



**CORAL**  
P R O D U C T S P L C

**ANNUAL REPORT AND ACCOUNTS 2016**



# Contents

Business Overview	1
Chairman's Statement	4
Strategic Report	7
Directors and Advisers	11
Directors' Report	12
Directors' Remuneration Report	17
Independent Auditor's Report to the Members of Coral Products PLC	20
Group Income Statement	21
Group Statement of Comprehensive Income	21
Balance Sheets	22
Statement of Changes in Shareholders' Equity	23
Cash Flow Statements	24
Notes to the Financial Statements	25
Five Year Record (unaudited)	50
Notice of the Annual General Meeting	51
Financial Calendar and Shareholder Information	54

## Financial Highlights

	2016	2015
Revenue	<b>£18.7m</b>	£17.4m
Underlying earnings before interest, tax and amortisation	<b>£2.3m</b>	£1.9m
Underlying operating profit	<b>£1.6m</b>	£1.3m
Underlying profit before taxation	<b>£1.5m</b>	£1.2m
Underlying earnings per share	<b>2.2p</b>	2.1p
Net assets per ordinary share	<b>16.6p</b>	15.8p
Gearing	<b>23.9%</b>	43.7%



# Business Overview

## Who we are

Coral Products is a manufacturer of plastic injection and extrusion moulded products and a reseller and distributor of a range of food packaging and household products. The Group has operations in the UK with manufacturing facilities in Haydock, Merseyside, and Wythenshawe, Greater Manchester and distribution facility in Hyde, Greater Manchester. The Group presently employs 170 people.

The Group develops and manufactures a range of high quality products for a wide variety of customers, mainly associated with the food catering industry and waste disposal services. It enjoys strong positions in the markets and geographical areas in which it operates. In addition the Group offers a trade moulding service whereby it manufactures high quality products for leading UK companies.

By developing innovative packaging and recycling products, providing excellent customer service and through its hard working employees, Coral Products continues to restructure its markets to be in a position to create growth and value for its shareholders.

## What we do

Injection moulding is used to produce products requiring fairly complex design, strength and durability. The products range in size and the process employed produces different product characteristics for specific applications required by the differing markets.

For our trade moulding partners we offer experienced employees who can deliver solutions to customer requirements. Our manufacturing facility has 30 moulding machines covering most size requirements and works throughout the week giving more attainable volume needs.

Our markets are being chosen because they offer a wide range of plastic products and end use capabilities. The compound annual growth rate for global rigid plastic packaging alone is forecast to increase by around 5% over the next five years.

## Overview

The Company was listed on the main market of the LSE from April 1995 to August 2011 during which time it produced fluctuating levels of profitability. Initially the Company focused on serving the VHS market with a range of video cassette cases which was later complemented by the production of plastic housewares manufactured for supermarkets' own label ranges. The early success led to its stock market float in 1995 and funds raised were invested into CD case production facilities. In 2000 the Company commenced production of DVD cases.

In recent years media packaging has been in decline due primarily to weak demand as a result of an increase in media downloading. In response to this decline, the Company has sought to diversify its product portfolio and in 2009 it launched a range of solutions for domestic recycled waste collection in the form of kerbside recycling boxes, food waste caddies and associated accessories. The Company has also built up a good reputation as a trade moulder working with its customers for solutions and offering a 24 hour 7 days a week production service.

The Group has further diversified itself via acquisitions – in 2011 the Group acquired Interpack Limited, principally operating in food packaging, and in 2014 Tatra Plastics Manufacturing Limited, specialists in PVC and plastic injection moulding and extrusion. A number of acquisitions have been completed in the current year as described on page 4.



# Business Overview

*continued*

## **Strategy**

We aim to grow and develop our positions within our chosen product markets and geographical areas in the rigid plastic packaging and waste recycling industry by maintaining strong long-term relationships with our customers and developing high quality, innovative products that meet customer needs. With our trade moulding partners, we aim to develop the relationship and work together to produce a partnership resulting in long-term reliability of production, development and flexibility as the need arises. In order to deliver long-term sustainable profit growth, there are four key drivers to our strategy which support a focused sales approach:

Quality – we have an excellent reputation for delivering quality products but we are not complacent. We invest continuously in new machinery, robotics and moulds in order to maintain a strong position and keep market share. Our quality control and assurance processes are regularly reviewed and developed to ensure that our customers receive quality products each time.

Cost control – we continually investigate prices to improve our financial efficiency and deliver the best returns for shareholders. This may lead to dual supply sources to ensure key costs are minimised. We recognise also the efficiencies and effectiveness that results from new machinery in reducing our carbon footprint as well as the positive effect on reducing the cost of power absorption.

Culture – we continually look to promote a well-motivated workforce by attracting and motivating talented people to drive our business forward and foster a culture of responsibility, accountability and openness.

Health and safety – this is the main priority in the business and we have strived to implement an environment where safety is paramount. We continuously train and re-train our staff to ensure that we operate best health and safety practices throughout the organisation.

We also have adopted a strategy of seeking acquisitions where we feel we can add value from synergies or investment to grow our markets and ultimately enhance shareholder value.

## **Strategic Plan**

In March 2015 the Group adopted a five year plan aimed at substantially increasing Group revenue and profitability from our specialist plastic products manufacturing and distribution facilities. In July 2015, the Group took the initial step along this plan when it acquired certain assets from Neiman Packaging Limited. A further asset acquisition was completed in January 2016, from Rotalac Limited, and in February 2016 the Group acquired 100% of the equity of Global One-Pak Holdings Limited. These acquisitions are further described on page 4.

## **Business Model**

We look to create and grow markets for rigid plastic containers through technical innovation and design creation through internal advances and acquisition. We recognise that for many products plastic is a better container solution for handling goods and gives greater functionality, economy and a cleaner environment.



# Business Overview

*continued*

## **Social, Community and Human Rights Issues**

The Group endeavours to impact positively on the communities in which it operates. In particular, raw materials are purchased from established companies which have high reputations within the plastics industry.

The Group's ethical and social accountability statement details the standards of behaviour which are regarded as acceptable. Provision of a safe, clean working environment, free from discrimination, is an essential right of all the employees. In order to gain accreditation under the BRC Packaging Materials Standard on production of food containers, the premises, working practices and materials had to meet required standards of compliance. These are regularly audited to ensure the Group continues to adopt good manufacturing practices in order to develop and manufacture safe, legal packaging materials. The Group is also often audited by its customers to assess compliance with minimum acceptable standards.



# Chairman's Statement

## Trading

It is pleasing to record a further year of progress for the Group with revenue up by 7% to £18.7m and underlying operating profit up by 22% to £1.6m. I am pleased that we are both delivering increased profits to our shareholders and putting in place the levels of investment and planning needed to secure Coral's long term future as a leading player in our chosen markets.

Following the Five Year Plan that was adopted in 2015 the Group made a number of acquisitions this year aimed at substantially increasing Group revenue and profitability from our specialist plastic products manufacturing and distribution activities. In June 2015, we took our first step along this plan when we acquired certain plant and machinery from Neiman Packaging Limited ('Neiman'). This acquisition introduces two new manufacturing processes, injection blow moulding and extrusion blow moulding, enhancing our range of manufacturing capability. This was followed in January 2016 with the purchase of the fixed assets, stock and business of Rotalac Plastics Limited ('Rotalac') from its administrators. Rotalac provides thermoplastic extrusion and moulding solutions across a number of industries worldwide, including aerospace, medical and automotive and is a leader in shutter system design and manufacture. This addition further enabled the broadening of the Group's product range. Finally, in February 2016 the Group acquired Global One-Pak Holdings Limited ('GOP') which designs, manufactures and supplies lotion pumps and trigger sprayers to a broad range of customers worldwide, including a number of global brands, across a wide range of markets, including household and garden, automotive, personal care and pet grooming. This business expanded further the market coverage and product range with the supply of a number of high added value components. These businesses have all been successfully integrated into the Group and enable us to promote a more diverse range of products and manufacturing methods the benefits of which are already being seen.

Two of our subsidiaries at Interpack Limited ('Interpack') and Tatra Plastics Manufacturing Limited ('Tatra') had further years of improvement with continued improvements to profit and contribution. Interpack's turnover stayed roughly constant but its margins were improved from weaker overseas currencies whilst it also benefitted from reduced overheads following the closure of its Dunstable site with all operations moved to Haydock. Food container sales continue to improve as the markets grow for foodstuffs to be contained within hygienic, tamper-proof packaging and this looks set to continue further. Tatra continued to report both significant increases in both turnover and profit as demand from key suppliers of infrastructure and communications increased. The Company relocated from Halifax to Wythenshawe in July 2016 and, combined with the existing Rotalac business already in situ there, is confidently expected to maintain this progression and further increase its contribution to Group performance. Tatra has been renamed Tatra Rotalac Limited post year end, with the acquired Rotalac trade hived into the now combined entity in Wythenshawe.

At our freehold manufacturing site at Haydock within the subsidiary Coral Products (Mouldings) Limited ('Mouldings') we have made substantial investment in infrastructure, plant capacity and management control. The improvement in operational efficiency, whilst slower than anticipated, is nevertheless marked. We continue to improve this facility and believe this will benefit our renewed sales drive at Haydock.

Sales of on-line totes and recycling crates contributed £2.4m (£1.2m in 2015) which helped to offset the further fall in media sales of £0.9m in 2016 (down from £2.9m in 2015). We are delighted to announce the receipt of a letter of intent from our customer for a further supply of up to 300,000 totes for a new on-line fulfilment centre with delivery late 2016 through 2018. Trade moulding sales were below expectations with revenue falling to £1.2m from £2.9m in 2015. There remained challenging market conditions as local authorities continued not to commit resources in the present atmosphere of austerity. Waste management will continue to be a significant area of future spending and we are determined to offer products and partnerships that will assist in its management.

The significant fall in the relative value of sterling against the dollar and the euro since the beginning of the year, together with the prevailing uncertainty, could have a negative effect on our business. We are taking steps across the Group to mitigate these.



# Chairman's Statement

*continued*

Performance of the Group is monitored principally through adjusted profit measures which exclude £0.7m of underlying items. Such items include the costs for the reorganisation involved in merging the two businesses of Tatra and Rotalac during 2016, together with the expenses in rationalising and improving the site at Haydock. In addition, acquisition costs and amortisation of intangibles arising on acquisition, written-off under accounting practices, are also treated as underlying, as are share based payment charges, compensation for loss of office of senior management, and losses on sale of tangible assets.

The Group has reduced net debt by £0.7m in the year and gearing has decreased to 23.9%. Given the continued pressure on raw material prices and credit availability we continued to focus on minimising our inventory and reducing our debtor days. Overall the Group was able to report a net cash inflow of £1.3m.

## Results

Group revenue improved for the year to £18.7m (2015: £17.4m). Gross margin showed a significant increase to 33.1% (2015: 29.6%) resulting from the continued addition of better added value products along with decreases in the cost of raw materials. Underlying earnings before interest, tax, depreciation and amortisation for the Group remained strong at £2.3m (2015: £1.9m). Administrative expenses in the Group increased to £4.4m (2015: £4.1m) in line with the increase in Group activity. This resulted in an underlying operating profit of £1.6m (2015: £1.3m).

Separately disclosed underlying items totalled £0.7m (2015: £1.0m) of which £0.4m resulted from the reorganisation costs of Haydock and Wythenshawe to improve the facilities and rationalise the businesses. Finance costs amounted to £0.2m (2015: £0.2m). The underlying profit for the financial year before taxation was £1.5m (2015: £1.2m). Earnings per share were 1.12 pence (2015: 0.35 pence), underlying earnings per share were 2.20 pence (2015: 2.12 pence).

Net debt at 30 April 2016 was £3.3m (2015: £4.0m) giving reduced gearing of 23.9% (2015: 43.7 %). Interest cover before underlying costs was 9.2 times (2015: 7.3 times). Net assets per share were 16.6p (2015: 15.8p).

## Dividends

The board remains committed to its long-term progressive dividend policy, which takes account of the underlying growth in earnings, whilst acknowledging the requirement for continuing investment and short-term fluctuations in profit.

Having considered the results for the year, the outlook for the new financial year and the ongoing requirements of the business, the board has recommended the total dividend be increased to 1.0 pence per share. The final payment of 0.7 pence per share will have an ex-dividend date of 8 September 2016 and record date of 9 September 2016. This final dividend will be paid on 14 October 2016.

## Board Changes

In June 2016 Roberto (Rob) Zandona was appointed as Group Chief Executive and at the same time Joe Grimmond became Non-executive Chairman having previously acted as executive Chairman. Rob has over 35 years of experience in the manufacturing and project moulding sectors.

## Strategy

Our board continuously reviews business performance alongside market conditions to make sure that we take the correct strategic decisions for each of our businesses. The board recognises fully that it has been tasked with delivering enhanced shareholder value in accordance with the strategy that we outlined in March 2015. The challenges facing the board relate to managing the continued growth of the Group whilst preserving the strengths of the business.





# Chairman's Statement

*continued*

## **People**

We are reliant on the expertise, professionalism and commitment of our people and their contribution to the business during a challenging year.

## **Outlook**

The Group continues with its strategic progress of increasing focus on value-added and innovative products, particularly in the food container, telecommunications and rail industry markets. Our aim continues to be to build a significant plastic moulding business and we remain confident in our ability to make further progress by improving business performance and increasing our market share to drive forward financial results over the medium term

We look forward with confidence to further progress in the coming year.

## **Joe Grimmond**

Chairman

*25 August 2016*



# Strategic Report

## Review of the Business

The Group is required to produce a Strategic Report complying with the requirements of The Companies Act 2006 (Strategic Report and Directors' Report) Regulations 2013.

An overview of the Group's strategy and business model is set out on pages 1 to 3, and together with the Chairman's Statement on pages 4 to 6 form part of this Group's Strategic Report. This incorporates a review of the Group's activities, its business performance and developments during the year as well as an indication of likely future developments.

In July 2015 the Group purchased certain fixed assets from Neiman Packaging Limited, enhancing the Group's injection blow moulding and extrusion moulding capability. In January 2016 the Group purchased the fixed assets, stock and business from the administrators of Rotalac Plastics Limited which provides bespoke thermoplastic extrusion and moulding solutions across a number of industries worldwide.

