

**Registered number: 00375793**

**Church & Dwight UK Limited**

**Annual Report and Financial Statements  
For the year ended 31 December 2015**



## **Church & Dwight UK Limited**

### **Annual report and financial statements for the year ended 31 December 2015**

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## **Church & Dwight UK Limited**

### **Annual report and financial statements for the year ended 31 December 2015**

#### **Officers and professional advisers**

##### **Directors**

M Robinsohn  
R Dancy  
S Cugine  
D J Upton

##### **Secretary**

D J Upton

##### **Registered Office**

Wear Bay Road  
Folkestone  
Kent  
CT19 6PG

##### **Bankers**

Lloyds TSB Bank plc  
Folkestone  
Kent

##### **Solicitors**

CMS Cameron McKenna  
Mitre House  
160 Aldersgate Street  
London  
EC1A 4DD

##### **Independent auditor**

Deloitte LLP  
Chartered Accountants  
Crawley

# **Church & Dwight UK Limited**

## **Strategic report**

### **Review of the business**

The Company is a wholly owned subsidiary of Church & Dwight Co. Inc., a US corporation listed on the NYSE and operates as part of the Group's International Consumer Products division and Global Supply Chain Operations.

The Company's principal activities are the manufacture and sale of toiletry products in the UK, Europe, Middle East and other parts of the world. The company sells to the consumer products sector and to other Group businesses.

Church & Dwight Co. Inc. continues to invest in research and development as part of the product development cycle and establishment of new products. Research and development facilities are utilised principally in the UK, USA and France. The directors regard research and development investment as necessary to secure the continuing success of the business and its brands.

### **Key Performance Indicators**

As shown in the Statement of Comprehensive Income on page 8, the Company's performance has continued to improve year on year. Turnover has increased by 10.9% and operating profit has increased by 7.5%. These are key performance indicators by which the Company measures its performance. The Balance Sheet on page 9 shows that the Company remains in a strong position in terms of net assets and cash.

### **Financial position and going concern**

Throughout the financial year the company met its day to day working capital requirements through cash generated from operations. The Company does not rely on external finance and loans. The Company continues to be profitable and had net assets of £42m at 31 December 2015. The directors have reviewed the Company's future working capital and cash requirements and revenue projections for the 12 months from the date of signing the accounts, the sensitivities of which have been reviewed against the current uncertain economic environment. They are of the opinion that the forecasts, which take account of possible changes in trading performance in the current uncertain economic environment, show that the company should be able to operate within its current level of cash and working capital, without the requirement for any external finance. Accordingly the directors continue to adopt the going concern basis in preparing the financial statements.

### **Principal risks and uncertainties**

Competitive trading conditions in the UK and Europe are putting pressure on certain brands which could lead to a loss of revenue. The Company manages this risk by marketing a broad product range across many countries and maintaining strong relationships with customers.

Following the UK's decision to leave the European Union ('Brexit'), there will be additional uncertainty in regards to risk. The situation is still uncertain for the Company at this point of time, but steps will be taken to mitigate any potential risks that may occur.

### **Currency risk**

The Company sells in a variety of overseas currencies, including the US Dollar and the Euro and is exposed to fluctuations in exchange rates. The Group's treasury function is responsible for managing this risk.

### **Credit risk**

The Company's principal financial assets are bank balances and cash, trade and other receivables. The Company's credit risk is primarily attributable to its trade receivables and the amounts presented in the balance sheet are net of allowances for doubtful receivables. An allowance for impairment is made where there is an identified loss event which, based on previous experience, is evidence of a reduction in the recoverability of the cash flows.

## **Church & Dwight UK Limited**

### **Strategic report**

There is no significant concentration of credit risk in the balance sheet with exposure spread over a large number of counterparties and customers. Any risk to export receivables is mitigated by a credit insurance policy.

The directors are aware of the risk to cash funds deposited with banks and monitor the credit ratings of the banks they deposit with on a regular basis. Should the ratings deteriorate, then the directors will seek alternative institutions with which to deposit funds.

Group risks are discussed in the Group's annual report and filings which do not form part of this report.

#### ***Liquidity risk***

In order to maintain liquidity to ensure that sufficient funds are available for ongoing operations and future developments, the company uses a mixture of long-term and short-term debt finance.

Further details regarding liquidity risk can be found in the accounting policies within the financial statements.

Group Risks are discussed in the Group's annual report and filings which do not form part of this report.

#### **Future developments**

The Company will continue to operate in its market in the UK and overseas, and will seek to take advantage of expansion opportunities wherever it sees fit.

The directors expect the general level of activity to increase and improve brand performance domestically and international expansion of products in export markets.

Details of significant events since the balance sheet date are contained in note 17 to the financial statements.

Approved by the Board and signed on its behalf by:



D J Upton  
Secretary

28 September 2016

#### **Registered office**

Wear Bay Road  
Folkestone  
Kent  
CT19 6PG

## **Church & Dwight UK Limited**

### **Directors' report**

The directors present their annual report on the affairs of the Company, together with the financial statements and auditor's report, for the year ended 31 December 2015.

#### **Future developments and events after the balance sheet date**

Details of future developments and events that have occurred after the balance sheet date can be found in the Strategic Report on page 2 and form part of this report by cross-reference.

#### **Principal activities**

The Company's principal activities are the manufacture and sale of toiletry and household products in the UK, Europe, Middle East and other parts of the world. The Company sells to the consumer products sector and to other group businesses.

