## **Frobishers Juices Limited**

Annual report and financial statements
Registered number 03738540
31 March 2018

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## **Company information**

Company registration number

03738540

**Directors** 

DM Pearce NS Sprague GP Holland IC Taylor A Clark S Carter

RJ Parsons (resigned 1st July 2017)

Secretaries

T Holland (resigned 30th June 2017) AS Sprague (resigned 1st July 2017)

Registered Office

6A Cranmere Court Matford Business Park

Exeter Devon EX2 8PW

**Bankers** 

The Royal Bank of Scotland

Vantage Point Woodwater Park Pynes Hill Exeter Devon EX2 5FD

Auditor

KPMG LLP
Plym House
3 Longbridge Road
Marsh Mills
Plymouth
Devon
PL6 8LT

## Directors' report

The directors present the directors' report and the financial statements for the year ended 31 March 2018.

#### Principal activities

The principal activity of the company continued to be that of the marketing and distribution of premium bottled fruit juices.

#### **Business** overview

The business focus is supplying a premium brand of bottled fruit and vegetable-based juices and juice drinks to both the high end on-trade and food service channels. We remain very much focused on our target A, B and C1 consumers and, as in previous years, have continued to increase overall case sales despite the continued decline of the on-trade sector. Production with our new co-packer was unfortunately delayed by a few weeks, resulting in a quantity of lost sales, however despite this set back our overall case sales volume increased year on year by 8.3%.

The vast majority of our raw materials continue to be purchased in either USD or EUR, and the on-going negotiations between the UK and the EU resulted in continued volatility in foreign exchange rates throughout the year, which on average fell below that of our budget expectations. Also, due to a very late frost in the main apple growing areas of central Europe in May 2017, we experienced an unprecedented cost increase (once in a generation) of apple juice, which is our second largest ingredient. The combination of these very different circumstances has impacted our gross margin, which fell from 40% in the prior year to 38.6%.

During the year the decision was taken to split the business from its ties to Cobell Ltd and have it operate independently. Following this the company moved into its own premises and made a number of investments to facilitate its further growth, specifically by increasing staff numbers and engaging in additional marketing and promotional activities. These investments have led to an increase in overheads during the year, but we feel have positioned the business for continued growth in the years to come.

Both the planned re-labelling of the Five Valley's cordial range and the product reformulation due to the implications of the government's sugar levy legislation were successfully implemented, with an increase in the year on year sales volume of the range of 13%.

Looking ahead at 2018/19 we plan to significantly invest in our branding with a view to re-launching the proposition to the trade towards the end of 2018. Budget expectations are to continue headline case growth by 15%, although gross margins expectations will likely remain under pressure for the reasons outlined above.

#### **Directors**

The following directors have held office since 1 April 2017 and up to the date of approval of these financial statements:

DM Pearce NS Sprague

GP Holland

IC Taylor

RJ Parsons (resigned 1st July 2017)

A Clark

S Carter

## Directors' report (continued)

#### **Basis of preparation**

The report of the directors has been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small companies, with reference to section 414B of the Companies Act 2006, an exemption has also been taken in relation to the preparation of a strategic report.

#### Disclosure of information to auditor

The directors who held office at the date of approval of this directors' report confirm that, so far as they are aware, there is no relevant audit information of which the Company's auditor is unaware; and the directors have 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 auditor is aware of that information.

#### Auditor

Pursuant to section 487 of the Companies Act 2006, the auditor will be deemed to be reappointed and KPMG LLP will therefore continue in office.

By order of the board

molence

**DM** Pearce

Director

6a Cranmere Court Matford Business Park Exeter EX2 8PW

13 December 2018

# Statement of directors' responsibilities in respect of the Directors' report and the financial statements

The directors are responsible for preparing 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 applicable law and Section 1A of FRS 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* (UK Generally Accepted Accounting Practice applicable to Smaller Entities).