In February 2016 the Group then completed the purchase of Global One-Pak Holdings Limited (GOP) which specialises in the design, manufacture and supply of lotion pumps and trigger sprayers. The Board regarded this acquisition as further development of its strategy and commitment to identify growth opportunities in new markets.

Our business model is designed to bridge the gap between reliable, quality assured products made with regulated materials and our customers' requirements. Key to the success of our business model is our experience and knowledge of the materials and processes we handle and our ability to service customer demands with product innovation.

## Financial Review

### Income Statement

Group revenues for the year ended 30 April 2016 were £1.3m higher at £18.7m (2015: £17.4m). Of this, food container sales remained at £7.0m (2015: £7.0m) whilst sales for Tatra increased to £5.5m (2015: £3.4m). The Group has continued to expand its processes in order to be able to attract more business growth from sales in areas of market growth.

Gross margins increased to 33.1% (2015: 29.6%) due to a better mix of sales and resulted in a gross profit of £6.2m (2015: £5.2m). Underlying operating profit increased by 22% to £1.6m (2015: £1.3m) and underlying earnings before interest, tax, depreciation and amortisation increased to £2.3m (2015: £1.9m). Net financing costs remained similar at £0.2m (2015: £0.2m) despite additional borrowing to fund acquisitions and asset purchases. Separately recorded, underlying costs of £0.7m (2015: £1.0m) resulted from acquisition costs, intangibles amortisation and reorganisation costs, as well as share based payment charges, compensation for loss of office of senior management, and loss on disposal of tangible assets. Profit before tax was £0.8m (2015: £0.2m).

The total dividend for the year is to be increased to 1.0p (2015: 0.7p) resulting in dividend cover on underlying operating profit of 2.5 times earnings for the year (2015: 2.4 times). Basic underlying earnings per share for the year increased to 1.12 pence (2015: 0.35 pence).

### Balance Sheet

Total shareholders' equity increased by £4.6m to £13.7m (2015: £9.1m), with net assets per share increasing to 16.6 pence (2015: 15.8 pence).



# Strategic Report

continued

## Cash Flow

Operating cash flows before movements in working capital were £1.8m (2015: £1.0m). The Group's net debt decreased to £3.3m (2015: £4.0m) with the level of gearing falling from 43.7% to 23.9%. The Group has a mix of secured borrowing facilities totalling £2.4m in addition to £1.8m of term loans. The term loans are repayable over 4 - 10 years with £0.4m payable over the next financial year. The borrowing facilities are held with Barclays Bank plc and the Group continues to enjoy a positive relationship with its bank and has recently agreed a further renewal to cover the period to June 2017.

Borrowing facilities are monitored against the Group's forecast requirements and the Group mitigates financial risk by staggering the maturity of borrowings and by maintaining undrawn committed facilities.

## Treasury Policies

The Group operates a conservative set of treasury policies to ensure that no unnecessary risks are taken with the Group's assets. No investments other than cash are currently permitted. Where appropriate, there may be balances held in euros, but only as part of the Group's overall hedging activity.

The Group can be affected by movements in exchange rates due to raw material prices being established in foreign currencies and on its export sales. The Group is affected by movements between Sterling and Euro but has the ability to hedge any exposure on its sales by purchasing raw materials in Euros. Thus it is able to mitigate partly its currency risks.

Cash deposits and financial transactions give rise to credit risk in the event that counterparties fail to perform under the contract. The Group regularly monitors the credit ratings of its counterparties and controls the amount of credit risk by adhering to limits set by the board. The Group maintains debtor levels within the insured limits unless it has strong grounds for allowing increases. As a consequence of these controls, the probability of material loss is considered to be at an acceptable level.

## Key Performance Indicators (KPIs)

KPIs have been set at Group level to allow the Board and shareholders to monitor the Group as a whole, as well as the operating businesses within the Group. The Group has financial KPIs which it monitors on a regular basis at Board level and, where relevant, at operational executive management meetings as follows:

	2016	2015
Group revenue	<b>£18,714,000</b>	£17,425,000
Gross margin	<b>33.1%</b>	29.6%
Growth in underlying profit before tax	<b>£304,000</b>	£659,000
Growth in underlying earnings per share	<b>0.08p</b>	0.91p
Underlying earnings before interest, tax and depreciation	<b>£2,342,000</b>	£1,912,000
Underlying operating profit	<b>£1,649,000</b>	£1,349,000
Gearing	<b>23.9%</b>	43.7%

In addition, the Board monitors a number of non-financial indicators including customer satisfaction, product quality, employee attraction and retention, number of reportable accidents and energy footprint.



# Strategic Report

continued

## Risks and uncertainties

The Group has provided in the notes to the accounts details of various risks and uncertainties it faces, which include:

- Movements in commodity prices often caused by supply constraints or demand management.
- Loss of a key individual.
- Foreign exchange risk, particularly with regard to the Euro, as many of the Group's materials are purchased in Euros.
- Credit risk in ensuring payments from customers are received in full and on a timely basis.
- Legislative and regulatory risk as new requirements are being imposed on plastics businesses and in industry.

The Group has taken appropriate steps to manage and control these risks, which include:

- Ensuring that current market prices are confirmed with industry price monitors and that purchases are based upon a well-researched understanding of the various grades and their capabilities for operational uses.
- The Group's future performance depends heavily on its ability to retain and attract the services of suitable personnel.

The Group

holds service contracts for its directors and senior management and periodically reviews performance, expectations and employment conditions.

- The implementation of a foreign exchange risk policy.
- Agreement of appropriate payment terms with customers including, where necessary, payment in advance.
- Taking a pro-active and leading role in ensuring that the Group's systems and procedures are adapted to ensure compliance with new or changing legislation or regulatory requirements.

The Group regularly reviews its commercial insurance programme and maintains an appropriate and adequate portfolio of insurance policies in line with the nature, size and complexity of the business.

The Group also continues to have in place a team of Board members whose on-going responsibility is to assess the issues which the Group would face should it experience a major and unforeseen disaster and to put in place clear actions to continue to operate successfully in such an event.

## Diversity

Appointments within the Group are made on merit according to the balance of skills and experience offered by prospective candidates. Whilst acknowledging the benefits of diversity, individual appointments are made irrespective of personal characteristics such as race, disability, gender, sexual orientation, religion or age.

As a predominantly manufacturing Group, few women apply for positions within the production areas. However, women are well represented in other areas of the business and account for 10% of the Group workforce as at 30 April 2016.

Position	Male	Female	Total
Group Directors	5	-	5
Senior Managers	10	6	16
Other Employees	<u>147</u>	<u>11</u>	<u>158</u>
Total Employees	<u>162</u>	<u>17</u>	<u>179</u>



# Strategic Report

*continued*

## **Social, Community and Human Rights**

The Group endeavours to impact positively on the communities in which it operates. In particular the Group purchases raw materials from trusted suppliers who it recognises as obtaining the products through trusted, fair and sustainable methods.

Ethical concerns and human rights issues have always played an important role in the Company philosophy and the Group's ethical and social accountability statement details the standards of behaviour which are regarded as acceptable. Provision of a safe, clean working environment, free from discrimination, coercion and harassment is a basic right of all employees, which Coral Products expects as a minimum standard of its business partners. The Group is often audited by its customers to assess compliance with minimum acceptable standards, including ethical and human rights considerations.

## **UK Referendum on EU Membership**

The referendum on the UK's membership of the EU on 23 June 2016 increases economic uncertainty. The Group actively monitors and considers the economic situation to ensure it is well prepared for all eventualities once the full effect of the referendum result is known. The Group is currently reviewing steps to mitigate the movement in exchange rates, as described on page 4.

## **Going concern**

After making enquiries, the Directors have formed a judgement, at the time of approving the financial statements, that there is a reasonable expectation that the Group has adequate resources to continue in operational existence for the foreseeable future. For this reason, the directors continue to adopt the going concern bases in preparing the financial statements.

This strategic report was approved by the board on 25 August 2016.

## **Stephen Fletcher**

Finance Director



# Directors and Advisers

## Non-executive Directors

### **David Low**, *Non-executive*

David was appointed in September 2015. He has over 25 years of experience in investment management and management consultancy. He was a director of Manroy plc until July 2015 when it was sold to FN Herstal SA for £16m. He is a shareholder in several private companies involved in sport and leisure, vending and telemetry services, brewing and retail estate.

### **Joe Grimmond**, *Chairman*

Joe was appointed in March 2011. He was previously Chief Executive of James Dickie plc and Chairman of Widney plc. Joe was appointed as non-executive Chairman at the AGM in 2011 and in December 2015, become Executive Chairman. In June 2016 he became non-executive Chairman following the appointment of Roberto Zandona. Mr Grimmond is a Fellow of the Association of Accounting Technicians.

## Executive Directors

### **Roberto Zandona**, *Chief Executivae*

Rob was appointed in May 2016. He was previously Managing Director of plastics manufacturing plants in Germany, France and the UK for the Lindal Group, a 240 million Euro turnover business. He has 36 years experience in manufacturing and senior management experience in companies including Plessey/GEC, McKechnie and Consort Medical PLC (Bespak). He has held numerous Directorships across Europe successfully growing businesses and has a strong network of previous suppliers and customers serving diverse sectors like industrial products, telecoms, medical and personal care. He is a qualified engineer and also has an MBA.

### **Stephen Fletcher MA, FCA**, *Finance Director and Company Secretary*

Stephen is a Chartered Accountant and responsible for all aspects of the finance function, together with the Company's IT systems, and has certain purchasing responsibilities. He joined the Company in September 2002 after holding a similar position with Worthington Group plc. He was also appointed Company Secretary in October 2006.

### **Paul Freud**, *Corporate Development Director*

Paul was appointed in July 2015. He is responsible for directing the business development activities and driving new sales growth by seeking market opportunities or acquisitions. Paul has over 20 years of management and leadership experience in manufacturing industry. He has been Managing Director and Chairman of Tatra Plastics Manufacturing Limited, where he is responsible for developing new and innovative product ranges for blue chip companies, including solutions for fibre optic broadband installations and rail infrastructure.

## Registered Office

North Florida Road  
Haydock Industrial Estate Haydock  
Merseyside WA11 9TP  
UK Registered Number: 02429784

## Auditor

BDO LLP  
3 Hardman Street  
Spinningfields  
Manchester  
M3 3AT

## Solicitors

Continuum Corporate Lawyers LLP  
3 Temple Row West  
Birmingham  
B2 5NY

## Bankers

Barclays Bank PLC  
1st Floor  
3 Hardman Street  
Spinningfields  
Manchester  
M3 3HF

## Registrar

Share Registrars Limited  
The Courtyard  
17 West Street  
Farnham, Surrey  
GU9 7DR

## Broker

Daniel Stewart & Company plc  
33 Creechurch Lane  
London  
EC3A 5EB

## Nominated Adviser

Cairn Financial Advisers LLP  
61 Cheapside  
London  
EC2V 6AX

## PR Adviser

Capital M Consultants  
1 Royal Exchange Avenue  
London  
EC3V 3LT



# Directors' Report

The Directors present their annual report and the audited financial statements for the year ended 30 April 2016.

## Results and Dividends

The results for the year are set out on page 21. This shows a Group profit after taxation of £0.7m (2015: £0.2m).

A dividend of 0.5p per share in respect of the year ended 30 April 2015 was paid on 30 October 2015. The amount of this dividend was £298,058.

An interim dividend of 0.3p (2015: 0.2p) amounting to £196,845 was paid on 1 March 2016.

A final dividend of 0.7p (2015: 0.5p) per share is recommended in respect of the year ended 30 April 2016 to be paid on 21 October 2016 to shareholders on the register at the close of business on 27 July 2016. This has not been included within creditors as it was not approved before the year end.

A review of the Group's activities for the year end and its future prospects is set out in the Chairman's Statement and Strategic Report.

## Principal Activity

The principal activity of the Company and its subsidiaries is the manufacture of plastic injection moulded products and the reseller and distributor of a range of food packaging products. The Group also operates as a trade moulder for other UK Companies. It has been in operation since 1990, became a fully listed plc in 1995 and moved to the AIM market in 2011.

## Directors

The current directors of the Company are given on page 11. During the year, the following changes in directors took place:

Roberto Zandona was appointed as Chief Executive in June 2016. This will be confirmed at the forthcoming AGM.

In accordance with the Articles of Association, Joe Grimmond and David Low are the directors retiring by rotation and offering themselves for re-election at the AGM.

## Directors' Interests in the Shares of the Company

The beneficial interests of the Directors in the shares of the Company were as follows:

	Ordinary shares of 1p each 30 April 2016 Number	Ordinary shares of 1p each 30 April 2015 Number
Joe Grimmond	5,173,337	5,173,337
Paul Freud	1,833,333	1,833,333
David Low	805,000	805,000
Stephen Fletcher	72,000	72,000
	<b>7,883,670</b>	<b>7,883,670</b>

No other shareholdings listed above have changed between the year end date and the date of this report.



# Directors' Report

continued

## Substantial Interests

As at 14 July 2016, the Company had been made aware of the following interests of over 3% (other than the holdings of directors listed above) in the ordinary shares of the Company:

	Number of shares	% of share capital
Miton Group PLC	16,515,555	19.99
JIM Nominees Ltd	4,500,000	5.45
Discretionary Unit Fund Managers Ltd	4,480,000	5.42
Mr Thomas Anderson	4,321,500	5.23
Stuart Ferster	3,398,367	4.11
Warren Ferster	3,143,181	3.80

## Share Capital

At the 2015 Annual General Meeting, the Company was granted authority to purchase up to a maximum of 15% of its own shares. The authority expires at the conclusion of the forthcoming Annual General Meeting at which a special resolution will be proposed to renew the authority for a further year. Any shares purchased in accordance with this authority will be subsequently cancelled.

## The Board of Directors

The Board's role is to provide entrepreneurial leadership of the Group within a framework of prudent and effective controls which enable risk to be assessed and managed. The Board reviews the Group's strategic objectives and looks to ensure that the necessary resources are in place to achieve these objectives. The Board also sets the Group's values and standards and manages the business in a manner to meet its obligations to shareholders.

