2016 have been restated following the review of the year-end accrued income in the previous year financial statement.

# STATEMENT OF COMPREHENSIVE INCOME

	Year ended 30 June 2017		Year ended 30 June 2016 (As restated)	
	Notes	£ 000	£ 000	
Other comprehensive income				
Items that may be recycled subsequently to the income statement				
Exchange differences on translation of foreign operation		20	69	
Other comprehensive income for the year, net of tax		20	69	
Profit for the year		45	23	
Total comprehensive income for the year		65	92	

The accompanying notes are an integral part of these financial statements.

Figures for the year ended 30 June 2016 have been restated following the review of the year-end accrued income in the previous year financial statement.

# **BALANCE SHEET**

		30 June 2017	30 June 2016 (As restated)
	Notes	£ 000	£ 000
Non-current assets			
Property, plant and equipment	6	9	9
Deferred tax assets	9	7	3
		16	12
Current assets			
Trade and other receivables	7	680	595
Cash and cash equivalents		98	88
Total assets		794	695
Current liabilities			
Trade and other payables	8	(3,616)	(3,582)
Net liabilities		(2,822)	(2,887)
Equity			
Called up share capital	10	90	90
Other reserves		(2)	(22)
Retained deficit		(2,910)	(2,955)
Total equity		(2,822)	(2,887)

Figures for the year ended 30 June 2016 have been restated following the review of the year-end accrued income in the previous year financial statement.

The accounting policies and other notes on pages 12 to 19 form part of the financial statements.

These financial statements on pages 8 to 19 were approved by the Board on 19 December 2017 and were signed on its behalf by:

A·Mahler

Director

# STATEMENT OF CHANGES IN EQUITY

# ATTRIBUTABLE TO SHAREHOLDERS OF THE COMPANY

	Called up share capital £ 000	Foreign currency translation £ 000	Retained deficit £ 000	Total £ 000
Balance at 30 June 2015	90	(91)	(2,978)	(2,979)
Profit for the year	-	-	2	2
Other comprehensive income for the year		69		69
Balance at 30 June 2016 as previously reported	90	(22)	(2,976)	(2,908)
Restatement Prior period adjustment			21	21
Balance at 30 June 2016 (restated)	90	(22)	(2,955)	(2,887)
Profit for the year	•	•	45	45
Other comprehensive income for the year		20		20
Balance at 30 June 2017	90	(2)	(2,910)	(2,822)

The accompanying notes are an integral part of these financial statements.

Figures for the year ended 30 June 2016 have been restated following an accounting error in the previous year financial statement.

#### NOTES TO THE FINANCIAL STATEMENTS

#### 1. ACCOUNTING POLICIES

#### Basis of preparation

These financial statements are prepared in accordance with Financial Reporting Standard 101 Reduced Disclosure Framework (FRS 101).

#### Prior year adjustment

During the year the accounting treatment of invoiced management charges was revised and it was noted that part of the income was not recognised in the prior year.

The prior year turnover was revised and restated in order to reflect the total amount of turnover that related to the year ended 30 June 2016.

Turnover for the year ended 30 June 2016 has been increased by £21,000 from £725,000 to £745,000, with a corresponding increase in trade and other receivables, that increased from £574,000 to £595,000.

In preparing these financial statements, the company applies the recognition, measurement and disclosure requirements of International Financial Reporting Standards as adopted by the EU (IFRS), but makes amendments where necessary in order to comply with Companies Act 2006 and sets out below where the FRS 101 disclosure exemptions have been taken.

These financial statements are prepared on a going concern basis under the historical cost convention, except that certain financial instruments are stated at their fair value.

The company is a wholly owned subsidiary of Diageo plc and is included in the consolidated financial statements of Diageo plc which are publicly available.

The company has taken advantage of the following exemptions from the requirements of IFRS in the preparation of these financial statements, in accordance with FRS 101:

- · a cash flow statement and related notes;
- comparative period reconciliations for share capital and tangible fixed assets;
- disclosures in respect of transactions with wholly owned subsidiaries;
- the effects of new but not yet effective IFRSs;
- disclosures in respect of the compensation of key management personnel.

As the consolidated financial statements of Diageo plc include equivalent disclosures, the company has also utilised exemptions available under FRS 101 in respect of the following disclosures:

• the disclosures required by IFRS 7 Financial Instruments Disclosures.

## Going concern

The financial statements have been prepared on a going concern basis as a fellow group undertaking has agreed to provide financial support for the foreseeable future.

# NOTES TO THE FINANCIAL STATEMENTS (continued)

# 1. ACCOUNTING POLICIES (continued)

#### Functional and presentational currency

These financial statements are presented in sterling (£), which is the company's functional currency.

All financial information presented in sterling (£) has been rounded to the nearest thousand unless otherwise stated

#### Foreign currencies

The Romanian branch keeps its accounting records in RON.