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 year. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and 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 its financial statements comply with the Companies Act 2006. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the company and to prevent and detect fraud and other irregularities.



# Independent auditor's report to the members of Frobishers Juices Limited Opinion

We have audited the financial statements of Frobishers Juices Limited ("the company") for the year ended 31 March 2018 which comprise the profit & loss account, balance sheet, statement of changes in equity and related notes, including the accounting policies in note 1.

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 March 2018 and of its profit for the year then ended;
- have been properly prepared in accordance with UK accounting standards applicable to smaller entities, including Section 1A of FRS 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland*; 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 are described below. We have fulfilled our ethical responsibilities under, and are independent of the company in accordance with, UK ethical requirements including the FRC Ethical Standard. We believe that the audit evidence we have obtained is a sufficient and appropriate basis for our opinion.

#### Going concern

We are required to report to you if we have concluded that the use of the going concern basis of accounting is inappropriate or there is an undisclosed material uncertainty that may cast significant doubt over the use of that basis for a period of at least twelve months from the date of approval of the financial statements. We have nothing to report in these respects.

#### Directors' report

The directors are responsible for the directors' report. Our opinion on the financial statements does not cover this reports and we do not express an audit opinion thereon.

Our responsibility is to read the directors' report and, in doing so, consider whether, based on our financial statements audit work, the information therein is materially misstated or inconsistent with the financial statements or our audit knowledge. Based solely on that work:

- we have not identified material misstatements in the directors' report;
- in our opinion the information given in this report for the financial year is consistent with the financial statements; and
- in our opinion this report have been prepared in accordance with the Companies Act 2006.

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

Under the Companies Act 2006 we are required 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.
- the directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies exemption from the requirement to prepare a strategic report.

We have nothing to report in these respects.

14 December 2018

#### Directors' responsibilities

As explained more fully in their statement set out on page 4, the directors are responsible for: the preparation of the financial statements and for being satisfied that they give a true and fair view; 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; 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 they either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

#### Auditor's responsibilities

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 our opinion in an auditor's report. Reasonable assurance is a high level of assurance, but does not 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 aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

A fuller description of our responsibilities is provided on the FRC's website at www.frc.org.uk/auditorsresponsibilities.

## The purpose of our audit work and to whom we owe our responsibilities

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.

Ian Brokenshire (Senior Statutory Auditor)

for and on behalf of KPMG LLP, Statutory Auditor

Chartered Accountants

Plym House 3 Longbridge Road Plymouth PL6 8LT

## **Income Statement**

for the year ended 31 March 2018

	2018	2017
. Note	£.	£
Turnover Cost of sales	6,798,485 (4,176,426)	6,026,156 (3,612,933)
Gross profit Administrative expenses	2,622,059 (2,290,970)	2,413,223 (1,670,163)
Operating profit 2 Interest Receivable 5 Interest payable and similar charges 6	331,089 2,099 (4,949)	743,060 335
Profit on ordinary activities before taxation	328,239	743,395
Tax on profit on ordinary activities 7	(85,544)	(148,240)
Profit for the financial year	242,695	595,155

The results above all arose from continuing operations.

The company has no items of Other Comprehensive Income in the current or preceding year.

The note on pages 10 to 19 form part of these financial statements.

# Statement of Financial Position at 31 March 2018

ut 31 Nation 2010	Note		2018	·	2017
	Note	£	2016 £	£	£
Fixed assets		-	~	-	-
Investments	8		18,280		18,280
Tangible Assets	9		598,090		190,508
Intangible Assets	10		•		53,680
Current assets		, *			•
Inventories	15	1,046,855		1,293,401	
Debtors	11	1,329,477		1,183,326	
Cash at bank and in hand		555,281		303,928	
		2,931,613	•	2,780,655	
Creditors amounts fulling due within and your	12	(1.244.040)	٠	(1 201 000)	
Creditors: amounts falling due within one year	12	(1,344,040)		(1,381,888)	
Net current assets			1,587,573		1,398,767
		•			* *****
Total assets less current liabilities			2,203,944		1,661,235
Creditors: amounts falling due after more than one year	13		(300,013)		<u>.</u>
		٠.,	***************************************		<u>,</u>
Net assets			1,903,931		1,661,235
Capital and reserves					
Called up share capital	17		300,000		300,000
Profit and loss account			1,603,931		1,361,235
Shareholders' funds			1,903,931		1,661,235
					·

The notes on pages 10 to 19 form part of these financial statements.