## Remuneration Committee

The Remuneration Committee comprises Joe Grimmond (chairman) and David Low. The Committee is responsible for determining the Group's policy for the remuneration of the executive directors. It also considers the compensation commitments of its directors in the event of early termination of their service contracts.

## Audit Committee

The Audit Committee is chaired by David Low. The executive directors may be requested to attend. The Audit Committee meets at the year-end and the external auditor attends this meeting and have direct access to the non-executive directors for independent decisions. The Audit Committee may examine any matters relating to the financial affairs and risk issues affecting the Group which includes reviewing the accounts, announcements, internal controls, accounting policies, and appointment of the external auditor.





# Directors' Report

*continued*

## **Statement of Directors' Responsibilities**

The Directors are responsible for preparing the Strategic Report, the Directors' Report and the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the Group and Parent Company financial statements in accordance with International Financial Reporting Standards (IFRSs) as adopted by the European Union. 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 Group and the Company and of the profit or loss of the Group for that period. The directors are also required to prepare financial statements in accordance with the rules of the London Stock Exchange for companies trading securities on the Alternative Investment Market.

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

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether they have been prepared in accordance with IFRSs as adopted by the European Union, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Group 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 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.

## **Website publication**

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 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.

## **Environment and Sustainability**

The key risk facing the Group in this area relates to reducing the environmental impact of the business with a focus on reducing waste and energy usage. A number of operational changes have been implemented to reduce our environmental impact.

## **Product Safety**

The quality and safety of the products is of the highest importance and any failure in standards would significantly affect the confidence of our customers. There are stringent controls in place to ensure product safety and integrity. Product performance is monitored regularly to ensure compliance with standards.

## **Insurance**

The Group has in place a Directors and Officers liability insurance policy that provides appropriate cover in respect of legal action brought against its directors.



# Directors' Report

*continued*

## **Creditor Payment Policy**

The policy of the Group is to agree the terms of payment with suppliers when agreeing the conditions of supply of goods and services. Suppliers are made aware of the terms of payment and payments are made in accordance with terms agreed between the two parties.

The number of days purchases in trade creditors at the year end amounted to 49 days (2015: 47 days).

## **Shareholder Relations**

The importance of maintaining good relations with individual and institutional investors is recognised by the Board. This includes meetings on a regular basis between the executive directors and institutional and private investors at relevant times. The Company encourages shareholder attendance at the Annual General Meeting, at which the Chairman and Board of Directors are available to answer any questions on the previous year's results and on current year trading.

## **Health and Safety**

It is Group policy to protect the health and safety of its employees and any other parties involved in its business operations. Systems are in place to define and eliminate health and safety risks.

## **Corporate Social Responsibility and Governance**

The Group is committed to responsible business practices, good corporate governance and sound risk management.

## **Employment and Human Rights**

The Group is an equal opportunities employer and applies employment policies which are fair and equitable. Appointments, training and career development are determined solely by application of job criteria, personal ability and competence regardless of gender, race, disability, age, sexual orientation or religious or political beliefs.

Where suitable opportunities exist, full and fair consideration is given to the possibility of employing a disabled person. Where an employee becomes disabled whilst in employment, every effort is made to find continuing employment. Policies are in place which aim to deter acts of harassment and discrimination and any breach of either of these policies is met with zero tolerance.

## **Auditor**

In accordance with Section 489 of the Companies Act 2006 a resolution will be proposed at the Annual General Meeting that BDO LLP be re-appointed as auditor.

## **Disclosure of Information to Auditor**

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

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

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



# Directors' Report

*continued*

## **Post Balance Sheet Events**

There have been no significant events affecting the Company since the year end.

## **Annual General Meeting**

The AGM will be held on Wednesday 28 September 2016 at Southmoor Road, Roundthorn Industrial Estate, Wythenshawe, Manchester M23 9DU. The Notice of Meeting is contained on pages 51 to 52 of this report. At the meeting, resolutions will be prepared to receive the audited accounts and approve the Remuneration Report, to elect directors and to re-appoint BDO LLP as auditor. In addition, shareholders will be asked to renew both the general authority of the directors to issue shares and to authorise the directors to issue shares without applying the statutory pre-emption rights. The directors have no present intention of exercising the authority if granted, but consider it will be commercially useful to have the authority should they need to allot shares for any purpose in the future.

By order of the Board

## **S G Fletcher**

Company Secretary

*25 August 2016*



# Directors' Remuneration Report

## Introduction

Although not required to do so by the AIM rules, the directors have decided to provide certain directors' remuneration disclosures. A resolution to approve the report will be proposed at the Annual General Meeting. The auditor reports to the shareholders on the "auditable part" of the Directors' remuneration report and to state whether in their opinion that part of the report has been properly prepared in accordance with Section 420 of the Companies Act 2006. The report has therefore been divided into separate sections for audited and unaudited information.

### *Unaudited information*

## Remuneration Committee

The Group has established a Remuneration Committee which is constituted in accordance with the recommendations of the Combined Code. The remuneration committee now comprises Joe Grimmond (Chairman) and David Low.

The performance measurement of the executive directors and the determination of their annual remuneration package are undertaken by the Committee. The remuneration of the non-executive directors is determined by the Board. No director plays a part in any discussions about his own remuneration.

## Remuneration Policy

Executive remuneration packages are designed to attract, motivate and retain directors of the high calibre needed to progress and develop the Company and to reward them for enhancing value to shareholders. There are three main elements of the remuneration package for executive directors:

- Basic annual salary and benefits
- Pension contributions
- Share options

## Basic Salary

An executive director's basic salary is determined by the Remuneration Committee prior to the beginning of each year and when an individual changes position or responsibility. In deciding appropriate levels, the Committee considers the Group as a whole and by reference to other companies in the media and manufacturing sectors. Basic salaries were reviewed in June 2015.

The Group has a policy of allowing contracts of service to be no more than one year in duration. Executive directors' contracts of service which include details of remuneration will be available for inspection at the Annual General Meeting. In addition to basic salary, the executive directors receive pension contributions and certain benefits-in-kind, principally medical insurance.

## Pension Contributions

The executive directors have individual pension arrangements in the form of personal pension plans. The Group makes a contribution at a rate of 8% of basic salary towards funding each director's pension plan.

## Performance Bonus

There is no performance bonus in place however, the remuneration committee is empowered to make awards for special circumstances if appropriate. During the year Joe Grimmond was awarded a bonus of £50,000 on completion of the purchase of GOP and related share placing.

## Share Options

The Company adopted an Enterprise Management Incentives share option scheme in December 2015. It issued 1,650,000 options to subscribe for new ordinary shares in the Company at an exercise price of 16p per share. These options will be exercisable at any time between the second and the tenth anniversary of the issue date.

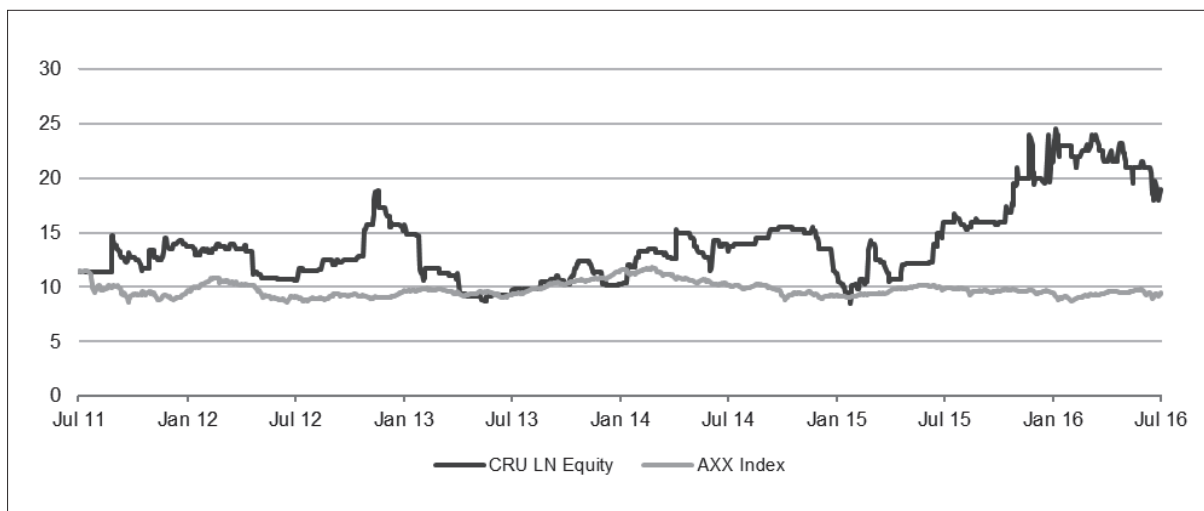


# Directors' Remuneration Report

continued

## Performance Graph

The graph below compares the Group's total shareholder return performance with the AIM All Share Index for each of the past five years.



## Directors' Contracts

The Company's policy is that executive directors should have contracts with an indefinite term providing for a maximum of six months notice. The details of the executive directors' contracts are summarised as follows:

	Date of contract	Notice period
Roberto Zandona	June 2016	6 months
Paul Freud	July 2015	3 months
Stephen Fletcher	September 2002	6 months

## Non-Executive Directors

The service contracts of non-executive directors were originally set for an initial period of three years. They are now required to submit themselves for re-election every year and the Board believes this to be appropriate in the circumstances. David Low was appointed as non-executive on 4 September 2014. The non-executive director has specific terms of engagement and his remuneration is determined by the Board based on a review of fees paid to non-executive directors of similar companies and reflects the time commitment and responsibilities of each role. The current basic annual fee payable to the senior non-executive director is £25,000.

*Audited information*

## Directors' Remuneration

The total amounts paid for Directors' remuneration was as follows:

	2016 Executive £'000	2016 Non-executive £'000	2016 Total £'000	2015 Total £'000
Emoluments	305	40	345	391
Pension contributions - defined contribution scheme	7	-	7	19
Compensation for loss of office	-	-	-	370
Share based payment	9	-	9	4
	<b>321</b>	<b>40</b>	<b>361</b>	<b>784</b>



# Directors' Remuneration Report

continued

## Emoluments – Executive Directors

	2016 Basic salary	2016 Benefits-in-kind	2016 Pension	2016 Bonus	2016 Share based payment	2016 Total	2015 Total
	£'000	£'000	£'000	£000	£000	£'000	£'000
Stephen Fletcher	96	3	7	-	9	115	106
Paul Freud	100	6	-	-	-	106	87
Joe Grimmond*	50	-	-	50	-	100	17
	<b>246</b>	<b>9</b>	<b>7</b>	<b>50</b>	<b>9</b>	<b>321</b>	<b>210</b>

\* Emoluments whilst acting as executive Chairman.

## Emoluments – Non-executive Directors

	2016 £'000	2015 £'000
David Low	25	17
Jonathan Lever	15	15
	<b>40</b>	<b>32</b>

By order of the Board

### Joe Grimmond

Chairman of the Remuneration Committee  
25 August 2016



# Independent Auditor's Report to the Members of Coral Products PLC

We have audited the financial statements of Coral Products plc for the year ended 30 April 2016 which comprise the Group income statement, the Group statement of comprehensive income, the Group and Parent Company balance sheets, the Group and Parent Company statements of changes in equity, the Group and Parent Company cash flow statements, and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and International Financial Reporting Standards (IFRSs) as adopted by the European Union and, as regards the parent Company financial statements, as applied in accordance with the provisions of the Companies Act 2006.

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 Auditors**

As explained more fully in the Statement of Directors' Responsibilities, 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 Financial Reporting Council's (FRC's) Ethical Standards for Auditors.

## **Scope of the Audit of the Financial Statements**

A description of the scope of an audit of financial statements is provided on the FRC's Website at [www.frc.org.uk/auditscopeukprivate](http://www.frc.org.uk/auditscopeukprivate).

## **Opinion on Financial Statements**

In our opinion:

- the financial statements give a true and fair view of the state of the Group's and the Parent Company's affairs as at 30 April 2016 and of the Group's profit for the year then ended;
- the Group financial statements have been properly prepared in accordance with IFRS's as adopted by the European Union; and
- the Parent Company financial statements have been properly prepared in accordance with IFRS's as adopted by the European Union and as applied in accordance with the provisions of the Companies Act 2006; and
- the financial statements have been prepared in accordance with the requirements of the Companies Act 2006.

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

In our opinion:

- the part of the Directors Remuneration Report to be audited has been properly prepared in accordance with the Companies Act 2006; and
- the information given in the Business Overview, Chairman's Statement, Strategic Report and 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 require us to report to you if, in our opinion:

- adequate accounting records have not been kept by the parent Company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent Company 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.

**Donald Bancroft** (senior statutory auditor)

For and on behalf of BDO LLP, statutory auditor

Manchester

United Kingdom

25 August 2016

BDO LLP is a limited liability partnership registered in England and Wales (with registered number OC305127).



# Group Income Statement

for the year ended 30 April 2016

	Note	2016 £'000	2015 £'000
<b>Continuing operations</b>			
<b>Revenue</b>	5	<b>18,714</b>	17,425
Cost of sales		<b>(12,512)</b>	(12,268)
<b>Gross profit</b>		<b>6,202</b>	5,157
<b>Operating costs</b>			
Distribution expenses		<b>(863)</b>	(716)
Administrative expenses before separately disclosed items		<b>(3,690)</b>	(3,092)
Separately disclosed items	6	<b>(711)</b>	(974)
Administrative expenses		<b>(4,401)</b>	(4,066)
<b>Operating profit</b>	7	<b>938</b>	375
Finance costs	8	<b>(180)</b>	(184)
<b>Profit for the financial year before taxation</b>		<b>758</b>	191
Taxation	10	<b>(15)</b>	-
<b>Profit for the financial year attributable to the equity holders</b>		<b>743</b>	191
<b>Earnings per share</b>			
Basic and dilutive earnings per ordinary share	11	<b>1.12p</b>	0.35p

# Group Statement of Comprehensive Income

for the year ended 30 April 2016

	2016 £'000	2015 £'000
Profit for the financial year	<b>743</b>	191
<b>Total comprehensive income for the year attributable to equity holders</b>	<b>743</b>	191

The accompanying accounting policies and notes form an integral part of these financial statements.