The income statement of the Romanian branch is translated into sterling at weighted average rate of exchange.

Assets and liabilities are translated at closing rates. Exchange differences arising on the retranslation at closing rates of the opening balance sheet of the branch are taken to the exchange reserve. Other exchange differences are taken to the income statement. Transactions in foreign currencies are recorded at the rate of exchange at the date of the transaction.

#### Property, plant and equipment

Depreciation is charged so as to write off the cost of assets, other than land and properties under construction over their estimated useful lives, as follows:

#### Asset class

Depreciation method and rate

Plant and equipment

5 to 25 years

Reviews are carried out if there is an indication that assets may be impaired, to ensure that property, plant and equipment are not carried at above their recoverable amounts.

Profit or loss on the sale of a property is the difference between the disposal proceeds and the net book value.

#### Financial assets

*Trade and other receivables* Amounts owed by other group companies are initially measured at fair value and are subsequently reported at amortised cost. Non-interest bearing trade receivables are stated at their nominal value as they are due on demand.

Cash and cash equivalents Cash and cash equivalents comprise cash in hand and deposits which are readily convertible to known amounts of cash and which are subject to insignificant risk of changes in value and have an original maturity of three months or less at acquisition, including money market deposits, commercial paper and investments.

#### NOTES TO THE FINANCIAL STATEMENTS (continued)

#### 1. ACCOUNTING POLICIES (continued)

#### Financial liabilities

*Trade and other payables* Amounts owed to other group companies are initially measured at fair value and are subsequently reported at amortised cost. Non-interest bearing trade payables are stated at their nominal value as they are due on demand.

#### **Taxation**

Current tax is based on taxable profit for the year. Taxable profit is different from accounting profit due to temporary differences between accounting and tax treatments, and due to items that are never taxable or tax deductible. Tax benefits are not recognised unless it is probable that the tax positions are sustainable. Once considered to be probable, tax benefits are reviewed each year to assess whether a provision should be taken against full recognition of the benefit on the basis of potential settlement through negotiation and/or litigation. Tax provisions are included in current liabilities. Interests and penalties on tax liabilities are provided in the tax charge.

Full provision for deferred tax is made for temporary differences between the carrying value of assets and liabilities for financial reporting purposes and their value for tax purposes. The amount of deferred tax reflects the expected recoverable amount of assets and liabilities, using the basis of taxation enacted or substantively enacted by the balance sheet date. Deferred tax assets are not recognised where it is more likely than not that the asset will not be realised in the future.

Tax benefits are not recognised unless it is probable that the tax positions are sustainable. Once considered to be probable, management reviews each material tax benefit to assess whether a provision should be taken against full recognition of the benefit on the basis of potential settlement through negotiation and/or litigation.

#### Judgements in applying accounting policies and key sources of estimation uncertainty

The directors make estimates and assumptions concerning the future of the company. The resulting accounting estimates will, by definition, seldom equate to actual results. The company's directors are of the opinion that there are no estimates and assumptions that have a significant risk of casting material adjustment to the carrying value of the assets and liabilities for the company within the next financial year due to the nature of the business.

The critical accounting policies, which the directors consider are of greater complexity and/or particularly subject to the exercise of judgements, are set out in detail in the relevant accounting policies:

• Taxation: The evaluation of deferred tax assets recoverability requires judgements to be made regarding the availability of future taxable income. The directors believe that the company will generate sufficient future taxable income.

# NOTES TO THE FINANCIAL STATEMENTS (continued)

#### 2. TURNOVER

The turnover and profit on ordinary activities before taxation are attributable to one class of business, that of the provision of services to other Diageo companies.

During the year the accounting treatment of invoiced management charges was revised and it was noted that a part of the income was not recognised in the prior year.

The prior year turnover was revised and restated in order to reflect the total amount of turnover that related to the year ended 30 June 2016.

Turnover for the year ended 30 June 2016 has been increased by £21,000 from £725,000 to £746,000.

#### 3. OPERATING COSTS

Other operating expenses	Year ended 30 June 2017 £ 000 963	Year ended 30 June 2016 £ 000 697
	963	697
Comprising:		
Other external charges (a)	320	212
Staff costs	642	484
Depreciation	1	1
	963	697

Other external charges include, bank charges of £nil (2016 - 1,000), fees in respect of consultancy services of £67,000 (2016 - 57,000), intercompany management charges of £80,000 (2016 - 26,000), maintenance and repairs of £7,000 (2016 - 5,000), operating lease rentals of £64,000 (2016 - 49,000) and net foreign exchange losses of £43,000 (2016 - £52,000).

Following a change in approach to the allocation of statutory audit fees to Group entities, auditors' remuneration of £4,000 has been paid on behalf of the company by a fellow group undertaking (2016 - £1,000). There were no fees payable to the auditors in respect of non-audit services (2016 - £nil).