#### **Suppliers**

The Company does not follow any formal code or standard on payment practice. The Company recognises the importance of maintaining good business relationships with its suppliers and settles their invoices within agreed terms unless there are good reasons not to do so. The average number of days' credit taken on the outstanding balance at the year-end is 67.1 (2014: 63.6).

#### **Environment**

The Company recognises the importance of its environmental responsibilities and implements policies to reduce the impact of company activities. Initiatives include the safe disposal of manufacturing waste, recycling and reducing energy consumption.

#### **Research and development**

During 2015, the company's ongoing projects to develop products and production facilities continued according to plan.

#### **Going concern**

The directors have a reasonable expectation that the Company has adequate resources to continue in operational existence for the foreseeable future. Thus they continue to adopt the going concern basis in preparing the annual financial statements.

Further details regarding the adoption of the going concern basis can be found in the accounting policies within the financial statements.

#### **Dividends**

The directors paid no dividend in 2015 (2014 - £nil). No final dividend is proposed.

#### **Directors**

The directors, who served throughout the year except as noted, were as follows:

B Bomhard  
S Cugine  
D J Upton

B Bomhard resigned from the company on 4 January 2016. R Dancy was appointed as director on the same day. M Robinson was appointed on 10 June 2016 as B Bomhard's direct replacement.

#### **Directors' indemnities**

The Company has made qualifying third party indemnity provisions for the benefit of its directors which were made during the year and remain in force at the date of this report.

## **Church & Dwight UK Limited**

### **Directors' report**

#### **Disabled employees**

Applications for employment by disabled persons are always fully considered, bearing in mind the 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 that appropriate training is arranged. It is the policy of the Company that the training, career development and promotion of disabled persons should, as far as possible, be identical to that of other employees.

#### **Employee consultation**

Details of the number of employees and related costs can be found in note 5 to the financial statements.

The Company places considerable value on the involvement of its employees and has continued to keep them informed on matters affecting them as employees and on the various factors affecting the performance of the Company. This is achieved through regular briefings plus an annual business review. Employee representatives are consulted regularly on a wide range of matters affecting their current and future interests. All employees receive an annual bonus related to the overall profitability of the Company.

#### **Auditor**

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

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

This confirmation is given and should be interpreted in accordance with the provisions of s418 of the Companies Act 2006.

A resolution to reappoint Deloitte LLP will be proposed at the forthcoming Annual General Meeting.

Approved by the Board and signed on its behalf by:

  
D J Upton  
Secretary

28 September 2016

#### **Registered office**

Wear Bay Road  
Folkestone  
Kent  
CT19 6PG

## **Church & Dwight UK Limited**

### **Directors' responsibilities statement**

The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards 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 these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting 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.

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



## **Independent auditor's report to the members of Church & Dwight UK Limited**

We have audited the financial statements of Church & Dwight UK Limited for the year ended 31 December 2015 which comprise the Statement of Comprehensive Income, the Balance Sheet, the Statement of Changes in Equity and the related notes 1 to 20. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland".

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.

### **Respective responsibilities of directors and auditor**

As explained more fully in the Directors' Responsibilities Statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

### **Scope of the audit of the financial statements**

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the Company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the annual report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

### **Opinion on financial statements**

In our opinion the financial statements:

- give a true and fair view of the state of the Company's affairs as at 31 December 2015 and of its profit for the year 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.

### **Opinion on other matter prescribed by the Companies Act 2006**

In our opinion the information given in the Strategic Report and the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

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

We have nothing to report in respect of the following matters where 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.

*William Farren*

William Farren FCA (Senior Statutory Auditor)  
for and on behalf of Deloitte LLP  
Chartered Accountants and Statutory Auditor  
Crawley, United Kingdom

28 September 2016

## Church & Dwight UK Limited

### Statement of Comprehensive Income For the year ended 31 December 2015

	Note	2015 £'000	Restated 2014 £'000
<b>Turnover</b>	<b>3</b>	<b>91,984</b>	<b>82,955</b>
<b>Cost of sales</b>		<b>(59,235)</b>	<b>(55,001)</b>
<b>Gross profit</b>		<b>32,749</b>	<b>27,954</b>
 Administrative expenses		 (2,920)	 (2,215)
Distribution expenses		(21,488)	(18,087)
Other operating income		176	426
Research and Development Credit for prior financial years		163	-
<b>Operating profit</b>		<b>8,680</b>	<b>8,078</b>
 Interest receivable		 42	 23
 <b>Profit on ordinary activities before taxation</b>	<b>4</b>	 <b>8,722</b>	 <b>8,101</b>
Tax on profit on ordinary activities	7	(1,332)	(1,762)
<b>Profit for the financial year</b>		<b>7,390</b>	<b>6,339</b>
 <b>Other comprehensive income</b>			
Actuarial loss relating to the pension scheme	16	(1,484)	(1,432)
Deferred tax attributable to actuarial loss		-	286
 <b>Total comprehensive income for the financial year</b>		 <b>5,906</b>	 <b>5,193</b>

All activities derive from continuing activities.