These accounts have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime and in accordance with the provisions of FRS 102 Section 1 A – Small entities.

These financial statements were approved by the board of directors on 13 December 2018 and were signed on its behalf by:

**DM Pearce** Director

Interce

Company registered number: 3738540

# Statement of Changes in Equity For the year ended 31 March 2018

Tor the year ended 31 march 2010	Called up Share capital £	Profit and loss account	Total equity £
Balance at 1 April 2016	300,000	866,080	1,166,080
Total comprehensive income for the period: Profit or loss	-	595,155	595,155
	<del></del>	595,155	595,155
Contributions by and distributions to owners: Dividends		(100,000)	(100,000)
Balance at 31 March 2017	300,000	1,361,235	1,661,235
ł	Called up Share capital £	Profit and loss account	Total equity . £
Balance at 1 April 2017	300,000	1,361,235	1,661,235
Total comprehensive income for the period: Profit or loss		242,695	242,695
	_	242,695	242,695
Contributions by and distributions to owners:  Dividends	` -	-	-
Balance at 31 March 2018	300,000	1,603,931	1,903,931

#### Notes

#### (forming part of the financial statements)

#### 1 Accounting policies

Frobishers Juices Limited ("The Company") is a company limited by shares and incorporated, domiciled and registered in England.

#### Basis of preparation

These accounts have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime and in accordance with the provisions of Financial Reporting Standard 102 *The Financial Reporting Standard* applicable in the UK and Republic of Ireland ("FRS 102") Section 1 A – Small entities as updated in July 2017.

The presentation currency of these financial statements is sterling. All amounts in the financial statements have been rounded to the nearest £1.

The accounting policies set out below have, unless otherwise stated, been applied consistently to all periods presented in these financial statements. On first time adoption of FRS 102 Section 1A, the Company did not retrospectively change its accounting under old UK GAAP for derecognition of financial assets and liabilities before the date of transition or accounting estimates.

Judgements made by the directors, in the application of these accounting policies that have significant effect on the financial statements and estimates with a significant risk of material adjustment in the next year are discussed in note 2.1.

#### Cash and Cash Equivalents

Under S1A of FRS 102 the company is exempted from the requirement to prepare a Statement of Cashflows as it is a qualifying small company.

#### Turnover

Turnover represents amounts receivable for goods and services net of VAT and trade discounts.

#### Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows:

Plant and machinery 33% straight line Motor vehicles 33% straight line Freehold Property 4% straight line

## Freehold Property

During the year the net assets of a 6a Cranmere Court, were transferred to the Company at net book value. The cost of the investment in that freehold property reflected the underlying fair value of its market price at the time of acquisition. As part of this acquisition there was an agreement to continue the sublet of the ground floor building to Radio Exe for a period of 18 months

#### Goodwill

Goodwill is initially recognised at cost, capitalised and is being amortised over the finite assumed useful economic life of 10 years.

#### Leasing and hire purchase commitments

Assets obtained under hire purchase contracts and finance leases are capitalised as tangible assets and depreciated over the shorter of the lease term and their useful lives. Obligations under such agreements are included in creditors net of the finance charge allocated to future periods. The finance element of the rental payment is charged to the profit and loss account so as to produce a constant periodic rate of charge on the net obligation outstanding in each period.

Rentals payable under operating leases are charged against income on a straight line basis over the lease term.