# Balance Sheets

as at 30 April 2016

Company reference: 02429784

	Note	Group		Parent company	
		As at 30 April 2016 £'000	As at 30 April 2015 £'000	As at 30 April 2016 £'000	As at 30 April 2015 £'000
<b>ASSETS</b>					
<b>Non-current assets</b>					
Goodwill	14	5,495	4,768	-	-
Other intangible assets	15	2,390	246	-	-
Property, plant and equipment	16	6,517	5,556	1,857	1,880
Investments in subsidiaries	13	-	-	10,420	6,707
<b>Total non-current assets</b>		<b>14,402</b>	<b>10,570</b>	<b>12,277</b>	<b>8,587</b>
<b>Current assets</b>					
Inventories	17	1,843	1,404	-	-
Trade and other receivables	18	5,279	3,854	3,564	3,329
Cash and cash equivalents		910	67	-	-
<b>Total current assets</b>		<b>8,032</b>	<b>5,325</b>	<b>3,564</b>	<b>3,329</b>
<b>LIABILITIES</b>					
<b>Current liabilities</b>					
Borrowings	20	2,062	2,349	355	491
Trade and other payables	19	4,054	2,659	105	25
<b>Total current liabilities</b>		<b>6,116</b>	<b>5,008</b>	<b>460</b>	<b>516</b>
<b>Net current assets</b>		<b>1,916</b>	<b>317</b>	<b>3,104</b>	<b>2,813</b>
<b>Non-current liabilities</b>					
Borrowings	20	2,122	1,704	1,478	1,146
Deferred tax	10	508	62	-	-
<b>Total non-current liabilities</b>		<b>2,630</b>	<b>1,766</b>	<b>1,478</b>	<b>1,146</b>
<b>NET ASSETS</b>		<b>13,688</b>	<b>9,121</b>	<b>13,903</b>	<b>10,254</b>
<b>SHAREHOLDERS' EQUITY</b>					
Share capital	22	826	579	826	579
Share premium		5,288	1,862	5,288	1,862
Other reserves		1,061	443	1,061	443
Retained earnings		6,513	6,237	6,728	7,370
<b>TOTAL SHAREHOLDERS' EQUITY</b>		<b>13,688</b>	<b>9,121</b>	<b>13,903</b>	<b>10,254</b>

The financial statements on pages 21 to 49 were approved by the Board of Directors on 25 August 2016 and were signed on its behalf by:

Joe Grimmond }  
 Stephen Fletcher } Directors

The accompanying accounting policies and notes form an integral part of these financial statements.



# Statement of Changes in Shareholders' Equity

for the year ended 30 April 2016

	Note	Called Up Share Capital £'000	Share Premium Reserve £'000	Other Reserves £'000	Retained Earnings £'000	Total Equity £'000
<b>Group</b>						
At 1 May 2014		419	409	-	6,439	7,267
Prior for the year		-	-	-	191	191
Total comprehensive income		-	-	-	191	191
<b>Transactions with owners</b>						
Issue of share capital	22	160	1,453	443	-	2,056
Credit to equity for equity settled share based payments	21	-	-	-	12	12
Dividend paid	12	-	-	-	(405)	(405)
<b>At 1 May 2015</b>		<b>579</b>	<b>1,862</b>	<b>443</b>	<b>6,237</b>	<b>9,121</b>
Prior for the year		-	-	-	743	743
Total comprehensive income		-	-	-	743	743
<b>Transactions with owners</b>						
Issue of share capital	22	247	3,426	618	-	4,291
Credit to equity for equity settled share based payments	21	-	-	-	28	28
Dividend paid	12	-	-	-	(495)	(495)
<b>At 30 April 2016</b>		<b>826</b>	<b>5,288</b>	<b>1,061</b>	<b>6,513</b>	<b>13,688</b>

	Note	Called Up Share Capital £'000	Share Premium Reserve £'000	Other Reserves £'000	Retained Earnings £'000	Total Equity £'000
<b>Parent Company</b>						
At 1 May 2014		419	409	-	8,090	8,918
Loss for the year		-	-	-	(327)	(327)
Total comprehensive income		-	-	-	(327)	(327)
<b>Transactions with owners</b>						
Issue of share capital	22	160	1,453	443	-	2,056
Credit to equity for equity settled share based payments	21	-	-	-	12	12
Dividend paid	12	-	-	-	(405)	(405)
<b>At 1 May 2015</b>		<b>579</b>	<b>1,862</b>	<b>443</b>	<b>7,370</b>	<b>10,254</b>
Loss for the year		-	-	-	(175)	(175)
Total comprehensive income		-	-	-	(175)	(175)
<b>Transactions with owners</b>						
Issue of share capital	22	247	3,426	618	-	4,291
Credit to equity for equity settled share based payments	21	-	-	-	28	28
Dividend paid	12	-	-	-	(495)	(495)
<b>At 30 April 2016</b>		<b>826</b>	<b>5,288</b>	<b>1,061</b>	<b>6,728</b>	<b>13,903</b>



# Cash Flow Statements

for the year ended 30 April 2016

	Note	Group		Parent company	
		2016 £'000	2015 £'000	2016 £'000	2015 £'000
<b>Cash flows from operating activities</b>					
Profit/(loss) for the year		743	191	(175)	(327)
<b>Adjustments for:</b>					
Depreciation of property, plant and equipment	16	678	533	31	30
Loss/(profit) on disposal of tangible assets	7	50	(33)	-	-
Amortisation of intangible assets	15	133	136	-	-
Share based payment charge	21	28	12	-	-
Interest payable	8	180	184	65	50
Taxation charge	10	15	-	-	-
Operating cash flows before movements in working capital		1,827	1,023	(79)	(247)
(Increase)/decrease in inventories		(174)	801	-	-
(Increase)/decrease in trade and other receivables		(455)	1,108	(235)	1,110
Increase/(decrease) in trade and other payables		658	(1,361)	(20)	25
Cash generated by operations		1,856	1,571	(334)	888
UK corporation tax paid		(40)	-	-	-
<b>Net cash generated from operating activities</b>		<b>1,816</b>	<b>1,571</b>	<b>(334)</b>	<b>888</b>
<b>Cash flows from investing activities</b>					
Acquisition of subsidiary, net of cash acquired	14	(2,402)	(1,998)	(2,935)	(2,049)
Acquisition of property, plant and equipment		(1,668)	(440)	(8)	-
Proceeds from disposal of fixed assets		-	42	-	-
Acquisition of intangible assets		-	(7)	-	-
<b>Net cash used in investing activities</b>		<b>(4,070)</b>	<b>(2,403)</b>	<b>(2,943)</b>	<b>(2,049)</b>
<b>Cash flows from financing activities</b>					
Proceeds of issue of share capital		3,641	1,605	3,641	1,605
New bank loans raised		1,150	500	1,150	500
New director's loan raised		-	200	-	-
Dividends paid	12	(495)	(405)	(495)	(405)
New asset finance raised		463	237	-	-
Interest paid on borrowings		(180)	(184)	(65)	(50)
Repayments of bank borrowings		(666)	(297)	(666)	(297)
Repayment of director's loan		(200)	(146)	-	-
Repayments of obligations under finance lease		(205)	(226)	-	-
<b>Net cash used in financing activities</b>		<b>3,508</b>	<b>1,284</b>	<b>3,565</b>	<b>1,353</b>
<b>Net increase in cash and cash equivalents</b>		<b>1,254</b>	<b>452</b>	<b>288</b>	<b>192</b>
Cash and cash equivalents at 1 May 2015		(1,747)	(2,199)	(288)	(480)
<b>Cash and cash equivalents at 30 April 2016</b>		<b>(493)</b>	<b>(1,747)</b>	<b>-</b>	<b>(288)</b>
Cash		910	67	-	-
Invoice discounting facility		(1,403)	(1,814)	-	(288)
<b>Cash and cash equivalents at 30 April 2016</b>		<b>(493)</b>	<b>(1,747)</b>	<b>-</b>	<b>(288)</b>



# Notes to the Financial Statements

for the year ended 30 April 2016

## 1. GENERAL INFORMATION

Coral Products plc is a public limited Company ('Company') incorporated in the United Kingdom under the Companies Act 2006. The Company's ordinary shares are traded on the AIM (Alternative Investment Market) market. The consolidated financial statements of the Group as at and for the year ended 30 April 2016 comprise the Company and its subsidiaries (together referred to as the 'Group'). The address of the registered office is given on page 11. The nature of the Group's activities, together with the factors likely to affect its future development, performance and position are set out in the Chairman's Statement on pages 4 to 6. The financial position of the Group, its cash flows, liquidity position and borrowing facilities are described in the Strategic Report on pages 7 to 10.

The directors have considered all new and amended Standards and Interpretations issued by the International Accounting Standards Board (IASB) and the International Reporting Interpretations Committee (IFRIC). No standards or interpretations have had a material impact on the preparations of the financial statements.

As at the date of authorisation of these financial statements, the following standards, amendments and interpretations, have been issued by the International Accounting Standards Board (IASB) and the International Financial Reporting Interpretations Committee (IFRIC), but are not yet effective and, therefore, have not been adopted by the Company:

### Standards

IFRS 9 and IFRS 15, both effective 1 January 2018, but are not yet endorsed by the EU.

The directors do not expect that the adoption of the standards will have a material impact on the financial statements of the Group in future periods, except that IFRS 9 will impact both the measurement and disclosures of financial instruments and IFRS 15 may have an impact on revenue recognition and related disclosures. Beyond the information above, it is not practicable to provide a reasonable estimate of the effect of IFRS 9 and IFRS 15 until a detailed review has been completed.

### Amendments

Annual Improvements 2012-2014 Cycle  
Amendments for investment entities (IFRS 10, IFRS 12 and IAS 28)  
Amendments to IAS1, disclosure initiative  
Amendments to IAS16 and IAS38, Clarification of Acceptable Methods of Depreciation and Amortisation  
Amendments to IAS27, Equity Method in Separate Financial Statements

The Directors are currently considering the potential impact of adoption of these standards and interpretations in future periods on the consolidated financial statements of the Group.

## 2. SIGNIFICANT ACCOUNTING POLICIES

A summary of the Group's principal accounting policies is set out below. These policies have been applied consistently to all the years presented.

### Basis of Preparation

These financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted for use in the European Union and with those parts of the Companies Act 2006 applicable to companies reporting under IFRS. The financial statements have been prepared under the historical cost convention.



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## **Basis of Preparation** (continued)

The consolidated and parent Company financial statements are presented in GBP which is also the Group's functional currency. Amounts are rounded to the nearest thousand, unless otherwise stated.

An income statement is not provided for the parent Company as permitted by section 408 of the Companies Act 2006. The loss dealt with in the financial statements of Coral Products Plc was £0.2m (2015: £0.3m).

## **Adoption of New and Revised Standards**

The accounting policies adopted are consistent with those of the previous financial year. New standards and interpretations which came into force during the year did not have a significant impact on the Group's financial statements.

## **Basis of Consolidation**

The Group's financial statements consolidate those of the Company and its subsidiary undertakings drawn up to 30 April 2016. Subsidiaries are consolidated from the date of their acquisition, being the date on which the Group obtains control. Control is achieved when the Company:

- has the power over the investee;
- is exposed, or has rights, to variable return from its involvement with the investee; and
- has the ability to use its power to affect its returns.

The financial statements of subsidiaries used in the preparation of the consolidated financial statements are prepared for the same reporting year as the parent Company and are based on consistent accounting policies. All intraGroup balances and transactions, including unrealised profits arising from them, are eliminated in full.

Business combinations are accounted for using the acquisition method. This method involves recognition at fair value of all identifiable assets and liabilities at the acquisition date. Goodwill represents the excess of acquisition costs over the fair value of the Group's share of the identifiable net assets of the acquired subsidiary at the date of acquisition. The costs of acquisition are expensed during the year.

## **Going Concern**

In adopting the going concern basis for preparing the financial statements, the Board has considered the business activities as set out in the Chairman's Statement and the Strategic Report as well as the Group's principal risks and uncertainties as set out in the Strategic Report. Based on the Group's cash flow forecasts and projections, the Board is satisfied that the Group will be able to operate within the level of its facilities for the foreseeable future. For this reason, the Group continues to adopt the going concern basis in preparing its financial statements. The Group has renewed its Invoice Discounting line and overdraft facility. The next annual review is scheduled for June 2017.

In carrying out their duties in respect of going concern, the directors have carried out a review of the Group's and the Company's financial position and cash flow forecast for a period of twelve months from the date of signing these financial statements. The forecasts have been based on a comprehensive review of revenue, expenditure and cash flows, taking into account specific business risks and the uncertainties brought about by the current economic environment.

To ensure the continuation of the Group the directors regularly review the revenue generating activities, gross margin levels and cash flows of the Group, both in the short and medium term, and have a thorough approach to managing the working capital of the business by holding regular reviews with the managing directors of each division of the Group. The Group meets its day to day working capital requirements through invoice discounting facilities, an overdraft and short term borrowing facilities which are due for renewal in June 2017. The directors, through ongoing correspondence with the lenders, expect that the facilities will be extended for a further 12 months.



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## Going Concern (continued)

Forecasts are prepared and updated on a regular basis. The forecasts are compiled using key market data, extensive dialogue with customers and suppliers, in depth analysis of all the key input costs and a range of scenario and sensitivity planning. Uncertainties in preparing these forecasts are:

- Movements in commodity prices
- Activities of competitors
- Reliance on key suppliers, particularly with regard to movements in the Euro as many of the Group's materials are purchased in Euro's
- The risk of the Government imposing budget cuts
- Credit risk in ensuring payments from customers are received in full and on a timely basis
- Legislative and regulatory risk as new requirements are being imposed on plastic businesses

Having taken all of the above factors into consideration, the directors have reached a conclusion that the Company and the Group are able to manage their business risks and operate within existing and future funding facilities for a period of at least twelve months from the date of approval of the financial statements. Accordingly, they continue to adopt the going concern basis in preparing the annual report and financial statements.