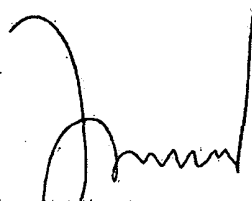
# Church & Dwight UK Limited

## Balance Sheet

For the year ended 31 December 2015

	Note	2015 £'000	2014 £'000
<b>Fixed assets</b>			
Intangible assets	8	123	178
Tangible assets	9	<u>15,632</u>	<u>13,708</u>
		<u>15,755</u>	<u>13,886</u>
<b>Current assets</b>			
Stocks	10	13,530	12,623
Debtors	11	17,800	15,144
Cash at bank and in hand		<u>13,904</u>	<u>10,859</u>
		<u>45,234</u>	<u>38,626</u>
<b>Creditors: amounts falling due within one year</b>	12	(18,520)	(16,437)
<b>Net current assets</b>		<u>26,714</u>	<u>22,189</u>
<b>Total assets less current liabilities</b>		42,469	36,075
<b>Provisions for liabilities</b>	13	(513)	(25)
<b>Net assets</b>		<u>41,956</u>	<u>36,050</u>
<b>Capital and reserves</b>			
Called up share capital	14	901	901
Share premium account		5,023	5,023
Profit and loss account		36,032	30,126
<b>Equity shareholders' funds</b>		<u>41,956</u>	<u>36,050</u>

The financial statements of Church & Dwight UK Limited (registered number 375793) were approved by the board of directors and authorised for issue on behalf by: 28/9/2016. They were signed on its

  
M Robinson  
Director

## Church & Dwight UK Limited

### Statement of Changes in Equity For the year ended 31 December 2015

	Called up share capital £'000	Share premium account £'000	Profit and Loss account £'000	Total £'000
<b>At 31 December 2013 as previously stated</b>	901	5,023	24,933	30,857
<b>At 1 January 2014 as restated</b>	901	5,023	24,933	30,857
Profit for the financial year	-	-	6,339	6,339
Net actuarial loss	-	-	(1,146)	(1,146)
<b>At 31 December 2014</b>	901	5,023	30,126	36,050
Profit for the financial year	-	-	7,390	7,390
Net actuarial loss	-	-	(1,484)	(1,484)
<b>At 31 December 2015</b>	<b>901</b>	<b>5,023</b>	<b>36,032</b>	<b>41,956</b>

## **Church & Dwight UK Limited**

### **Notes to the financial statements** **For the year ended 31 December 2015**

#### **1. Accounting policies**

The principal accounting policies are summarised below. They have all been applied consistently throughout the year and to the preceding year.

The financial statements are prepared in accordance with applicable United Kingdom accounting standards.

##### ***a. General information and basis of accounting***

###### **Accounting convention**

Church & Dwight UK Limited is a company incorporated in the United Kingdom under the Companies Act. The address of the registered office is given on page 1. The nature of the group's operations and its principal activities are set out in the strategic report on page 2.

The financial statements have been prepared under the historical cost convention, modified to include certain items at fair value, and in accordance with Financial Reporting Standard 102 (FRS 102) issued by the Financial Reporting Council.

The prior year financial statements were restated for material adjustments on adoption of FRS 102 in the current year. For more information see note 20.

The functional currency of Church & Dwight UK Limited is considered to be pounds sterling because that is the currency of the primary economic environment in which the Company operates.

Church & Dwight UK Limited meets the definition of a qualifying entity under FRS 102 and has therefore taken advantage of the disclosure exemptions available to it in respect of its separate financial statements, which are presented alongside the consolidated financial statements. Exemptions have been taken in relation to share-based payments, financial instruments, presentation of a cash flow statement and remuneration of key management personnel.

##### ***b. Going concern***

The company's business activities together with the factors likely to affect its future development, performance and position are set out in the business review in the Strategic report. The Strategic report further describes the company's financial risk, liquidity position, borrowing facilities, management objectives and its exposure to credit and currency risk.

The directors have reviewed future working capital and cash requirements and revenue projections for the next 12 months from the date of signing the accounts and are confident that the company has sufficient cash resources to meet liabilities as they fall due, without the requirement for external sources of finance.

Having regard to the above, the directors are of the opinion that, at the time of approving the financial statements, there is 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.

##### ***c. Intangible assets – research and development***

###### **Research and development**

Research expenditure is written off as incurred. Development expenditure is also written off, except where the directors are satisfied as to the technical, commercial and financial viability of individual projects. In such cases, the identifiable expenditure is capitalised as an intangible asset and amortised over the period during which the Group is expected to benefit. This period is between three and five years. Provision is made for any impairment.

## Church & Dwight UK Limited

### Notes to the financial statements

For the year ended 31 December 2015

#### 1. Accounting policies (continued)

##### **d. Intangible assets – concessions, licences and trademarks**

Concessions, licences and trademarks purchased by the company prior to the introduction of Financial Reporting Standard 102 are amortised over a period of 10 - 20 years. Following the introduction of FRS 102, the useful economic life is still considered to be 10 - 20 years. The intangibles can be accurately measured as they follow the lifecycle of the product and the assets have continued to perform in accordance with the original plan. Concessions, licences and trademarks acquired since 1997 together with non-competitive covenants and other intangibles are amortised over 20 years. The company uses a discounted future cash flow method of valuation.

##### **e. Tangible fixed assets**

Tangible fixed assets are stated at cost or valuation, net of depreciation and any provision for impairment. Depreciation is provided on all tangible fixed assets, other than freehold land and assets in the course of construction, at rates calculated to write off the cost or valuation, less estimated residual value, of each asset on a straight-line basis over its expected useful life, as follows:

Freehold buildings	4% per annum
Fixtures and fittings	10% - 14%
Plant and machinery	6% - 20%

Residual value represents the estimated amount which would currently be obtained from disposal of an asset, after deducting estimated costs of disposal, if the asset were already of the age and in the condition expected at the end of its useful life.