#### **Basic Financial Instruments**

Trade and other debtors / creditors · · · ·

Trade and other debtors are recognised initially at transaction price less attributable transaction costs. Trade and other creditors are recognised initially at transaction price plus attributable transaction costs. Subsequent to initial recognition they are measured at amortised cost using the effective interest method, less any impairment losses in the case of trade debtors. If the arrangement constitutes a financing transaction, for example if payment is deferred beyond normal business terms, then it is measured at the present value of future payments discounted at a market rate of instrument for a similar debt instrument.

Interest-bearing borrowings classified as basic financial instruments

Interest-bearing borrowings are recognised initially at the present value of future payments discounted at a market rate of interest. Subsequent to initial recognition, interest-bearing borrowings are stated at amortised cost using the effective interest method, less any impairment losses.

#### Foreign currencies

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange ruling at the balance sheet date. All differences are taken to the profit and loss account.

#### Inventories

Inventory is valued at the lower of cost and net realisable value. Provision is made where necessary for obsolete, slow-moving and defective inventories.

#### Pensions

The company operates a defined contribution scheme for the benefit of its employees. Contributions payable are charged to the profit and loss account in the year they are payable.

#### Going concern

The directors have prepared the accounts under the going concern assumption as they believe that based on trading forecasts, and the support of group if required, that the company will have sufficient resources to support its ongoing trade.

#### **Taxation**

Tax on the profit or loss for the year comprises current and deterred 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.

Deferred tax is provided on timing differences which arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in the financial statements.

Deferred tax is provided in respect of the additional tax that will be paid or avoided on differences between the amount at which an asset (other than goodwill) or liability is recognised in a business combination and the corresponding amount that can be deducted or assessed for tax.

#### 2 Operating profit

· · · · · · · · · · · · · · · · · · ·		
	2018	2017
	£	£
Operating profit is stated after charging:		
Depreciation of tangible assets	112,161	79,282
Auditor's remuneration:		
- Audit of these financial statements	9,900	9,000
- Other services pursuant to taxation	3,300	3,300
Operating lease rentals	6,784	11,840
	•	
3 Staff information		
The following people were employed by the company during the year (inc	luding directors):	
The following people were employed by the company during the year (inc	2018	2017
``	No.	No.
•	140.	INO.
Directors	5	. 5
Selling and distribution	a a	9
Marketing	2	-
Admin	7	4
Aulilli		•
	•	
	23	18
The staff costs in relation to the above were:	_	_
	<b>£</b> .	£
Wages and salaries	847,137	704,469
Social security costs	113,842	79,160
Pension contributions	40,698	27,732
•		
	1.004.55	
	1,001,677	811,361
•		

#### 4 Directors Remuneration

During the period to 30 June 2017 remuneration due to two directors who provided services to the Company during the year was borne by a related party, Cobell International Ltd. The amount recharged in respect of directors' services for this period was £4,095.

Following the decision to split the business' ties with Cobell in June 2017 the Directors remuneration borne directly by the company was £190,474

## 5 Interest receivable

	2018 £	2017 £
On bank deposits and similar	2,099	335
		•
6 Interest payable and similar charges		
	2018	2017
	£	£
On bank loans and overdrafts	(4,949)	-
7 Taxation		
	2018	2017
	£	£
Current taxation		
UK Corporation tax Adjustment for prior years	90,773 4,494	147,117 64
	<u> </u>	
Current tax charge	95,267	147,181
Deferred tax	•	
Origination/reversal of timing differences	. (10,268)	926
Effect of tax rate change on opening balance	545	133
Deferred tax charge	(9,723)	1,059
Total tax charge	85,544	148,240
Total tax that ge		

