WH IRELAND
CAPITAL MARKETS

23 April 2021

CORPORATE

Share Price **13p**

Reuters/BBG	CRU.L / CRU LN
Index	FTSE AIM
Sector	Packaging
Market Cap	£11m
Shares in Issue	86m
NAV	16.8p
Gearing	na
Interest Cover	na

Performance	**All-Share**	**Sector**
1 month:	13%	4%
3 months:	24%	9%
12 months:	152%	70%
High/Low	15p / 4p	

Key Data:	
EPS CAGR 3-year	-1%
ROCE	5%
Free Cashflow Yield	20%

Last Results	1H 21 December 2020
Next Results	FY21 October 2021
Next Event	

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Coral Products

Plastic expansion

Coral Products, having sold half its business, is sitting on a pile of cash and a valuable let building, poised to help consolidate the highly fragmented UK plastics industry. Based around Manchester, its two remaining plastic businesses have emerged from COVID strengthened and profitable. It has already acquired one small business, a specialist plastic box manufacturer serving, among others, several renowned car makers. It is currently trading at below asset value and on a 4.6x April 22 EV/EBITDA multiple. Our fair value puts it between 15p and 18p.

On Christmas Eve 2020, Coral Products ("Coral") announced the sale of two of its four subsidiaries for £8m while retaining the building one of them was based in, which it has agreed to let to the purchaser on a ten-year lease. With an estimated £4m net cash pile at the end of the financial year (April) and one deal already done, it is well positioned to play a role in consolidating the highly fragmented plastics business in the UK.

Coral's largest subsidiary, Tatra Rotolac, has ca. £6m of sales and should do around 10% EBIT margin this year. It specialises in plastic extrusion and moulding, fabricating an extremely wide range of specialist products with large customers in Telecoms and Railways. The second business, Global One-Pak (ca. £4m sales), is a designer, packager and distributor of lotion pumps, triggers and mist sprayers. It has had a big boost in the last twelve months from increased demand for hand sanitation products. The last business, acquired in March 2021, is Customised Packaging, it produces large plastic boxes, often with foam liners, to very precise specifications for moving products around safely and carefully.

The building Coral retained is in Haydock, Manchester. It is having the roof replaced after which the rent will rise from £300k to ca. £340k pa. We expect to see a significant uplift to the book value with the year-end accounts.

With a large pile of cash, earning very little, any deal to acquire a profit-making business should be earnings enhancing. We have not assumed any acquisitions in our forecasts.

The key risks we see for Coral are: raw material prices (including currency movements); customer credit risks as many customers will have been financially weakened by the downturn; and the inherent risks of doing acquisitions.

Y/E April	2019	2020	2021E	2022E
Revenue (£m)	24.7	22.3	10.0	11.7
EBITDA	2.48	2.11	1.04	1.34
PBT (£m)	0.58	(0.04)	0.69	1.09
EPS (p)	0.72	(0.05)	0.83	1.27
P/E (x)	18.1	nm	15.7	10.2
EV/EBITDA (x)	7.8	9.1	7.1	4.6
Div. (p)	0.25	0	0	0
Dividend Yield (%)	1.9%	0.0%	0.0%	0.0%
Net Cash (Debt)	(8.2)	(8.0)	3.8	5.0
Net assets (£m)	12.9	12.1	13.8	14.9

Source: Company accounts, WHIreland estimates

Side bar text

Background

Coral Products was listed on the main market from 1995 to 2011 when it moved to AIM. Originally its main business was in media packaging (VHS cases and later CD and DVD cases) as this area declined with the rise of streaming and downloading, it moved into related areas of plastic packaging both organically and by acquisition. It has not been a smooth ride. While revenue and gross profit have grown consistently (until the impact of COVID on the last few months of FY20) profits had been on a downward path.

The expansion of the business through acquisitions in 2015 and 2016 outran the management and operating systems and in January 2017 the CEO and Group Finance Director left. The current chairman stepped in and a new finance chief was appointed, Sharon Tinsley, who are both *in situ* today. In 2018, the company reported a loss after some exceptional costs and roughly broke even in 2019 after a further £0.5m of one off charges.

The steady fall in sterling didn't help with the increase in input costs. Meanwhile gearing was riding steadily as investment in new plant continued and the company paid dividends. It reached 66% of shareholders' equity at the end of FY20 – a year in which second half trading was substantially impacted by both Brexit uncertainty and the initial lockdown for COVID-19. For the first time interest payments were not covered by operating profits.

Transformational disposal

On Christmas Eve 2020, Coral announced it was selling two of its four businesses to One51 ES Plastics, a US owned business with USD700m of turnover, for £7.9m net cash, subject to some working capital adjustments. The two businesses, Coral Products (Mouldings) and Interpak, comprised 60% of group revenue (excluding nearly £4m of inter-company sales); and roughly the same proportion of gross profit. Their combined operating profit in FY19 was £676k with Mouldings making a small loss.