## Underlying Profit

The Board believes that underlying profit and underlying earnings provide additional useful information for shareholders and is calculated as being operating profit or earnings before separately disclosed items. The term underlying earnings is not a defined term under IFRS and may not therefore be comparable with similar profit measurements reported by other companies. It is not intended to be a substitute for, or superior to, IFRS measures of profit.

Underlying profit before tax, underlying earnings per share, underlying operating profit, underlying earnings before interest, tax and depreciation are defined as being before share based payment charges, amortisation of intangibles recognised on acquisition, acquisition costs, loss on disposal of tangible assets, reorganisation costs, compensation for loss of office, retirement costs of former directors and impairment loss on trade receivables. Collectively these are referred to as separately disclosed items.

## Separately Disclosed Items

Separately disclosed items are those significant items which in management's judgement should be highlighted by virtue of their size or incidence to enable a full understanding of the Group's performance.

## Segmental Reporting

A business segment is a Group of assets and operations engaged in providing products or services that are subject to risks and returns that are different from other segments. The directors have considered the different business activities undertaken by the Group. The Group is organised around one operating segment that being its core market of moulded plastic products, therefore its operations have been reported as being one business segment. Information reported to the Group's Executive Chairman for the purpose of resource allocation and assessment of performance is focused on the Group's performance as a whole.

A geographical segment is engaged in providing products or services within a particular economic environment that are subject to risks and returns that are different from those of segments operating in other economic environments. The Group considers it operates in one geographical segment.

## Revenue Recognition

Revenue is measured at the fair value of the consideration received or receivable and represents amounts receivable for goods provided in the normal course of business, net of discounts, VAT and other sales related taxes. Revenue is recognised when the significant risks and rewards of ownership of the goods have passed to the buyer. For the majority of the Group this is on despatch. Revenue for the newly acquired subsidiary in the year is recognised on delivery based on existing terms of sale prior to acquisition.



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## Foreign Currencies

Transactions in currencies other than pounds sterling are recorded at the rates of exchange prevailing at the dates of the transactions. At each balance sheet date, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing on the balance sheet date. Gains and losses arising on translation are included in the income statement for the period.

## Pension Contributions

The Group contributes to defined contribution pension schemes and the pension charge represents the amount payable for that period. The Group has no defined benefit arrangements in place.

## Taxation

The tax expense represents the sum of the tax currently payable and deferred tax.

The tax currently payable is based on taxable profit for the year. Taxable profit differs from net profit as reported in the income statement because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The Group's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the balance sheet date.

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit, and is accounted for using the balance sheet liability method. Deferred tax liabilities are generally recognised for all taxable temporary differences and deferred tax assets are recognised to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilised. Such assets and liabilities are not recognised if the temporary difference arises from goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the tax profit nor the accounting profit. Deferred tax liabilities are recognised on intangible assets and other temporary differences recognised in business combinations.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered. The unrecognised deferred tax asset relates to losses carried forward.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised. Deferred tax is charged or credited in the income statement, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity. Deferred tax assets and liabilities are offset when the Group has a legally enforceable right to offset current tax assets and liabilities and the deferred tax assets and liabilities relate to taxes levied by the same tax authority.

## Goodwill

Goodwill arises on the acquisition of subsidiaries. Goodwill representing the excess of the fair value of the consideration transferred ("cost") over the fair value of the Group's share of the identifiable assets acquired is capitalised and reviewed annually for impairment.

Cost comprises the fair value of assets acquired, liabilities assumed and equity instruments issued, plus the amount of amount of any non-controlling interests in the acquiree plus, if the business combination is achieved in stages, the fair value of the existing equity interest in the acquiree. Contingent consideration is included in cost at its acquisition date fair value and, in the case of contingent consideration classified as a financial liability, remeasured subsequently through profit or loss. Direct costs of acquisition are recognised immediately as an expense.

Goodwill is measured at cost less accumulated impairment losses.



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## Impairment of Goodwill

Impairment tests on goodwill are performed annually at the financial year end. Determining whether goodwill is impaired requires an estimation of the value in use of cash generating units to which goodwill has been allocated. The calculation of value in use requires management to estimate the future cash flows expected to arise from cash generating units and suitable discount rate in order to calculate present value. Any impairment of goodwill is charged to the Group income statement.

## Property, Plant and Equipment

Property, plant and equipment are stated at cost less accumulated depreciation and any recognised impairment losses.

Cost includes expenditures that are directly attributable to the acquisition of the asset.

Depreciation is charged so as to write off the cost less residual value of the assets over their estimated useful lives, using the straight-line method, on the following bases:

Property	-	2%
Plant and equipment	-	10-25%
Fixtures and fittings	-	10-33%

The gain or loss arising on the disposal of an asset is determined as the difference between the sale proceeds and the carrying value of the asset, and is recognised in the income statement.

## Intangible Assets

Intangible assets other than goodwill that are acquired by the Group are stated at cost less accumulated amortisation and are reviewed for impairment whenever there is an indication that the carrying value may be impaired.

Intangible assets comprise customer lists acquired in business combinations, as well as license fees paid in advance for the use of trademarks and technology. Such assets are defined as having finite useful lives and the costs are amortised on a straight-line basis over their estimated useful lives as follows:

Customer lists	-	25-33%
Licences	-	10%





# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## **Impairment of Tangible and Intangible Assets Excluding Goodwill**

At each balance sheet date, the Group reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the Group estimates the recoverable amount of the cash-generating unit to which the asset belongs. Where a reasonable and consistent basis of allocation can be identified, corporate assets are also allocated to individual cash-generating units, or otherwise they are allocated to the smallest Group of cash-generating units for which a reasonable and consistent allocation basis can be identified.

Intangible assets with indefinite useful lives and intangible assets not yet available for use are tested for impairment annually, and whenever there is an indication that the asset may be impaired.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

Where an impairment loss subsequently reverses, the carrying amount of the asset (or cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in the income statement, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

## **Inventories**

Inventories are stated at the lower of cost and net realisable value. The cost of finished goods manufactured includes appropriate materials, labour and production overhead expenditure. Net realisable value is the estimated selling price less the costs of disposal. Provision is made to write down obsolete or slow-moving inventory to their net realisable value.

## **Financial Assets**

Financial assets are recognised at fair value on the Group's balance sheet when the Group becomes a party to the contractual provisions of the instrument.

## **Loans and receivables**

These assets are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They arise principally through the provision of goods and services to customers, e.g. trade receivables. Trade receivables do not carry any interest and are stated at their nominal value as reduced by appropriate allowances for estimated irrecoverable amounts.

Impairment provisions are recognised when there is objective evidence (such as significant financial difficulties on the part of the counterparty or default or significant delay in payment) that the Group will be unable to collect all of the amounts due under the terms receivable, the amount of such a provision being the difference between the net carrying amount and the present value of the future expected cash flows associated with the impaired receivable. For trade receivables, which are reported net, such provisions are recorded in a separate allowance account with the loss being recognised within administrative expenses in the income statement. On confirmation that the trade receivable will not be collectable, the gross carrying value of the asset is written off against the associated provision.

The Group's loans and receivables comprise trade and other receivables.



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## Cash and cash equivalents

Cash and cash equivalents comprise cash and bank balances together with bank overdrafts that are repayable on demand. The bank overdraft includes an invoice discount facility secured on the debtor book of Group companies.

## Financial Liabilities

Financial liabilities include the following items:

- Bank borrowings are initially recognised at fair value net of any transaction costs directly attributable to the issue of the instrument. Such interest bearing liabilities are subsequently measured at amortised cost using the effective interest rate method, which ensures that any interest expense over the period to repayment is at a constant rate on the balance of the liability carried in the balance sheet. Interest expense in this context includes initial transaction costs and premiums payable on redemption, as well as any interest or coupon payable while the liability is outstanding;
- Trade payables and other short-term monetary liabilities, which are initially recognised at fair value and subsequently carried at amortised cost using the effective interest method.

## Equity Instruments

Equity instruments issued by the Group are recorded at the proceeds received, net of direct issue costs.

## Leased Assets

Leases for which the Group assumes substantially all the risks and rewards of ownership are classified as finance leases. Assets held under finance leases and hire purchase contracts are capitalised in the balance sheet and depreciated over their expected useful lives. The amount initially recognised as an asset is the lower of the fair value of the leased asset and the present value of the minimum lease payments payable over the term of the lease. The corresponding lease commitment is shown as a liability. Lease payments are analysed between capital and interest. The interest element of leasing payments represents a constant proportion of the capital balance outstanding and is charged to the income statement over the period of the lease. The capital element reduces the balance owed to the lessor.

All other leases are regarded as operating leases and the payments made under them are charged to the income statement on a straight-line basis over the lease term.

## Share-based Payment Transactions

The Group's equity-settled share-based payments comprise the grant of options under the Group's share option schemes.

In accordance with IFRS2 "Share-based payment", the Group recognises an expense to the income statement representing the fair value of outstanding equity-settled share-based payment awards to employees which have not vested as at 30 April 2016.

Those fair values are charged to the income statement over the relevant vesting period adjusted to reflect the actual and expected vesting levels. The Group calculates the fair market value of the options as being based on the market value of a Company's share at the date of grant adjusted to reflect the fact that an employee is not entitled to receive dividends over the relevant holding period.

The total amount to be expensed over the vesting period is determined with reference to the fair value of options granted, excluding the impact of any non-market vesting conditions. Non market vesting conditions are included in the assumptions about the number of options expected to vest. At each reporting date the Group revises its estimate of the number of options expected to vest.

It recognises the impact of revisions to original estimates, if any, in the income statement, with a corresponding adjustment to equity. The proceeds received, net of any directly attributable transaction costs, are credited to share capital and share premium when the options are exercised.



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## Investments of Subsidiaries

Investments in subsidiaries are shown in the parent Company balance sheet at cost less any provision for impairment.

## Dividends

Dividends receivable by the Company are recognised in the income statement if they are declared, appropriately authorised and no longer at the discretion of the entity paying the dividend, prior to the balance sheet date.

Dividends payable by the Company are recognised when declared and therefore final dividends proposed after the balance sheet date are not recognised as a liability at the balance sheet date. Dividends paid to shareholders are shown as a movement in equity.

### 3. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

The preparation of financial statements under IFRS requires the Group to make estimates and assumptions that affect the application of policies and reported amounts. Estimates and judgements are continually evaluated and are based on historical experience and other factors including expectations of future events that are believed to be reasonable under the circumstances. Actual results may differ from these estimates. The estimates and assumptions, which have a significant risk of causing a material adjustment to the carrying amount of assets and liabilities, are outlined below.

#### Inventory Valuation

Inventories are valued at the lower of cost and net realisable value. Net realisable value includes, where necessary, provisions for slow moving and obsolete stocks. Calculation of these provisions requires judgements to be made, which include forecast consumer demand, the promotional, competitive and economic environment, and inventory loss trends.

#### Impairment Reviews

The Board reviews the useful economic lives and residual values attributed to assets on an ongoing basis to ensure they are appropriate and performs an annual impairment review of goodwill and impairment reviews on tangible and other intangible assets (other than goodwill) when there are indicators of impairment. The recoverable amount is the greater of the net selling price and value in use, where value in use is determined by discounting the future cash flows generated from the continuing use of the unit. The value in use calculation requires management to estimate the future cash flows expected to arise from the cash-generating unit and a suitable discount rate in order to calculate present value (see note 14).

#### Business Combinations

IFRS 3 'Business Combinations' requires that the consideration for an acquisition is recorded at fair value.

Where contingent consideration is part of the acquisition cost then the directors estimate the fair value of the amount payable. Contingent consideration is revalued each reporting period according to the latest forecasts of the acquired business based on the terms of the earn-out arrangement. Where deferred consideration is part of an acquisition cost then it is recorded and held on the balance sheet at amortised cost.

Assets and liabilities must also be recognised at fair value on acquisition. The identification and measurement of contingent liabilities and intangible assets are key areas of judgement. For intangible assets appropriate valuation methods are used, including royalty rates and the income approach to recognise the fair value of the assets acquired.



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## 4. FINANCIAL INSTRUMENTS - RISK MANAGEMENT

The Group is exposed through its operations to one or more of the following financial risks:

- Market price risk
  - Fair value or cash flow interest rate risk
  - Foreign currency risk
- Liquidity risk
- Credit risk

Policies for managing these risks are set by the Board following recommendations from the Finance Director. The policy for each of the above risks is described in more detail below. Further quantitative information in respect of these risks is presented throughout these financial statements.

### Principal Financial Instruments

The principal financial instruments used by the Group, from which financial risk arises, are as follows:

- Trade receivables
- Cash at bank
- Trade and other payables
- Finance leases, operating leases and hire purchase agreements
- Bank loans, overdrafts and invoice discounting facilities
- Other external loans

### Market Risk

Market risk arises from the Group's use of interest bearing, tradable and foreign currency financial instruments. It is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in interest rates (interest rate risk), foreign exchange rates (currency risk) or other market factors (other price risk)

### Interest Rate Risk

The Group is exposed to movements in interest rates in currencies in which it has borrowings, namely sterling and euros, and this risk is controlled by managing the proportion of fixed to variable rates within limits. Interest rate swaps are used to achieve the desired mix if the Board consider the proportion to be outside the limits. The Group uses a mixture of fixed and variable rate loan and finance lease facilities in order to mitigate its interest rate exposure.

### Foreign Currency Risk

The Group conducts business in both Sterling and Euros. As a result, the Group is exposed to foreign exchange risks, which will affect transaction costs and the translation of debtor and creditor balances. A significant amount of the Group's raw material purchases are in euros and this helps to provide a natural match to the exposure from sales in that currency.

### Liquidity Risk

Borrowing facilities are monitored against the Group's forecast requirements and the Group mitigates financial risk by staggering the maturity of borrowings and by maintaining undrawn committed facilities. Short term flexibility is achieved by bank overdraft and invoice discounting facilities.



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## Credit Risk

Cash deposits and financial transactions give rise to credit risk in the event that counterparties fail to perform under the contract. The Group regularly monitors the credit ratings of its counterparties and controls the amount of credit risk by adhering to limits set by the board.