##### **f. Stocks**

Stocks are stated at the lower of cost and estimated selling price less costs to sell, which is equivalent to the net realisable value. For work-in-progress and finished goods manufactured by the company, cost includes materials, direct labour and an attributable proportion of manufacturing overheads based on normal levels of activity. Cost is calculated using the FIFO (first-in, first-out) method. Provision is made for obsolete, slow-moving or defective items where appropriate.

##### **g. Impairment of assets**

Assets, other than those measured at fair value, are assessed for indicators of impairment at each balance sheet date. If there is objective evidence of impairment, an impairment loss is recognised in profit or loss as described below.

An asset is impaired where there is objective evidence that, as a result of one or more events that occurred after initial recognition, the estimated recoverable value of the asset has been reduced. The recoverable amount of an asset is the higher of its fair value less costs to sell and its value in use.

Where indicators exist for a decrease in impairment loss, the prior impairment loss is tested to determine reversal. An impairment loss is reversed on an individual impaired asset to the extent that the revised recoverable value does not lead to a revised carrying amount higher than the carrying value had no impairment been recognised. Where a reversal of impairment occurs in respect of a CGU, the reversal is applied first to the assets (other than goodwill) of the CGU on a pro-rata basis and then to any goodwill allocated to that CGU.

## **Church & Dwight UK Limited**

### **Notes to the financial statements**

**For the year ended 31 December 2015**

#### ***h. Taxation***

Current tax is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events that result in an obligation to pay more tax in the future or a right to pay less tax in the future have occurred at the balance sheet date. Timing differences are differences between the Company's taxable profits and its results as stated in the financial statements that arise from the inclusion of gains and losses in tax assessments in periods different from those in which they are recognised in the financial statements.

Unrelieved tax losses and other deferred tax assets are recognised only to the extent that, on the basis of all available evidence, it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted.

Deferred tax is measured using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date that are expected to apply to the reversal of the timing difference. Deferred tax relating to property, plant and equipment measured using the revaluation model and investment property is measured using the tax rates and allowances that apply to sale of the asset.

Where items recognised in other comprehensive income or equity are chargeable to or deductible for tax purposes, the resulting current or deferred tax expense or income is presented in the same component of comprehensive income or equity as the transaction or other event that resulted in the tax expense or income.

Current tax assets and liabilities are offset only when there is a legally enforceable right to set off the amounts and the Company intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

#### ***i. Turnover***

Turnover represents the amounts derived from the provision of goods and services to customers during the year.

Turnover is stated net of VAT and trade discounts and is recognised when the significant risks and rewards are considered to have been transferred to the buyer. Turnover from the sale of goods is recognised when the goods are physically delivered to the customer.

#### ***j. Foreign currency***

Transactions in foreign currencies are recorded using the rate of exchange ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated using the rate of exchange ruling at the balance sheet date and the gains or losses on translation are included in the profit and loss account in the period in which they arise.

#### ***k. Leases***

Rentals under operating leases are charged on a straight-line basis over the lease term, even if the payments are not made on such a basis. Benefits received and receivable as an incentive to sign an operating lease are similarly spread on a straight-line basis over the lease term.

#### ***l. Borrowing costs***

Borrowing costs which are directly attributable to the construction of tangible fixed assets are capitalised as part of the cost of those assets. The commencement of capitalisation begins when both finance costs and expenditures for the asset are being incurred and activities that are necessary to get the asset ready for use are in progress. Capitalisation ceases when substantially all the activities that are necessary to get the asset ready for use are complete.

## **Church & Dwight UK Limited**

### **Notes to the financial statements** **For the year ended 31 December 2015**

#### **m. Employee Benefits - Pension costs**

For defined benefit schemes the amounts charged to operating profit are the current service costs and gains and losses on settlements and curtailments. They are included as part of staff costs. Past service costs are recognised immediately in the profit and loss account if the benefits are vested. If the benefits have not vested immediately, the costs are recognised over the period until vesting occurs. The interest cost and the expected return on assets are shown as a net amount of other finance costs or credits adjacent to interest. Actuarial gains and losses are recognised immediately in the statement of total recognised gains and losses.

Defined benefit schemes are funded, with the assets of the scheme held separately from those of the group, in separate trustee administered funds. Pension scheme assets are measured at fair value and liabilities are measured on an actuarial basis using the projected unit method and discounted at a rate equivalent to the current rate of return on a high quality corporate bond of equivalent currency and term to the scheme liabilities. The actuarial valuations are obtained at least triennially and are updated at each balance sheet date. The resulting defined benefit asset or liability, net of the related deferred tax, is presented separately after other net assets on the face of the balance sheet.

The defined benefit schemes closed to new entrants on 31 December 2010. Accordingly the company supports an approved defined contribution scheme and contributes on a matching basis up to 9% of eligible earnings. The actual cost charged to the profit and loss account for the year to 31 December 2015 of £504,474 (2014 - £431,324) represents amounts payable to the scheme for the year then ended. There are no outstanding contributions (2014 – £nil) at the balance sheet date.



## **Church & Dwight UK Limited**

### **Notes to the financial statements**

For the year ended 31 December 2015

#### **2. Critical accounting judgements and key sources of estimation uncertainty**

In the application of the Company's accounting policies, which are described in note 1, the directors are required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. 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 if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

##### **Critical judgements in applying the Company's accounting policies**

The following are the critical judgements that the directors have made in the process of applying the Company's accounting policies and that have the most significant effect on the amounts recognised in the financial statements.