## 7 Taxation (continued)

	2018 £	2017 £
Factors affecting the tax charge for the year Profit for the year _ Taxation at ordinary rate of corporation tax (19%)	242,695 85,544	595,155 148,240
Profit before taxation	328,239	743,395
Profit on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 19% (2017: 20%)	62,365	148,679
Effects of: Non-deductible expenses Other tax adjustments, reliefs and transfers Group relief surrendered/(claimed) Adjustments to previous periods Effect of tax rate change	42,489 (23,804) - 4,494	279 (142) (610) 64 (30)
Total tax charge	85,544	148,240

Reductions in UK corporation tax rate from 20% to 19% (from 1 April 2018) and 18% (from 1 April 2020) were substantively enacted on 26 October 2015. A further reduction to 17% from 1 April 2020 was substantively enacted on 6 September 2017. This will reduce the company's future current tax charge accordingly.

The deferred tax liability at 31st March 2018 has been calculated based on the rate of 20% substantively enacted at the balance sheet date.

#### 8 Investments

	2018	2017
	<b>£</b>	£
At Start of year	18,280	-
Additions	-	71,960
Transfer to goodwill	-	(53,680)
		. —
At end of year	18,280	<sup>'</sup> 18,280
		-

The company acquired the entire share capital of Five Valley Cordials Limited on 8 June 2016. No further investments have been made during the current year.

Investment:	Shareholding:	Profit/(loss) before tax		Net	assets
		31 March 2018 £	31 March 2017 £	31 March 2018 £	31 March 2017 £
Five Valley Cordials	100%	-	(9,803)	18,280	18,280
	•				

## 9 Tangible fixed assets

		Motor vehicles	Plant and machinery	Freehold Property	Freehold Land	Total
•		£	£	£	£	. £
Cost						
At 1 April 2017		239,705	90,539		-	330,244
Additions		88,426	31,254	210,250	210,000	539,929
Disposals		(75,884)	· -	-	-	(75,884)
At 31 March 2018		252,246	121,793	210,250	210,000	794,289
Depreciation	1					
At 1 April 2017		90,164	49,572	-	-	139,736
Charge for the year		69,312	26,109	6,600	_	102,021
Disposals		(45,558)	-	-	<del>-</del>	(45,558)
A4 21 Marris 2019		112 019	75 691	6 600		106 100
At 31 March 2018		113,918	75,681	6,600	. <del>-</del> 	196,199
Mat hash walus						
Net book value At 31 March 2018		138,328	46,112	203,650	210,000	598,090
At 1 April 2017		149,541	40,967	·	<u> </u>	190,508
•		-	******			

Included within the above are motor vehicles held under hire purchase agreements with a net book value at 31 March 2018 of £nil (2017: £nil). The depreciation charged in the financial year relating to these assets was £23,754 (2017: £7,445).

On 31 May 2017 the company purchased the freehold of the land and property at 6a Cranmere Court, Lustleigh Close, Matford Business Park, Exeter, EX2 8PW. The decision to move to independent premises to help facilitate the further growth of the business was made following the shareholders decision to split the businesses ties with Cobell Limited.

## 10 Intangible fixed assets

	Goodw	ill
	•	£
Cost At 1 April 2017 Additions	53,68	80 -
At 31 March 2018	53,68	80
Amortisation		* ,
At 1 April 2017 Charge for the year	53,68	- 80
At 31 March 2018	53,68	80
Net book value At 31 March 2018		-
At 1 April 2017	53,68	80 ==

The goodwill of £53,680 represents amounts transferred from investments under the true and fair override in relation to the hive up of trade and assets from the Company's subsidiary, Five Válleys Cordials Limited. See note 8 for further detail.