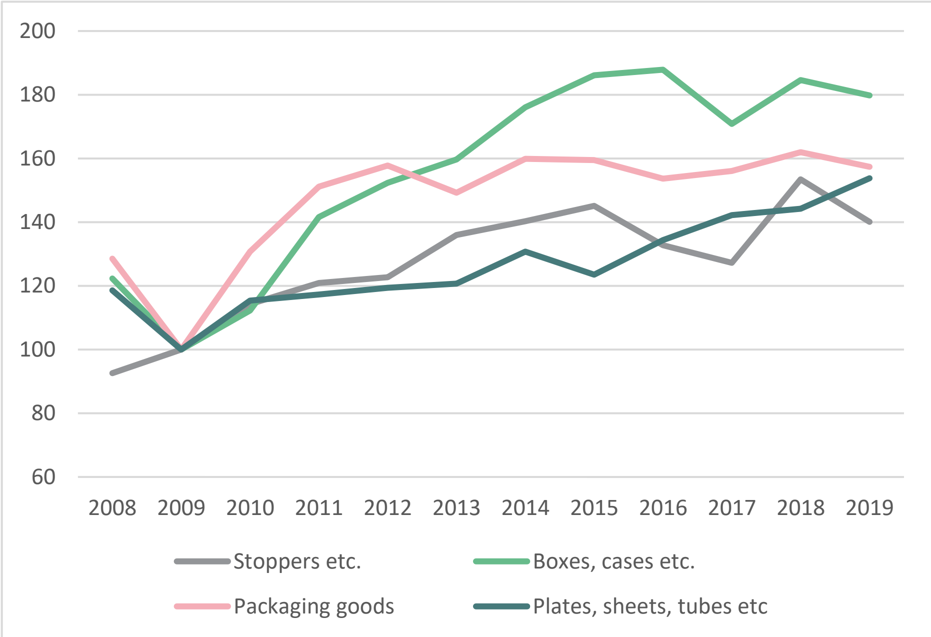
The sale left Coral with net cash (including remaining leases) of approximately £6.4m, on a pro forma basis as at November 2020. The share price promptly rose more than 50% and has climbed steadily since. The transaction completed in March after a general meeting to approve the deal. The CEO, Michael Wood, left with the disposals and the Chairman, Joe Grimmond, stepped back in as Executive Chairman.

The strategy is to grow the remaining businesses and to use its strong balance sheet to acquire bolt-ons and stand-alone companies in the plastics business in the UK. The sector is highly fragmented with thousands of small companies competing for orders. The British Plastics Federation, the world's longest running plastics trading association (founded in 1933) has more than 450 members out of an estimated 5,000 plus corporate entities. With interest rates so low, inevitably any profit making business acquired for cash is likely to be earnings enhancing before any improvements are made or synergies achieved.

The UK plastics industry has shown steady if unspectacular growth since the 2009 downturn. Annual growth of between 4% and 5% for the larger sector with slightly slower growth for stopper, lids etc. (3%) and slightly higher for boxes crates etc. (6%). We have assumed underlying growth of 5% for the organic business.

As an indicator of Coral's size in the market, the ONS estimates that total plastic stoppers, lids, caps, capsules and other closures turnover was £342m in 2019. Global One-Pak's sales were less than 1% of that. The market for plastic boxes, cases, crates and similar articles for the conveyance or packing of goods was estimated at £750m; and the total market for manufacture of plastic packing goods and plastic plates, sheets, tubes and profiles was £9bn.

Fig 1: UK plastics industry revenues (Indexed 2009 = 100)



Source: ONS

The slimmed down Coral is standing on a much firmer footing before with a combination of profitable businesses and a cash rich balance sheet.

Coral hasn't wasted any time and in March announced the acquisition of Customised Packaging Ltd.