##### **Revenue recognition**

With certain individual export customers, the company will make a judgement on when to recognise revenue based on the expected arrival time of the products. This is provided by the shipping company and the recognition may have to be estimated due to reliability issues of the shipping company, adverse weather conditions and external influences that may affect the shipping.

The majority of the export revenue will be recognised once confirmation has been received by the shipping company on when the goods have arrived at their destination.

##### **Customer rebates**

The company provides standard rebates depending on a variant of circumstances. The estimated standard rebate costs are accounted for by accruing costs based on regular reviews of the customers' sales.

The estimation is based on the number of sales that the customers are expected to make and the appropriate adjustment is made, once actuals are received.

The directors review these estimates on an ongoing basis and any revisions are recognised in the period.

##### **Pension**

The cost of defined benefit pension plans are determined using actuarial valuations. The actuarial valuation involves making assumptions about discount rates, future salary increases, mortality rates and future pension increases.

Due to the complexity of the valuation, the underlying assumptions and the long term nature of the plans, there will be increased uncertainty in regards to the estimates.

Mortality rates are based on publicly available mortality tables for the UK. Any salary increases and pension increases are based on expected future inflation rates.

Further details are given in note 16.

## Church & Dwight UK Limited

### Notes to the financial statements (continued) For the year ended 31 December 2015

#### 3. Turnover

An analysis of the Group's turnover by geographical markets is set out below:

	2015 £'000	2014 £'000
<b>By geographical market:</b>		
United Kingdom	49,523	47,143
Mainland Europe	25,549	20,479
Middle East	5,270	4,739
Rest of the world	11,842	10,594
	<u>91,984</u>	<u>82,955</u>

All turnover is derived from the company's principal activities.

#### 4. Profit on ordinary activities before taxation

Profit on ordinary activities before taxation is stated after charging/(crediting):

	2015 £'000	2014 £'000
Depreciation of tangible fixed assets (note 9)	1,338	1,004
Amortisation of concessions, licenses and trademarks	55	55
Exchange gains	(62)	(326)
Research and development	58	28
Rentals payable under operating leases		
- hire of plant and machinery	144	141
- hire of other assets	686	726
	<u>686</u>	<u>726</u>

Amortisation of intangible assets is included in administrative expenses.

## Church & Dwight UK Limited

### Notes to the financial statements (continued)

For the year ended 31 December 2015

#### 4. Profit on ordinary activities before taxation (continued)

The analysis of the auditor's remuneration is as follows:

	2015 £'000	2014 £'000
Fees payable to the company's auditor and its associates for the audit of the company's annual accounts	87	80
<b>Total audit fees</b>	<b>87</b>	<b>80</b>

#### 5. Staff numbers and costs

The average monthly number of employees (including executive directors) was:

	2015 Number	2014 Number
Marketing	24	15
Sales	23	20
Administration	25	23
Manufacturing	198	222
R&D/Product development	22	16
	<b>292</b>	<b>296</b>

Their aggregate remuneration comprised:

	2015 £'000	2014 £'000
Wages and salaries (including £7,000 (2014 - £383,000) in respect of termination payments)	9,174	9,681
Social security costs	921	931
Other pension costs	504	431
	<b>10,599</b>	<b>11,043</b>

Pension costs include the service costs of the defined benefit pension scheme charged to operating profit. The pension costs exclude interest costs, expected return on assets and actuarial gains and losses.

Certain employees of the company hold equity settled share options in Church & Dwight Inc.

Other pension costs' includes only those items included within operating costs. Items reported elsewhere have been excluded.

## Church & Dwight UK Limited

### Notes to the financial statements (continued)

For the year ended 31 December 2015

#### 6. Directors' remuneration and transactions

	2015 £'000	2014 £'000
<b>Directors' remuneration</b>		
Emoluments	258	199
Company contributions to money purchase pension schemes	34	26
	<u>292</u>	<u>225</u>
	<b>Number</b>	<b>Number</b>
The number of directors who are members of a money purchase scheme	2	2
	<b>2015</b>	<b>2014</b>
<b>Remuneration of the highest paid director:</b>		
Emoluments	143	96
Company contributions to money purchase schemes	<u>26</u>	<u>21</u>

The highest paid director did not exercise any share options in the year.

No directors are members of the Church & Dwight UK Limited Defined Benefit Pension Schemes (the Church & Dwight UK Limited Retirement Benefits Plan (Main Plan) and the Church & Dwight UK Limited Senior Executive Plan (Senior Executive Plan)).

## Church & Dwight UK Limited

### Notes to the financial statements (continued)

For the year ended 31 December 2015

#### 7. Tax on profit on ordinary activities

The tax charge comprises:

	2015 £'000	2014 £'000
<b>Current tax on profit on ordinary activities</b>		
UK corporation tax at 20.25% (2014 - 21.5%) based on the profit for the year	1,043	993
Adjustments in respect of prior periods	(199)	(50)
<b>Total current tax</b>	<b>844</b>	<b>943</b>
<b>Deferred tax</b>		
Origination and reversal of timing differences	431	857
Current year tax timing differences	(62)	(38)
Adjustment in respect of prior periods	119	-
<b>Total deferred tax</b>	<b>488</b>	<b>819</b>
<b>Total tax on profit on ordinary activities</b>	<b>1,332</b>	<b>1,762</b>

The standard rate of corporation tax in the UK changed from 21% to 20% with effect from 1 April 2015. Accordingly the company's profits for this accounting period are taxed at an effective rate of 20.25% (2014: 21.5%).