## Capital Disclosures

Capital comprises share capital, share premium and retained earnings.

The Group's objective when maintaining capital is to safeguard the Group's ability to continue as a going concern so that it can provide returns to shareholders and benefits for other stakeholders. In order to maintain the capital structure, the Group may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares, or sell assets to reduce debt.

## Sensitivity Analysis

Whilst the Group takes steps to minimise its exposure to cash flow interest rate risk and foreign exchange risk as described above, changes in interest and foreign exchange rates will have an impact on profit.

The annualised effect of a 1% increase in the interest rate at the balance sheet date on the variable rate debt carried at that date would, all other variables being held constant, have resulted in a decrease of the Group's post-tax profit for the year of £18,000. A 1% decrease in the interest rate would, on the same basis, have increased post-tax profits by the same amount.

The Group's foreign exchange risk is dependent on the movement in the euro to sterling exchange rate. The effect of a 5% strengthening in the euro against sterling at the balance sheet date on the euro denominated debt at the date and on the annualised interest on that amount would, all other variables being held constant, have resulted in a decrease in the post-tax profit for the year of £140,000. A 5% weakening in the exchange rate would, on the same basis, have increased post-tax profit by £120,000.

The other numerical disclosures required by IFRS7 in relation to financial instruments are included in notes 18, 19 and 20.

## 5. REVENUE

A breakdown of Group revenues by geographical region, based on the location of the customer is shown as follows:

	2016 £'000	2015 £'000
Continuing operations		
UK	18,151	16,917
Rest of Europe	408	508
Rest of the World	155	-
	<b>18,714</b>	<b>17,425</b>

All Group revenue is in respect of the sale of goods. No single customer contributed 10% or more to the Group's revenue for the year ended 30 April 2016. In 2015, one customer contributed £2,514,000 to Group revenue.

All non-current assets are held in the UK.



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## 6. UNDERLYING PROFIT AND SEPARATELY DISCLOSED ITEMS

	2016 £'000	2015 £'000
<b>Underlying operating profit</b>	<b>1,649</b>	1,349
Separately disclosed items within administrative expenses		
Share based payment charge (note 21)	(28)	(12)
Amortisation of intangible assets (customer relationships and brands) (note 15)	(118)	(106)
Acquisition costs (note 14)	(67)	(106)
Compensation for loss of office	(30)	-
Retirement costs of former directors	-	(414)
Impairment loss recognised on trade receivables	-	(336)
Loss on disposal of tangible assets	(50)	-
Reorganisation costs	(418)	-
Total separately disclosed items	(711)	(974)
<b>Operating profit</b>	<b>938</b>	375

Separately disclosed items in the current year are referenced where applicable to other notes. In the year the items include costs in relation to the restructuring and relocation of a subsidiary amounting to £418,000, and compensation paid to senior management for loss of office of £30,000. Further, the directors deem the loss on disposal of tangible assets of £50,000 to be separately disclosable on the basis of the transaction not reflecting day-to-day trading activity.

Separately disclosed items in the prior year include retirement costs relating to two former directors amounting to £414,000 and a significant bad debt in relation to a customer that has been placed into administration amounting to £336,000.

## 7. OPERATING PROFIT

	2016 £'000	2015 £'000
<b>This is stated after charging/(crediting) the following</b>		
Staff costs (note 9)	3,827	3,872
Impairment loss recognised on trade receivables	39	336
Cost of inventories recognised as expense	9,479	9,334
Net foreign exchange gains	(424)	(379)
<b>Depreciation of property, plant and equipment:</b>		
Owned assets	555	467
Under finance leases	123	66
Amortisation of intangible assets	133	136
Loss/gain on disposal of property, plant and equipment	50	(33)
<b>Rentals under operating leases:</b>		
Hire of plant and machinery	43	98
Land and buildings	130	44
Auditor remuneration for statutory audit services to the Group	10	10
Auditor remuneration for statutory audit services to subsidiaries	32	20

There are no non-audit fees payable to the auditor.



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## 8. FINANCE COSTS

	2016 £'000	2015 £'000
Interest payable on bank borrowings	37	73
Interest payable on finance leases	66	58
Interest payable on term loans	65	45
Interest payable on other loans	12	8
	180	184

## 9. STAFF COSTS

	2015 No	2014 No
<b>Average number of employees (including executive directors) comprised</b>		
Production	137	102
Selling and distribution	19	16
Administration	23	16
	179	134

	2016 £'000	2015 £'000
<b>Their aggregate remuneration comprised</b>		
Wages and salaries	3,428	3,098
Social security costs	322	283
Other pension costs	19	65
Retirement costs to former directors	30	414
Total remuneration before share option charge	3,799	3,860
Share option charge	28	12
<b>Total remuneration</b>	3,827	3,872

Details of Directors' emoluments are shown in the Directors' Remuneration Report on pages 17 to 19.

### Key management personnel compensation

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the Group, including the directors of the Company and the site general managers.

	2016 £'000	2015 £'000
<b>Their aggregate remuneration comprised</b>		
Wages and salaries	428	946
Other pension costs	7	29
Retirement costs to former directors	-	414
Share option charge	9	4
	444	1,393



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## 10. TAXATION

The charge for taxation on the profit/(loss) for the financial year is as follows:

	2016 £'000	2015 £'000
<b>Current tax</b>		
UK Corporation tax	24	-
<b>Deferred tax</b>	-	-
Adjustment in respect of previous years	(9)	-
Total taxation for the financial year	15	-

The tax assessed for the year is different from that calculated at the standard rate of corporation tax in the UK of 20% (2015: 20%). The differences are reconciled as follows

### Reconciliation of taxation charge

	2016 £'000	2015 £'000
Profit on ordinary activities before tax	758	191
Tax on profit on ordinary activities at 20% standard rate of tax (2015: 20%)	152	38
Non-deductible expenses	51	62
Change in tax rates	-	2
Other differences	(188)	(41)
Effects of tax losses carried forward	-	(61)
Total taxation charge	15	-

### Deferred tax liability

	2016 £'000	2015 £'000
At 1 May 2015	62	32
Deferred tax related to intangible assets recognised on acquisitions	455	-
Reversal of timing differences	(9)	-
Acquired with subsidiary	-	30
At 30 April 2016	508	62
Comprising:		
Accelerated capital allowances	62	62
Other timing differences	446	-
	508	62

The Group has not recognised a deferred tax asset of £66,000 (2015: £80,000) in relation to tax losses carried forward.





# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## 11. EARNINGS PER ORDINARY SHARE

	2016	2015
Earnings per share	<b>1.12p</b>	0.35p
Underlying earnings per share	<b>2.20p</b>	2.12p

The share options issued in the previous year are dilutive (2015: non-dilutive).

Basic and underlying earnings per share have been calculated as follows:

	2016			2015		
	Earnings £'000	Weighted average number of shares	Earnings per share (pence)	Earnings £'000	Weighted average number of shares	Earnings per share (pence)
Profit for the year	<b>743</b>	<b>66,238,090</b>	<b>1.12</b>	191	54,894,513	0.35
Separately disclosed items (note 6)	<b>711</b>			974		
Underlying profit for the period	<b>1,454</b>	<b>66,238,090</b>	<b>2.20</b>	1,165	54,894,513	2.12

Dilutive earnings per share are 1.12 pence and dilutive underlying earnings per share are 2.18 pence

### Underlying earnings per share

Underlying earnings per share has been presented in addition to basic earnings per share since in the opinion of the directors this provides shareholders with a more meaningful representation of the earnings derived from the Group's operations.

## 12. DIVIDENDS PAID AND PROPOSED

	2016 £'000	2015 £'000
Interim dividend 0.3p (2015: 0.2p) paid 1 March 2016	<b>197</b>	116
Final dividend for 2015 0.5p (2014: 0.5p) paid 30 October 2015	<b>298</b>	289
	<b>495</b>	405

A final dividend of 0.7p (2015: 0.5p) is to be recommended at the forthcoming AGM. The final dividend is subject to approval by shareholders at the Annual General Meeting on 28 September 2016 and has not been included as a liability in these financial statements. If approved at the Annual General Meeting the final dividend will be paid on 14 October 2016 to shareholders on the register at the close of business on 8 September 2016. The total cost of the dividend will be £578,304.



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## 13. INVESTMENTS: SHARES IN GROUP UNDERTAKINGS

Parent Company	2016 £'000	2015 £'000
<b>Cost and net book value</b>		
At 1st May 2015	6,707	4,195
Additions (note 14)	3,685	2,500
Share options granted to employees in subsidiaries (note 21)	28	12
At 30th April 2016	10,420	6,707

All non-current investments relate to Group undertakings. Listed below are the subsidiaries and the ownership of their share capital by the Group.

Interpack Limited	100%
Coral Products (Mouldings) Limited	100%
Tatra Rotalac Limited (formerly Tatra Plastics Manufacturing Limited)	100%
Rotalac Plastics Limited (formerly Coral Products (Haydock) Limited)	100%
Global One-Pak Holdings Limited	100%

All Group undertakings are consolidated. The above companies and the parent Company were all incorporated and operate in the United Kingdom.

Details of the purchase consideration and goodwill arising on the acquisition of Global One-Pak Holdings Limited is shown in note 14 "Goodwill".

## 14. GOODWILL

Group	£'000
At 1 May 2015	4,768
Additions	727
<b>At 30 April 2016</b>	<b>5,495</b>

Goodwill of £4,768,000 at 1 May 2015 comprises £3,457,000 in relation to the acquisition of Interpack Limited which was acquired in September 2011 and £1,311,000 in relation to the acquisition of Tatra Plastics Manufacturing Limited which was acquired in July 2015.



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## 14. GOODWILL (continued)

On 22 February 2016, the Group purchased 100% of the share capital of Global One-Pak Holdings Limited ("GOP"), a specialist in the design, manufacture and supply of lotion pumps and trigger sprayers, for a minimum consideration of £3,585,000. The purchase has been accounted for as a business combination. The following table summarises the consideration paid for GOP and the fair value of the assets and liabilities assumed at the acquisition date.

	Fair value £'000
<b>Consideration at 22 February 2016</b>	
Cash consideration paid	2,935
Deferred consideration	100
Shares (3,250,000 ordinary shares)	650
<b>Total consideration fair value</b>	<b>3,685</b>
<b>Recognised amounts of identifiable assets and liabilities</b>	
Cash and cash equivalents	533
Property, plant and equipment	21
Customer relationships (included in intangible assets) (note 15)	1,955
Trade name (included in intangible assets)	322
Inventories	265
Trade and other receivables	970
Trade and other payables	(560)
Deferred tax liabilities related to intangible assets recognised	(455)
<b>Total identifiable net assets</b>	<b>3,051</b>
<b>Goodwill</b>	<b>634</b>
<b>Total</b>	<b>3,685</b>

The deferred consideration was recognised as a liability at the year-end and has been settled in full in May 2016.

The completion balance sheet includes an adjustment to recognise separate intangible assets in respect of customer relationships and a trade name. The goodwill recognised above includes certain intangible assets that cannot be separately identified and measured due to their nature. This includes control over the acquired business, the skills and experience of the assembled workforce, the scale and the future growth opportunities that is provides to the Group's operations. The goodwill recognised is not deductible for tax purposes.

Acquisition related costs of £67,000 have been charged as administrative expenses in the income statement for the year ended 30 April 2016. Share issue costs of £137,100 have been charged against the share premium account. The fair value of the 3,250,000 ordinary shares issued as part of the consideration was based on the published share price on 8 July 2015.

Since acquisition, GOP has contributed £538,000 to revenue and £136,000 profit to the Group. If the acquisition of GOP had taken place on 1 May 2015, management estimate GOP would have contributed £4.3m to Group revenue and £1.0m to profit.

On 24 June 2015, the Group completed the purchase of certain injection moulding, extrusion blow moulding and injection blow moulding plant and machinery from Neiman Packaging Limited for a total consideration of £300,000 and an earn-out consideration of up to £200,000 payable in respect of turnover to existing Neiman customers. £93,000 has been recognised in the current period as payable on the earn-out arrangement and included in goodwill additions. The value of this goodwill represents control over acquired business and the growth opportunities to the Group. No intangible assets have been recognised on this acquisition as the fair value has been assessed as £nil. Since acquisition Neiman business acquired has contributed £1.5m to revenue, breaking even at profit level. If the acquisition had taken place 1 May 2015 management estimate revenue of £1.7m would have been contributed, again breaking even at profit level.



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## 14. GOODWILL (continued)

In January 2016 the Group purchased the fixed assets, stock and business from the administrators of Rotalac Plastics Limited which provides bespoke thermoplastic extrusion and moulding solutions across a number of industries worldwide. The total consideration of £160,000 was equal to the fair value of net assets acquired therefore no goodwill has been recognised in respect of this purchase. Since acquisition Rotalac has contributed £0.6m to revenue with a loss of £0.1m recorded. Based on the business being bought out of administration, and timing of the purchase management cannot reasonably estimate the level of contribution had the acquisition occurred on 1 May 2015.

The Group tests goodwill and intangible assets annually for impairment. The goodwill and intangible assets recognised in the year remains unallocated to a cash generating unit ('CGU') at 30 April 2016. Management will formalise the allocation to a specific CGU in the forthcoming year. The recoverable amount of goodwill and intangibles arising on the acquisition of Interpack and Tatra in previous years is determined from value in use calculations. The key assumptions for the value in use calculations are those regarding the discount rates, revenue and overhead growth rates, and perpetuity growth rate. Management estimates discount rates using pre-tax rates that reflect market assessments of the time value of money and the risks specific to the acquired subsidiaries. In assessing goodwill and intangibles for impairment, the directors consider each subsidiary to be the smallest Groups of assets that generate cash flows and represent the lowest level within the Group at which goodwill is monitored for internal management purposes. As at the year end of 30 April 2016, the impairment review has concluded that the value in use of each exceeds the total goodwill and intangible carrying value. In performing this impairment review, the Group has prepared cash flow forecasts derived from the most recent financial budgets approved by the Board, and then estimates revenue growth for the following four years at 2.5% per annum, with overheads also assumed to increase at 2.5% per annum. Thereafter, a growth rate for pre-tax profit of 2% per annum is assumed into perpetuity. A pre-tax rate of 15% has been used to discount the forecast cash flow. The key assumptions are based on past experience for expected changes in future conditions.