None of the directors received any remuneration during the financial year in respect of their services as directors of the company (2016 - £nil).

# NOTES TO THE FINANCIAL STATEMENTS (continued)

# 4. EMPLOYEES

The average number of employees on a full time basis, directors during the year was:

	Selling and distribution	Year ended 30 June 2017 6	Year ended 30 June 2016 5
		Year ended 30 June 2017 £ 000	Year ended 30 June 2016 £ 000
	Aggregate remuneration		
	Wages and salaries	540	434
	Employer's social security	102	50
		642	484
5.	TAXATION		
		Year ended 30 June 2017 £ 000	Year ended 30 June 2016 £ 000
	(a) Analysis of taxation credit/(charge) for the year		
	Current tax		
	UK corporation tax	(5)	(8)
	Double tax relief	5	8
	Overseas corporation tax	(1)	(28)
	Adjustments in respect of prior years		2
	Current tax	(1)	(26)
	Deferred tax		
	Origination and reversal of timing differences	5	-
	Effect of changes in tax rates	(1)	-
	Deferred tax	4	-
	Taxation on profit on ordinary activities	3	(26)

# NOTES TO THE FINANCIAL STATEMENTS (continued)

# 5. TAXATION (continued)

	Year ended 30 June 2017	Year ended 30 June 2016 (As restated)
	£ 000	£ 000
(b) Factors affecting total tax credit/(charge) for the year		
Profit on ordinary activities before taxation	42	49
Taxation on profit on ordinary activities at UK corporation tax rate of		
19.75% (2016 - 20%)	(8)	(10)
Adjustments in respect of prior periods	•	2
Expenses not deductible for tax purposes	(2)	(2)
Transfer pricing adjustments	10	-
Overseas corporation tax	(1)	(16)
Double taxation relief	5	-
Changes in tax rates	(1)	-
Total tax credit/(charge) for the year	3	(26)

The UK tax rate reduced from 20% to 19% on 1 April 2017 and so an average tax rate of 19.75% is applied for the year ended 30 June 2017. A further reduction to 17% (effective from 1 April 2020) was enacted in September 2016. Deferred taxes at 30 June 2017 have been measured using these enacted tax rates and reflected in these financial statements (note 9).

# 6. PROPERTY, PLANT AND EQUIPMENT

	Plant and equipment £ 000
Cost	•
At 30 June 2016	15
Additions	1
At 30 June 2017	16
Depreciation	
At 30 June 2016	(6)
Depreciation charge	(1)
At 30 June 2017	(7)
Carrying amount	
At 30 June 2017	9
At 30 June 2016	9

# NOTES TO THE FINANCIAL STATEMENTS (continued)

#### 7. TRADE AND OTHER RECEIVABLES

	30 June 2017	30 June 2016 (As restated)
	€ 000	£ 000
Amounts owed by fellow group undertakings		
Diageo Brands B.V.	413	332
R & A Bailey & Co	126	141
Diageo Scotland Limited	59	49
Diageo North America, Inc.	16	30
Other receivables	61	38
Prepayments and accrued income	5	5
	680	595

Amounts owed by fellow group undertakings are trade receivables due within one year.

Figures for the year ended 30 June 2016 have been restated following the restatement of invoiced management charges. The prior year amount owed by fellow group undertakings was revised and restated to reflect the total amount £552,000.

# 8. TRADE AND OTHER PAYABLES

	30 June 2017	30 June 2016
	£ 000	£ 000
Amounts owed to fellow group undertakings		
Diageo Great Britain Limited	3,467	3,474
Other payables	148	108
Corporation tax payables	1	<u>-</u>
	3,616	3,582

Amounts owed to fellow group undertakings are unsecured, interest free and repayable on demand.

# NOTES TO THE FINANCIAL STATEMENTS (continued)

#### 9. DEFERRED TAX ASSETS

The amounts of deferred tax accounted for in the balance sheet comprises the following net deferred tax assets:

·	Property, plant and equipment £ 000
At 30 June 2015	2
Recognised in income statement	1
At 30 June 2016	3
Recognised in income statement	4
At 30 June 2017	7

#### 10. SHARE CAPITAL AND RESERVES

(a) Share capital

Allotted, called up and fully paid:

30 June 2017 £ 000

90,000 (2016 - 90,000) ordinary shares of £1 each

# 11. IMMEDIATE AND ULTIMATE PARENT UNDERTAKING

The immediate parent undertaking of the company is Diageo Great Britain Limited, a company incorporated and registered in England.

The ultimate parent undertaking of the company is Diageo plc which is the ultimate controlling party of the Diageo group. Diageo plc is incorporated and registered in England. The consolidated financial statements of Diageo plc can be obtained from the registered office at Diageo, Lakeside Drive, Park Royal, London, NW10 7HQ.