A reduction in the UK corporate tax rate to 19% was substantively enacted on 26 October 2015 and will be effective from 1 April 2017. A further reduction to 18%, effective 1 April 2020, was substantively enacted on the same date.

## Church & Dwight UK Limited

### Notes to the financial statements (continued)

For the year ended 31 December 2015

#### 7. Tax on profit on ordinary activities (continued)

The difference between the total tax charge shown above and the amount calculated by applying the standard rate of UK corporation tax to the profit before tax is as follows:

	2015 £'000	2014 Restated £'000
Profit on ordinary activities before taxation	<u>8,722</u>	<u>8,101</u>
Tax on profit on ordinary activities at standard UK corporation tax of 20.25% (2014 - 21.50%). The differences are explained below:	1,766	1,741
Expenses not deductible	60	119
Research and development expenditure credit	(33)	-
Adjustment from previous periods	(81)	(50)
Tax rate changes	(62)	(38)
Share options	(18)	(10)
Pension contribution	(300)	-
<b>Total tax</b>	<u><b>1,332</b></u>	<u><b>1,762</b></u>

#### 8. Intangible fixed assets

	Concessions, licenses and trademarks £'000	Other £'000	Total £'000
<b>Cost</b>			
At 1 January 2015 and at 31 December 2015	<u>4,035</u>	<u>91</u>	<u>4,126</u>
<b>Amortisation</b>			
At 1 January 2015	3,873	75	3,948
Charge for the year	55	-	55
At 31 December 2015	<u>3,928</u>	<u>75</u>	<u>4,003</u>
<b>Net book value</b>			
At 31 December 2015	<u>107</u>	<u>16</u>	<u>123</u>
At 31 December 2014	<u>162</u>	<u>16</u>	<u>178</u>

## Church & Dwight UK Limited

### Notes to the financial statements (continued)

For the year ended 31 December 2015

#### 9. Tangible fixed assets

	Land and buildings		Plant, machinery, fixtures and fittings	Assets in the course of construction	Total
	Freehold land £'000	Freehold buildings £'000	£'000	£'000	£'000
<b>Cost or valuation</b>					
At 1 January 2015	32	2,014	19,629	2,766	24,441
Additions	-	44	365	2,851	3,260
Transfers	-	-	2,648	(2,648)	-
At 31 December 2015	<u>32</u>	<u>2,058</u>	<u>22,642</u>	<u>2,969</u>	<u>27,701</u>
At 1 January 2015	-	1,178	9,555	-	10,733
Charge for the year	-	43	1,293	-	1,336
At 31 December 2015	<u>-</u>	<u>1,221</u>	<u>10,848</u>	<u>-</u>	<u>12,069</u>
<b>Net book value</b>					
At 31 December 2015	<u>32</u>	<u>837</u>	<u>11,794</u>	<u>2,969</u>	<u>15,632</u>
At 31 December 2014	<u>32</u>	<u>836</u>	<u>10,074</u>	<u>2,766</u>	<u>13,708</u>

No leased assets are included within fixed asset values at the year end.

## Church & Dwight UK Limited

### Notes to the financial statements (continued) For the year ended 31 December 2015

#### 10. Stocks

	2015 £'000	2014 £'000
Raw materials and consumables	4,031	5,223
Work-in-progress	544	398
Finished goods and goods for resale	8,955	7,002
	<u>13,530</u>	<u>12,623</u>

#### 11. Debtors

	2015 £'000	2014 £'000
<b>Amounts falling due within one year:</b>		
Trade debtors	12,292	10,287
Amounts owed by Group undertakings	2,335	2,260
Other debtors	2,828	2,167
Prepayments and accrued income	342	430
Corporation tax	3	-
	<u>17,800</u>	<u>15,144</u>

#### 12. Creditors - amounts falling due within one year

	2015 £'000	2014 £'000
Trade creditors	11,669	10,110
Amounts owed to Group undertakings	954	1,239
Corporation tax	-	274
Other taxation and social security	237	182
Deferred income	-	717
Accruals	5,660	3,915
	<u>18,520</u>	<u>16,437</u>



## Church & Dwight UK Limited

### Notes to the financial statements (continued) For the year ended 31 December 2015

#### 13. Provisions for liabilities

##### Deferred taxation

	Total £'000
At 1 January 2015	25
Charged to profit and loss account	488
<b>At 31 December 2015</b>	<b>513</b>

Amounts provided in the accounts for deferred taxation are as follows:

	2015 £'000	2014 £'000
Difference between accumulated depreciation and amortisation and capital allowances	513	25
<b>Provision for deferred tax</b>	<b>513</b>	<b>25</b>

A reduction in the UK corporate tax rate to 19% was substantively enacted on 26 October 2015 and will be effective from 1 April 2017. A further reduction to 18%, effective 1 April 2020, was substantively enacted on the same date. Deferred tax has been recognised at 18% as this is the rate expected to apply when timing differences reverse.

##### Defined benefit scheme liability

The provision for the defined benefit scheme liability is set out in note 16.