The Group has conducted a sensitivity analysis on the impairment test of each CGU and the Group of units carrying value. A decrease in the growth rate of profit to 0% (i.e. the current level of profit being generated remains constant) over the forthcoming four years would not cause the carrying value to be impaired for either Interpack or Tatra, nor would a reduction of the growth rate for pre-tax profit into perpetuity to 1%. An increase in the discount rate to 20% (Interpack) and 18% (Tatra) respectively would create a potential impairment indicator, however such levels are not deemed to be reasonable by management.

### Parent company

There is no goodwill in the parent company (2015: £Nil).



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## 15. OTHER INTANGIBLE ASSETS

	Customer relationships £'000	Brands £'000	Licences £'000	Total £'000
<b>Group</b>				
<b>Cost</b>				
At 1 May 2014	411	-	566	977
Additions	-	-	7	7
Recognised on acquisition of subsidiary	287	-	-	287
At 1 May 2015	698	-	573	1,271
Recognised on acquisition of subsidiary	1,955	322	-	2,277
<b>At 30 April 2016</b>	<b>2,653</b>	<b>322</b>	<b>573</b>	<b>3,548</b>
<b>Amortisation</b>				
At 1 May 2014	365	-	524	889
Charge in the year	106	-	30	136
At 1 May 2015	471	-	554	1,025
Charge in the year	113	5	15	133
<b>At 30 April 2016</b>	<b>584</b>	<b>5</b>	<b>569</b>	<b>1,158</b>
<b>Net book value</b>				
<b>At 30 April 2016</b>	<b>2,069</b>	<b>317</b>	<b>4</b>	<b>2,390</b>
At 30 April 2015	227	-	19	246
At 30 April 2014	46	-	42	88
			<b>Licences £'000</b>	<b>Total £'000</b>
<b>Parent company</b>				
<b>Cost</b>				
At 1 May 2014, 1 May 2015 and 30 April 2016			<b>403</b>	<b>403</b>
<b>Depreciation</b>				
At 1 May 2014, 1 May 2015 and 30 April 2016			<b>403</b>	<b>403</b>
<b>Net book value</b>				
<b>At 30 April 2016</b>			-	-
At 30 April 2015			-	-



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## 16. PROPERTY, PLANT AND EQUIPMENT

	Land and buildings £'000	Fixtures and fittings £'000	Plant and equipment £'000	Motor vehicles £'000	Total £'000
<b>Group</b>					
<b>Cost</b>					
At 1 May 2014	1,950	25	10,925	-	22,900
Acquired with subsidiary	-	4	252	1	257
Additions	-	25	618	-	643
Disposals	-	-	(211)	-	(211)
At 1 May 2015	1,950	54	11,584	1	13,589
Acquired with subsidiary	-	5	13	3	21
Additions	8	76	1,563	21	1,668
Disposals	-	-	(2,285)	-	(2,285)
<b>At 30 April 2016</b>	<b>1,958</b>	<b>135</b>	<b>10,875</b>	<b>25</b>	<b>12,993</b>
<b>Depreciation</b>					
At 1 May 2014	40	11	7,651	-	7,702
Charge in the year	30	9	493	1	533
Disposals	-	-	(202)	-	(202)
At 1 May 2015	70	20	7,942	1	8,033
Charge in the year	31	22	621	4	678
Disposals	-	-	(2,235)	-	(2,235)
<b>At 30 April 2016</b>	<b>101</b>	<b>42</b>	<b>6,328</b>	<b>5</b>	<b>6,476</b>
<b>Net book value</b>					
<b>At 30 April 2016</b>	<b>1,857</b>	<b>93</b>	<b>4,547</b>	<b>20</b>	<b>6,517</b>
At 30 April 2015	1,880	34	3,642	-	5,556

The land and buildings net book value represents freehold land and buildings. Included in this amount is a value of £450,000 for land which has not been subject to depreciation.

The net book value of plant and equipment includes £1,402,000 (2015: £614,000) in respect of assets held under finance leases. Depreciation for the year in respect of these assets was £123,000 (2015: £66,000).

	Land and buildings £'000	Total £'000
<b>Parent company</b>		
<b>Cost</b>		
At 1 May 2014 and 30 April 2015	1,950	1,950
Additions	8	8
<b>At 30 April 2016</b>	<b>1,958</b>	<b>1,958</b>
<b>Depreciation</b>		
At 1 May 2014	40	40
Charge in the year	30	30
At 1 May 2015	70	70
Charge in the year	31	31
<b>At 30 April 2016</b>	<b>101</b>	<b>101</b>
<b>Net book value</b>		
<b>At 30 April 2016</b>	<b>1,857</b>	<b>1,857</b>
At 30 April 2015	1,880	1,880



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## 17. INVENTORIES

	Group		Parent company	
	2016 £'000	2015 £'000	2016 £'000	2015 £'000
Raw materials	719	575	-	-
Finished goods and goods for resale	1,124	829	-	-
	<b>1,843</b>	1,404	-	-

## 18. TRADE AND OTHER RECEIVABLES

	Group		Parent company	
	2016 £'000	2015 £'000	2016 £'000	2015 £'000
<b>Current</b>				
Trade receivables	4,738	3,497	5	38
Less: provision for impairment of trade receivables	(34)	(1)	-	-
	<b>4,704</b>	3,496	<b>5</b>	38
Amounts owed by subsidiary company	-	-	3,542	3,195
Prepayments and accrued income	575	358	17	96
	<b>5,279</b>	3,854	<b>3,564</b>	3,329

The fair value of trade and other receivables approximates to book value at 30 April 2016 and 2015.

The Group is exposed to credit risk with respect to trade receivables due from its customers. The Group currently has around 420 customers predominantly in the manufacturing and retail sectors. The directors consider that no credit note provision is required and provision for impairment to be £34,000 (2015: £1,000). As at 30 April 2016 Group trade receivables of £132,000 (2015: £159,000) were past due but not impaired. As at 30 April 2016 the Company's trade receivables of £nil (2015: £38,000) were past due but not impaired. These relate to customers against whom no provision was considered necessary. The ageing analysis of these receivables is as follows:

	Group		Parent company	
	2016 £'000	2015 £'000	2016 £'000	2015 £'000
Up to 3 months past due	108	149	-	38
3 months to 6 months past due	24	10	5	-
	<b>132</b>	159	<b>5</b>	38

As at 30 April 2016 trade receivables of £34,000 (2015: £1,000) were past due, impaired and provided against.

There are no significant receivables included within this provision. The Group takes a prudent view in assessing the risk of non-payment and considers provision for all debts more than 3 months in arrears unless there are specific circumstances to indicate that there is little or no risk of non-payment of these older debts.



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## 18. TRADE AND OTHER RECEIVABLES (continued)

The carrying amount of the Group's trade and other receivables are denominated in the following currencies:

	Group		Parent company	
	2016 £'000	2015 £'000	2016 £'000	2015 £'000
Sterling	4,704	3,494	5	38
Euros	34	3	-	-
	<b>4,738</b>	<b>3,497</b>	<b>5</b>	<b>38</b>

Movements on the Group's provision for impairment of trade receivables are as follows:

	Group		Parent company	
	2016 £'000	2015 £'000	2016 £'000	2015 £'000
At beginning of year	1	1	-	-
Provided during the year	33	-	-	-
Released during the year	-	-	-	-
At end of year	<b>34</b>	<b>1</b>	<b>-</b>	<b>-</b>

The movement on the provision for impaired receivables has been included in administrative expenses in the accounts. Other classes of financial assets included within trade and other receivables do not contain impaired assets. The maximum exposure to credit risk at the reporting date is the fair value of each class of receivable set out above. The Group did not hold any significant interest swaps or forward foreign exchange contracts at the year end.

In the year an impairment loss has been recognised against trade receivables of £nil (2015: £336,000) relating to a media packaging Company.

## 19. TRADE AND OTHER PAYABLES

	Group		Parent company	
	2016 £'000	2015 £'000	2016 £'000	2015 £'000
Trade payables	2,368	1,533	-	-
Other taxes and social security	650	519	-	8
Corporation tax payable	140	41	-	-
Accruals and deferred income	440	556	105	17
Other payables	456	-	-	-
	<b>4,054</b>	<b>2,659</b>	<b>105</b>	<b>25</b>

Trade payables principally comprise amounts outstanding for trade purchases and ongoing costs.

The average credit period taken for trade purchases is 49 days (2015: 47 days).

The directors consider that the carrying amount of trade payables approximates to their fair value.





# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## 20. FINANCIAL LIABILITIES

The maturity profile of the non-current financial liabilities as at 30 April 2016 is set out below:

	Group		Parent company	
	2016 £'000	2015 £'000	2016 £'000	2015 £'000
<b>Borrowings</b>				
<b>Current</b>				
Invoice discounting facility	1,403	1,814	-	288
Finance lease liabilities	304	265	-	-
Term loan	355	203	355	203
Other loans	-	67	-	-
	<b>2,062</b>	<b>2,349</b>	<b>355</b>	<b>491</b>
<b>Non-current</b>				
Finance lease liabilities	644	425	-	-
Term loan	1,478	1,146	1,478	1,146
Director's loan	-	133	-	-
	<b>2,122</b>	<b>1,704</b>	<b>1,478</b>	<b>1,146</b>

The effective interest rates at the balance sheet date are as follows:

	2016	2015
Invoice discounting facility	2.3%	2.8%
Finance leases	5.5%	16.5%
Term loan	3.0%	3.0%

The bank loans and overdraft are secured by a fixed and floating charge over the Group's assets. Finance lease liabilities are secured on the assets to which the contracts relate. The invoice discounting facility is secured over trade receivables. The directors estimate that their fair value of the Group's borrowings is the same as the above book values as at 30 April 2016 and as at 30 April 2015.



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## 20. FINANCIAL LIABILITIES (continued)

The maturity profile of the non-current financial liabilities as at 30 April 2016 is set out below:

	Group		Parent company	
	2016 £'000	2015 £'000	2016 £'000	2015 £'000
<b>In more than one year but not more than two years</b>				
Finance lease liabilities	239	260	-	-
Term loan	355	154	355	154
Director's loan	-	67	-	-
<b>In more than two years but not more than ten years</b>				
Finance lease liabilities	405	165	-	-
Term loan	1,123	992	1,123	992
Director's loan	-	66	-	-
	<b>2,122</b>	<b>1,704</b>	<b>1,478</b>	<b>1,146</b>

### Undrawn borrowing facilities

The Group has a maximum Invoice Discounting Facility of £3.4m, subject to debtor levels and restrictions, together with a £50,000 bank overdraft facility. At the year end the overdraft facility was undrawn.

### Finance leases

Future minimum lease payments under finance leases are as follows:

	Group		Parent company	
	2016 £'000	2015 £'000	2016 £'000	2015 £'000
Not later than one year	444	324	-	-
After one year but not more than five years	672	531	-	-
	<b>1,116</b>	<b>855</b>	<b>-</b>	<b>-</b>

The present value of minimum lease payments under finance leases are as follows:

	Group		Parent company	
	2016 £'000	2015 £'000	2016 £'000	2015 £'000
Not later than one year	304	265	-	-
After one year but not more than five years	644	425	-	-
	<b>948</b>	<b>690</b>	<b>-</b>	<b>-</b>

The finance lease contracts are held by Coral Products plc, but relate to Coral Products (Mouldings) Limited and Interpack Limited.

There is no material difference between the maturity analysis presented above and the undiscounted cash flow analysis.



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## 21. SHARE OPTIONS

On 8 December 2014 share options were granted to 9 employees including 1 director under an EMI Scheme, the "Coral Products plc EMI Share Option Plan". Options were granted over 1,650,000 1p ordinary shares of the Company with an exercise price of 16p per share. The share price at the date of grant was 14.5p per share. The options can be exercised two years after the grant date i.e. 8 December 2016, and there are no exercise conditions other than that for the options to vest, the individual must remain an employee of the Group over the two year vesting period. 1 employee with options over 100,000 shares left the Company in the year. No further options were granted during the year.

The weighted average fair value of the options granted was £56,100 based on a fair value of 3.4p per share. The assumptions used in the calculation are as follows:

Option pricing model used	Black-Scholes
Expected volatility	30%
Option life	10 years
Risk-free interest rate	1.9%
Expected dividend yield	3.45%

An expense of £28,000 (2015: £12,000) has been recognised in the income statement in the current year in relation to these share options.

## 22. SHARE CAPITAL

	Group		Parent company	
	2016 £'000	2015 £'000	2016 £'000	2015 £'000
<b>Allotted, called up and fully paid</b>				
82,614,865 (2015: 57,861,535) ordinary shares of 1p each	<b>826</b>	579	<b>826</b>	579

On 8 July 2015, the Company issued 1,750,000 1p ordinary shares for 13.5p per share for net proceeds of £224,000. On 28 August 2015, the Company issued 6,003,330 1p ordinary shares for 15.0p per share for net proceeds of £840,000. On 26 February 2016, the Company issued 16,500,000 1p ordinary shares for 20.0p per share, and on 3 March 2016 the Company issued 500,000 1p ordinary shares for 20.0p. The combined net proceeds of these latter issues was £3,227,000, with 3,250,000 of the shares being issued as part of the purchase consideration of Global One-Pak Holdings Limited of £650,000 (note 14).

## 23. RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET DEBT

	Group		Parent company	
	2016 £'000	2015 £'000	2016 £'000	2015 £'000
Net increase in cash and cash equivalents	<b>1,254</b>	452	<b>288</b>	192
Increase in bank loans and other loans	<b>(284)</b>	(257)	<b>(484)</b>	(203)
Increase in finance leases	<b>(258)</b>	(213)	-	-
Movement in net debt for the period	<b>712</b>	(18)	<b>(196)</b>	(11)
Net debt at beginning of period	<b>(3,986)</b>	(3,968)	<b>(1,637)</b>	(1,626)
Net debt at end of period	<b>(3,274)</b>	(3,986)	<b>(1,833)</b>	(1,637)



# Notes to the Financial Statements

for the year ended 30 April 2016 continued

## 24. RELATED PARTY TRANSACTIONS

### Group

The Group has a related party relationship with its subsidiaries and with its key management personnel, who are considered to be its directors. Transactions between the Company and its subsidiaries, which are related parties, have been eliminated on consolidation for the Group and are not disclosed in this note. All related party transactions are conducted on an arms' length basis.