Following the completion of an impairment review the value of goodwill generated from the hive up was fully written off during the period.`

## 11 Debtors

	2018 £	2017 £
Trade debtors	1,045,477	988,597
Prepayments and accrued income	180,474	152,909
Other debtors	92,455	40,473
Deferred tax (see note 14)	11,070	1,347
4.	·	<del></del>
	1,329,477	1,183,326

12	Creditors: amounts falling due within one year	•	•
		2018	2017
	·	£	£
Trade or	editors	816,455	894,132
Trade creditors Amounts owed to group undertakings		115,122	134,851
	exation and social security	94,367	-
Corpora		81,486	147,307
Accrual	and deferred Income	219,994	200,100
Other cr	editors	16,616	5,498
		1,344,040	1,381,888
Amoun	ts owed to group are interest free and repayable on demand.		
13	Creditors: amounts falling due after more than one year		
		2018	2017
	·	2018 £	£
Bank loa	nn , , ,	300,013	<b>-</b>
	· ·	300,013	<del></del> ,
1.4	Defermed Toy		<b>~</b> .
14	Deferred Tax		
			£
•	•		
	at 1 April 2017	,	(1,347)
Charge	to the profit and loss account		(9,723)
•		•	
Balance	at 31 March 2018		(11,070)
The de	ferred tax asset is made up as follows:		
		2018	2017
		£	£
Acceler	ated capital allowances	(4,421)	(681)
Short te	rm timing differences	(6,528)	(546)
Tax loss	es carried forward and other deductions	(121)	(120)
		(11,070)	(1,347)
		(11,070)	(1,5 17)
	•		<del></del>

## 15 Inventories

	2018 £	2017 £
Finished Goods Raw Materials	703,281 380,552	1,164,679 128,722
	1,083,833	1,293,401

The amount of inventories charged to the profit and loss during the year was £3,914,105 (2017: £3,394,165) and is included in cost of sales. The write down of inventories to net realisable value during the year was £nil (2017: £nil).

#### 16 Pension costs

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension cost charge represents contributions payable by the company to the fund.

	2018 £	2017 £
Contributions	40,698	27,732
There were no outstanding amounts owed in respect of these pension costs at y  17 Share capital	vear end (2017: £nil).	
	2018 £	2017 £
Allotted, authorised, called up and fully paid 300,000 ordinary shares of £1 each 300,000		300,000

#### 18 Financial commitments

At 31 March 2018 the company was committed to making the following payments under non-cancellable operating leases in the year to 31 March 2018:

	~	2018 £	2017 £
	•		
Operating leases which expire:			
Within one year	·	-	1,911
Between two and five years		-	-
•			
		= _	1,911
		•	· · ·

The amount charged to the profit and loss account during the year was £6,784 (2017: £11,840).

#### 19 Control

The ultimate parent company and controlling party is Frobishers Juices (Holdings) Limited, a company incorporated in England and Wales, which heads the largest and smallest group to include this company. Due to the size of the group the exemption from preparing consolidated group accounts has been taken.

### 20 Related party relationships and transactions

The company is a 100% owned subsidiary undertaking of Frobishers Juices (Holdings) Limited. As at 31 March 2018 the balance owed to the parent company was £96,570 (2017: £96,570).

Due to the existence of common Shareholders, Directors, and Management during the year, transactions and balances with Cobell International Limited and Cobell Limited during the financial year have been disclosed below.

In the financial year Cobell Limited made sales of fruit juice products totalling £1,813,839 (2017: £2,041,328) to Frobishers Juices Limited, as at 31 March 2018 the balance owed to Cobell Limited from Frobishers Juices Limited was £281,020 (2017: £351,809).

At 31 March 2018 a balance of £173 (2017: £13,214) was owed from Cobell Limited to Frobishers Juices Limited relating to other recharges, of which £96,764 was charged by Cobell Limited to Frobishers Juices Limited in the financial year ended 31st March 2018 (2017: £183,409 charged by Cobell Limited to Frobishers Juices Limited).

All related party transactions were at arms-length. No bad debts were incurred and no provisions required in respect of related party transactions or balances.

#### 21 Accounting estimates and judgements

Key sources of estimation uncertainty

The key risk to the financial statements is the underlying valuation of the inventory.

Critical accounting judgements in applying the Company's accounting policies

The Directors believe there are no critical accounting judgements applied in the preparation of these financial statements.