## Church & Dwight UK Limited

### Notes to the financial statements (continued)

For the year ended 31 December 2015

#### 14. Called - up share capital

	2015 £'000	2014 £'000
<b>Allotted, called up and reserves</b>		
901,000 ordinary shares of £1 each (2014 - 901,000)	<u>901</u>	<u>901</u>

#### 15. Financial commitments

Capital commitments are as follows:

	2015 £'000	2014 £'000
Contracted for but not provided relating to outstanding orders due to timing	1,459	52
	<u>1,459</u>	<u>52</u>

The capital commitments relate to purchase orders outstanding for assets under construction. There is a contingent liability relating to one bond in favour of HM Revenue and Customs totalling £17,000 (2014 - £17,000). This covers a VAT and Deferment arrangement that is in place with HM Revenue and Customs. The bank will cover any defaulted payment should the amount of Duty and VAT be more than the bond amount.

Total contracted payments under non-cancellable operating leases are as follows:

	2015		2014	
	Land and buildings £'000	Other £'000	Land and buildings £'000	Other £'000
- within one year	561	231	561	198
- between two and five years	1,667	370	1,836	275
- after five years	2,561	-	2,968	-
	<u>4,789</u>	<u>601</u>	<u>5,365</u>	<u>473</u>

## **Church & Dwight UK Limited**

### **Notes to the financial statements (continued)**

For the year ended 31 December 2015

#### **16. Retirement benefit schemes**

The company operates two funded pension schemes namely the Church & Dwight UK Limited Defined Benefit Pension Schemes (the Church & Dwight UK Limited Retirement Benefits Plan (Main Plan) and the Church & Dwight UK Limited Senior Executive Plan (Senior Executive Plan)).

For the most recent valuation of the Main Plan, as at 29 February 2012, the Attained Age Method was used. At this valuation the Plan showed a deficit of £6.2 million at the valuation date based on the assumptions made for calculating its technical provisions. This measure compares the Plan's assets with the value of the past service benefits at 29 February 2012. It represents a funding level of 81% relative to the Plan's funding target.

The Senior Executive Plan was set up with effect from 1 November 1989 to provide additional benefits to senior employees in the Main Plan. The most recent valuation for the Senior Executive Plan, as at 29 February 2012, used the Attained Age Method. At this valuation the Plan showed a deficit of £2.5 million at the valuation date based on the assumptions made for calculating its technical provisions. This measure compares the Plan's assets with the value of the past service benefits at 29 February 2012. It represents a funding level of 66% relative to the Plan's funding target.

In order to comply with the disclosures requirements of section 28 of FRS 102, the following information in respect of the Church & Dwight UK Limited Defined Benefit Pensions Schemes (the Church & Dwight UK Limited Retirement Benefits Plan ("Main Plan") and the Church & Dwight UK Limited Senior Executive Plan ("Senior Executive Plan")) is presented as at 31 December 2015.

The "Main Plan" and "Senior Executive Plan" are now closed to new entrants (applicable from 31 December 2010). Accordingly, the company supports an approved stakeholder scheme and contributions on a matching basis up to 9% of eligible earnings.

The following amounts have been disclosed for the "Main Plan" and "Senior Executive Plan" on a combined basis. The valuations for both plans were updated to 31 December 2015 by a qualified actuary, taking into account the projected unit method as required by FRS 102. The projected unit method is an accrued benefits valuation method in which the scheme's liabilities make allowance for projected earnings.

## Church & Dwight UK Limited

### Notes to the financial statements (continued)

For the year ended 31 December 2015.

#### 16. Retirement benefit schemes (continued)

##### Present value of defined benefit obligation, fair value of assets and defined benefit asset

	31 December 2015 £'000	31 December 2014 £'000	31 December 2013 £'000
Fair value of plan assets	44,043	45,404	41,052
Present value of defined benefit obligation	40,545	44,769	40,439
Surplus in plan	3,498	635	613
Unrecognised surplus	3,498	635	728
Defined benefit liability to be recognised	-	-	(115)

##### Movements in the present value of defined benefit obligations were as follows;

	31 December 2015 £'000	31 December 2014 £'000
Benefit obligation at the beginning of the year	44,769	40,439
Interest cost	1,495	1,749
Actuarial (gains)/losses	(2,132)	4,548
Benefits paid	(3,587)	(1,172)
Liabilities extinguished on settlements	-	(795)
Benefit obligation at the end of the year	<u>40,545</u>	<u>44,769</u>

##### Movements in the fair value of plan assets were as follows;

	31 December 2015 £'000	31 December 2014 £'000
Fair value of plan assets at the beginning of the year	45,404	41,052
Interest income	1,512	1,796
Actuarial (losses)/gains	(770)	2,966
Contributions by the company	1,460	1,460
Benefits paid	(2,126)	(1,172)
Assets distributed on settlements	(1,437)	(698)
Fair value of plan assets at the end of the year	<u>44,043</u>	<u>45,404</u>

## Church & Dwight UK Limited

### Notes to the financial statements (continued)

For the year ended 31 December 2015

#### 16. Retirement benefit schemes (continued)

Amounts recognised in the profit and loss account in respect of these defined benefit schemes are as follows:

	31 December 2015 £'000 £	31 December 2014 £'000 £
Net interest cost	-	(10)
Plan introductions, changes, curtailments and settlements	24	97
	<u>24</u>	<u>87</u>

#### Detailed benefit costs recognised in other comprehensive income

	31 December 2015 £'000	31 December 2014 £'000
Return on plan assets (excluding amounts in net interest cost) - (loss)/gain	(770)	2,966
Experienced gains arising on plan liabilities	237	-
Effects of changes in the demographic and financial assumptions underlying the present value of the plan liabilities - gain/(loss)	1,895	(4,548)
Effects of changes in the amount of surplus that is not recoverable (excluding amounts included in net interest cost) - (loss)/gain	(2,846)	150
Actuarial loss recognised in other comprehensive income	<u>(1,484)</u>	<u>(1,432)</u>

The cumulative amount of actuarial net losses recognised in the statement of comprehensive income are £12,903,000 (2014 – £11,419,000).