### Key management personnel

Details of the compensation of the key management personnel have been disclosed in note 9, no other transactions were entered into with key management personnel in the year other than as detailed below:

### Parent Company

The amounts due to the Company in respect of its subsidiaries are set out in note 18. The transactions entered into between the Company and its subsidiaries were as follows:

	2016 £'000	2015 £'000
Purchases from Group undertakings	-	1,596
Rentals received from Group undertakings	300	300
Recharge of overheads from Group undertakings	57	264

## 25. POST BALANCE SHEET EVENTS

There have been no significant events affecting the Group since the year end.

## 26. COMMITMENTS

### Operating lease arrangements

At the balance sheet date the Group had total future minimum lease payments under non-cancellable operating leases for each of the following periods:

	Group		Parent company	
	2016 £'000	2015 £'000	2016 £'000	2015 £'000
Within one year	234	75	-	-
Between two and five years	648	137	-	-
More than five years	700	-	-	-
	1,582	212	-	-

The Group leases certain plant and equipment under non-cancellable operating lease agreements.

### Capital commitments

The Group had capital commitments at 30 April 2016 to purchase tooling and machinery of £nil (2015: £8,400).



## Five Year Record (unaudited)

	2016 £'000	2015 £'000	2014 £'000	2013 £'000	2012 £'000
<b>Turnover</b>	<b>18,714</b>	17,425	17,222	17,279	17,309
<b>Profit</b>					
Operating profit	<b>1,649</b>	1,349	664	496	250
Net interest payable	<b>(180)</b>	(184)	(158)	(146)	(65)
Underlying profit before taxation	<b>1,469</b>	1,165	506	350	185
Separately disclosed items	<b>(711)</b>	(974)	(1,428)	(137)	(554)
Taxation	<b>(15)</b>	-	-	77	-
Profit/(loss) after taxation	<b>743</b>	191	(922)	290	(369)
Interest cover (times)	<b>9.2</b>	7.3	4.2	3.4	3.8
Underlying earnings per share (pence)	<b>2.20</b>	2.12	1.21	1.08	0.58
Dividend per share (pence)	<b>0.8</b>	0.7	0.5	0.5	0.5
<b>Assets employed</b>					
Fixed assets	<b>14,402</b>	10,570	8,743	10,070	8,726
Other net liabilities	<b>(714)</b>	(1,449)	(1,476)	(1,671)	(782)
	<b>13,688</b>	9,121	7,267	8,399	7,944
<b>Financed by</b>					
Share capital	<b>826</b>	579	419	419	381
Reserves	<b>12,862</b>	8,542	6,848	7,980	7,563
Shareholder's funds	<b>13,688</b>	9,121	7,267	8,399	7,944
Gearing (%)	<b>24</b>	44	55	47	24
Net assets per share (pence)	<b>17</b>	16	17	20	21



# Notice of the Annual General Meeting

Notice is hereby given that the Annual General Meeting of Coral Products plc (the Company) will be held at the offices of Tatra Rotalac Limited, Southmoor Road, Roundthorn Industrial Estate, Wythenshawe, Manchester M23 9DU, on Wednesday 28 September 2016, at 12.00 noon for the purpose of considering and, if thought fit, passing of the following resolutions, of which Resolutions 1 to 8 will be proposed as Ordinary Resolutions, to be passed with more than half of the votes in favour of the resolution and Resolutions 9 and 10 will be proposed as Special Resolutions, to be passed with at least three-quarters of the votes in favour of the Resolution.

## **Ordinary business**

### **Ordinary resolutions**

1. To receive and adopt the audited accounts for the year ended 30 April 2016, together with the Reports of the Directors and Auditors.
2. To re-elect Joe Grimmond, who retires by rotation as a Director of the Company.
3. To re-elect David Low, who retires by rotation as a Director of the Company.
4. To elect Roberto Zandona as a Director of the Company.
5. To re-appoint BDO LLP as auditors of the Company to hold office until the conclusion of the next Annual General Meeting of the Company and that the Directors be authorised to fix their remuneration.
6. To declare a final dividend of 0.7p per ordinary share in respect of the year ended 30 April 2016, such dividend to be paid on 14 October 2016 to the holders of ordinary shares on the register at the close of business on 8 September 2016.
7. To approve the Board Report on Directors' Remuneration for the year ended 30 April 2016.
8. That the Directors be generally and unconditionally authorised pursuant to and in accordance with section 551 of the Companies Act 2006 (the "2006 Act") to exercise all the powers of the Company to allot shares in the Company or grant rights to subscribe for or to convert any security into shares in the Company ("Rights") up to an aggregate nominal amount of £550,765, provided that this authority shall, unless renewed, varied or revoked by the Company, expire at the end of the Company's annual general meeting in 2017, save that the Company may, before such expiry, make an offer or agreement which would or might require shares to be allotted or Rights to be granted and the directors may allot shares or grant Rights in pursuance of such offer or agreement notwithstanding that the authority conferred by this resolution has expired. This authority is (i) subject to such exclusions or other arrangements as the directors may deem necessary or expedient in relation to fractional entitlements, record dates, legal or practical problems in or under the laws of any territory or the requirements of any regulatory body or stock exchange and (ii) in substitution for all previous authorities conferred on the directors in accordance with section 551 of the 2006 Act but without prejudice to any allotment of shares or grant of Rights already made or offered or agreed to be made pursuant to such authorities.

### **Special resolutions**

9. That, subject to and conditional upon the passing of resolution 8 set out in this notice, the directors be generally empowered to allot equity securities (as defined in section 560 of 2006 Act) pursuant to the authority conferred by resolution 8 as if section 561(1) of the 2006 Act did not apply to any such allotment, provided that this power shall:
  - 9.1 be limited to:
    - 9.1.1 the allotment of equity securities in connection with an offer of equity securities:
      - (a) to the holders of ordinary shares in proportion (as nearly as may be practicable) to their respective holdings; and
      - (b) to holders of other equity securities as required by the rights of those securities or as the directors otherwise consider necessary;
    - 9.1.2 the allotment of equity securities (otherwise than pursuant to paragraph 9.1.1 above) up to an aggregate nominal amount of £275,382;
  - 9.2 be subject to such exclusions or other arrangements as the directors may deem necessary or expedient in relation to fractional entitlements, record dates, legal or practical problems in or under the laws of any territory or the requirements of any regulatory body or stock exchange; and
  - 9.3 expire at the end of the Company's annual general meeting in 2017 (unless renewed, varied or revoked by the Company prior to or on that date), save that the Company may, before such expiry make an offer or agreement which would or might require equity securities to be allotted after such expiry and the directors may allot equity securities in pursuance of any such offer or agreement notwithstanding that the power conferred by this resolution has expired.



# Notice of the Annual General Meeting

*continued*

## **Special business**

### **Special resolutions**

10. That the Company be generally and unconditionally authorised for the purposes of Section 701 of the 2006 Act to make market purchases (within the meaning of Section 693(4) of the 2006 Act) of ordinary shares of 1 pence each in the Company in such manner and upon such terms as the Directors may from time to time determine, provided that:
- (a) the maximum number of ordinary shares which may be purchased is 12,392,230;
  - (b) the minimum price which may be paid for an ordinary share is 1 pence (being the nominal value of the ordinary share) exclusive of expenses;
  - (c) the maximum price which may be paid for an ordinary share exclusive of expenses is equal to the higher of (i) 105 per cent of the average of the middle market quotations for an ordinary share derived from the London Stock Exchange Daily Official List for the five business days immediately preceding the day on which the purchase is made and (ii) the higher of (a) the price of the last independent trade and (b) the highest current independent bid (in each case, in relation to (a) and (b), for any number of the Company's ordinary shares on the trading venue where the purchase is carried out); and
  - (d) the authority to purchase hereby conferred shall expire at the end of the next annual general meeting in 2017, save that the Company may make a contract to purchase ordinary shares under this authority before the expiry of the authority which will or may be completed wholly or partly thereafter and a purchase of shares may be made in pursuance of any such contract.

By order of the Board

*Registered Office*  
North Florida Road  
Haydock Industrial Estate  
Haydock  
Merseyside WA11 9TP

### **Stephen Fletcher**

Company Secretary

25 August 2016



# Notice of the Annual General Meeting

continued

## Notes

1. A member entitled to attend and vote at the Annual General Meeting may appoint another person(s) (who need not be a member of the Company) to exercise all or any of his rights to attend, speak and vote at the Annual General Meeting. A member can appoint more than one proxy in relation to the Annual General Meeting, provided that each proxy is appointed to exercise the rights attaching to different shares held by him.
2. A proxy does not need to be a member of the Company but must attend the Annual General Meeting to represent you. Your proxy could be the Chairman, another director of the Company or another person who has agreed to attend to represent you. Your proxy will vote as you instruct and must attend the Annual General Meeting for your vote to be counted. Appointing a proxy does not preclude you from attending the Annual General Meeting and voting in person.
3. A Proxy Form which may be used to make this appointment and give proxy instructions accompanies this Notice of Annual General Meeting. Details of how to appoint a proxy are set out in the notes to the Proxy Form. If you do not have a Proxy Form and believe that you should have one, or if you require additional forms, please contact the Company.
4. In order to be valid an appointment of proxy must be returned (together with any authority under which it is executed or a copy of the authority certified) in hard copy form by post, by courier or by hand to the office of the Company at North Florida Road, Haydock Industrial Estate, Haydock, Merseyside WA11 9TP, and must be received by the Company at least 48 hours prior to the meeting.
5. To change your proxy instructions you may return a new proxy appointment using the methods set out above. Where you have appointed a proxy using the hard copy Proxy Form and would like to change the instructions using another hard copy Proxy Form, please contact the Company. The deadline for receipt of proxy appointments (see above) also applies in relation to amended instructions. To terminate your proxy instruction, please send a written notice to the Company stating your intention to revoke the proxy instruction, to be received by the Company no later than 48 hours prior to the meeting. Any attempt to terminate or amend a proxy appointment received after the relevant deadline will be disregarded. Where two or more valid separate appointments of proxy are received in respect of the same share in respect of the same meeting, the one which is last sent shall be treated as replacing and revoking the others.
6. A copy of this Notice of Annual General Meeting may have been sent for information only to persons who have been nominated by a member to enjoy information rights under section 146 of the Companies Act 2006 (a "Nominated Person"). The rights to appoint a proxy cannot be exercised by a Nominated Person: they can only be exercised by the member. However, a Nominated Person may have a right under an agreement between him and the member by whom he was nominated to be appointed as a proxy for the Annual General Meeting or to have someone else so appointed. If a Nominated Person does not have such a right or does not wish to exercise it, he may have a right under such an agreement to give instructions to the member as to the exercise of voting rights.
7. To be entitled to attend and vote at the Annual General Meeting, members must be registered in the register of members of the Company 48 hours prior to the meeting (or, if the meeting is adjourned, 48 hours prior to the date of the adjourned meeting). Changes to entries on the register after this time shall be disregarded in determining the rights of persons to attend or vote (and the number of votes they may cast) at the meeting or adjourned meeting.
8. Voting on all Resolutions will be conducted by way of a poll rather than a show of hands. This is a more transparent method of voting as member votes are to be counted according to the number of shares held. As soon as practicable following the Annual General Meeting, the results of the voting at the Annual General Meeting and the numbers of proxy votes cast for and against and the number of votes actively withheld in respect of each of the Resolutions will be announced via a regulatory information service.
9. A member of the Company which is a corporation may authorise a person or persons to act as its representative(s) at the Annual General Meeting. In accordance with the provisions of the Companies Act 2006, each such representative may exercise (on behalf of the corporation) the same powers as the corporation could exercise if it were an individual member of the Company, provided that they do not do so in relation to the same shares. It is no longer necessary to nominate a designated corporate representative.
10. The Company must cause to be answered at the Annual General Meeting any question relating to the business being dealt with at the Annual General Meeting which is put by a member attending the Annual General Meeting, except in certain circumstances, including if it is undesirable in the interests of the Company or the good order of the meeting that the question be answered or if to do so would involve the disclosure of confidential information.
11. As at 25 August 2016 (being the last Business Day prior to the publication of this Notice of Annual General Meeting), the Company's issued share capital consists of 82,614,865 ordinary shares of 1p each with voting rights. Therefore, the number of total voting rights in the Company is 82,614,865.
12. The contents of this Notice of Annual General Meeting and details of the total number of shares in respect of which members are entitled to exercise voting rights at the Annual General Meeting and, if applicable, any members' statements, members' resolutions or members' matters of business received by the Company after the date of this Notice of Annual General Meeting will be available on the Company's corporate website: [www.coralproducts.com](http://www.coralproducts.com).
13. You may not use any electronic address provided in this Notice of Annual General Meeting to communicate with the Company for any purposes other than those expressly stated.





# Financial Calendar

**Annual General Meeting**

**28 September 2016**

**Payment of Final Dividend**

**14 October 2016**

**Provisional - Interim results**

**December 2016**



## Shareholder Information

Coral Products shareholders register is maintained by Share Registrars Limited who are responsible for updating the register, including details of shareholders' addresses. If you have a query about your shareholding in Coral Products, you should contact Share Registrars by telephone on 01252 821390, by email to [enquiries@shareregistrars.uk.com](mailto:enquiries@shareregistrars.uk.com) or in writing to Share Registrars Limited, The Courtyard, 17 West Street, Farnham, Surrey GU9 7DR.

The Coral Products website at [www.coralproducts.com](http://www.coralproducts.com) provides news and details of the Group's activities plus information for Shareholders. The investor section of the website contains real time and historical share price data as well as the results and announcements







**Coral Products PLC**

North Florida Road

Haydock Industrial Estate

Haydock

Merseyside

WA11 9TP