#### The assets in the plans were:

	31 December 2015 £'000	Restated 31 December 2014 £'000	Restated 31 December 2013 £'000
Equities	14,129	13,962	1,564
Corporate Bonds	5,816	5,517	22,828
Gilts	12,912	14,363	4,126
Diversified Growth Funds	7,133	6,729	7,085
Property	3,227	2,940	3,701
Cash	1,026	1,893	1,748
Total market value of assets	<u>44,043</u>	<u>45,404</u>	<u>41,052</u>

## Church & Dwight UK Limited

### Notes to the financial statements (continued) For the year ended 31 December 2015

#### 16. Retirement benefit schemes (continued)

The most recent actuarial valuations of scheme assets and the present value of the defined benefit obligation were carried out at 31 December 2015 by JLT. The present value of the defined benefit obligation, the related current service cost and past service cost were measured using the projected unit credit method.

#### Assumptions

	31 December 2015 £'000	31 December 2014 £'000	31 December 2013 £'000
Discount rate	3.7%	3.4%	4.4%
Inflation - RPI	3.0%	3.0%	3.4%
Inflation - CPI	2.1%	2.1%	2.5%
Allowance for revaluation of deferred pensions of CPI or 5% p.a. if less	2.1%	2.1%	2.5%
Allowance for pension in payment increases of RPI or 5% p.a. if less	3.0%	3.0%	3.4%
Allowance for pension in payment increases of RPI or 5% p.a. if less, minimum 3% p.a.	3.0%	3.2%	3.6%
Allowance for commutation of pension for cash at retirement	No allowance	No allowance	No allowance

#### Weighted average life expectancy for mortality tables used to determine benefit obligations

	Valuation at	
	2015 years	2014 years
<b>Retiring today:</b>		
Males	23.0	23.0
Females	25.3	25.3
<b>Retiring in 20 years</b>		
Males	24.5	24.3
Females	27.0	26.8

#### Defined contribution schemes

The Group operates defined contribution retirement benefit schemes for all qualifying employees of its Manufacturing division in the UK. The total expense charged to profit or loss in the period ended 31 December 2015 was £504,074 (2014: £431,324).

## **Church & Dwight UK Limited**

### **Notes to the financial statements (continued)**

**For the year ended 31 December 2015**

#### **17. Subsequent events**

On 29 July 2016, Amkel Holding (Netherlands) B.V. ("the holding company") was liquidated and that as an operation of the liquidation process, the entire issued share capital was transferred to Church & Dwight Co. Inc. From this date, Church & Dwight UK Limited was wholly owned by Church & Dwight Co. Inc.

#### **18. Related party transactions**

The company has taken advantage of the exemption per Section 33.1A of FRS 102, extended to subsidiary undertakings 100% of whose voting rights are controlled within a group, where the consolidated financial statements of the group are publicly available. Accordingly no disclosure has been made of transactions with entities that are part of the group headed by Church & Dwight Co. Inc.

##### ***Other related party transactions***

The total remuneration for key management personnel for the period totalled £292k (2014: £225k), being remuneration disclosed in note 7.

#### **19. Ultimate parent company and controlling party**

Church & Dwight UK Limited was a wholly owned subsidiary of Amkel Company (Netherlands) BV ("the holding company") which in turn is a wholly owned subsidiary of Church & Dwight Co. Inc. Following liquidation of the holding company on the 29th July 2016, the company's immediate and ultimate parent undertaking and controlling party is Church & Dwight Co. Inc., incorporated in the state of Delaware, United States of America. The consolidated financial statements of this company are available to the public and may be obtained from 469 North Harrison Street, Princeton, New Jersey 08543-5297.

## Church & Dwight UK Limited

### Notes to the financial statements (continued)

For the year ended 31 December 2015

#### 20 Explanation of transition to FRS 102

This is the first year that the Company has presented its financial statements under Financial Reporting Standard 102 (FRS 102) issued by the Financial Reporting Council. The following disclosures are required in the year of transition. The last financial statements under previous UK GAAP were for the year ended 31 December 2014 and the date of transition to FRS 102 was therefore 1 January 2014. As a consequence of adopting FRS 102, net interest, plan introductions, changes, curtailments and settlement income/costs in regards to the defined benefit pension schemes are charged to the profit and loss account rather than through other comprehensive income and hence the change in disclosure.

#### *Reconciliation between previous UK GAAP and FRS 102*

	£'000
Equity Shareholders funds at 31 December 2014 under previous UK GAAP	36,050
Add: FRS 102 additional profit due to Defined Benefit Pension Schemes adjustment	70
Less: FRS 102 additional actuarial loss on Defined Benefit Pension Schemes adjustment	(70)
Equity Shareholders funds at 1 January 2014 under FRS 102	36,050
 Profit for the year ended 31 December 2014 under previous UK GAAP	 6,269
Add: FRS 102 adjustment on Defined Benefit Pension Schemes	70
Profit for the year ended 31 December 2014 under FRS 102	6,339