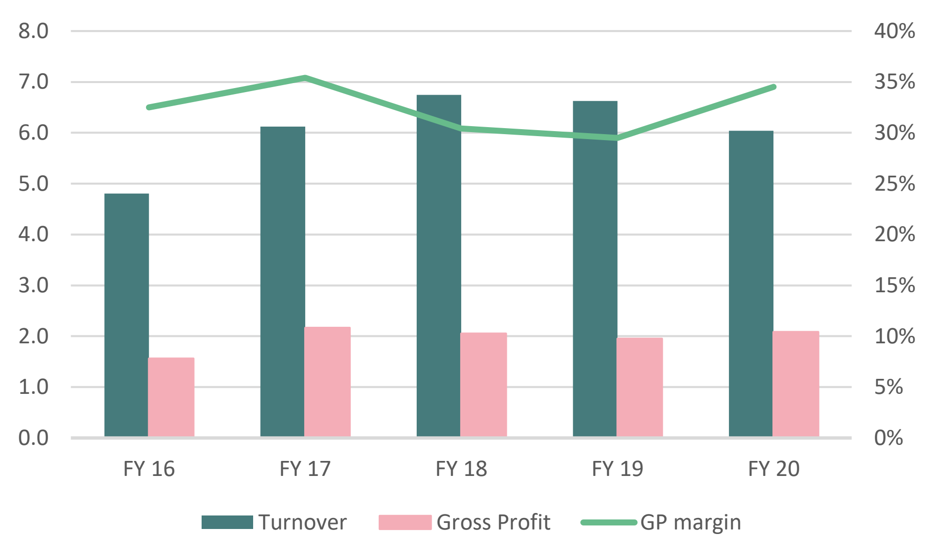
Current businesses

Tatra Rotalac

Tatra Rotalac traces its origins back to two companies: Rotalac Plastics originally founded in 1939 and Tatra Plastics established in 1963. Tatra produced its first product for British Telecom in 1964 and it is still its largest customer today, along with Network Rail (approximately 10% of sales each). It acquired many businesses in the 1990s and early 2000s and was acquired itself by Coral Products in 2014 for £2.5m. It was based in Halifax. Meanwhile Rotalac was acquired by BI Group in 1997 and then was bought out by its management in 2004. It relocated to Wythenshawe (Greater Manchester) and was subsequently acquired by Coral Products in 2016 from the administrators for £160,000. The two businesses were merged in 2016 and sited together at Wythenshawe.

Tatra Rotalac specialises in the manufacture of plastic extrusions and injection moulding. It has a huge variety of products, many of them customised, covering a wide range of sectors: aerospace, automotive, building and construction, rail, medical and many others.

Fig 2: Tatra Rotalac financial performance FY16 to FY20 (£m)



Source: Company Accounts

They produce a very wide range of products which are too varied to capture here. They can be seen at https://tatra-rotalac.com/products/

Tatra Rotalac has achieved between £6m and £7m of sales over the past four years to April 2020 but its EBIT margin for the past three years has hovered around 2%, dipping into marginal loss in FY19. In FY18 it suffered with a significant bad debt and the Managing Director and Financial Controller left. The year to April 2021 has seen some improvement with EBIT margins up to c 10% in the first eight months of the year, following a major reorganisation and a change in shift patterns substantially reducing its cost base. Investment in upgrading the manufacturing plant has helped improve efficiency and led to the retention of a multimillion-pound contract for its telecom operator customer.

Only around 10% of sales are made outside the UK.

Fig 2: Connection box	**Plastic tubing**
	

Source: Tatra Rotalac

Global One-Pak

Global One-Pak was acquired a month after Rotalac in February 2016 for £3.7m (including £100,000 of deferred consideration based on performance in the year to December 2016). It too is based just off the M60 Manchester ring road, near Hyde, Cheshire. It was founded in 2003 and is a supplier of lotion pumps, triggers and mist sprayers. It does not manufacture but designs, packages and distributes the products. These are sold to a wide range of end markets: household and garden, automotive, personal care and pet grooming among others.

Fig 4: Disc top closures

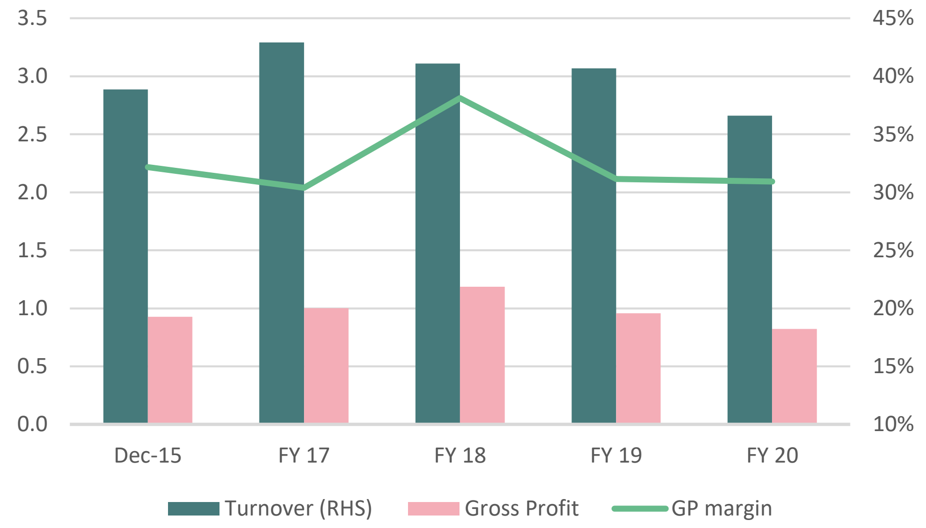
Lotion pumps

Source: Global One-Pak

Its end customers include major UK supermarkets: Tesco, ASDA, Morrison's, Waitrose; as well as brands such as Elemis and Simoniz. Its largest customer is the personal care products company, Royal Sanders, which is 25% of sales.

Global One-Pak's sales had been trending gently downwards from £3.3m in FY17 to £2.7m in FY20, with a consequent deterioration in both gross margin and EBIT margin. It made just £100k profit in FY20. Earlier years' profits had been helped by some currency hedging profits – it sells around 20% abroad (mostly to the USA).

Fig 5: Global One-Pak financial performance FY15 to FY20 (£m)



Source: Company Accounts

In FY21 revenue has been boosted by the demand for hand sanitiser products and it nearly matched total FY20 revenues in the first eight months with a significant improvement in EBIT margins. It should do around £4m of revenue – a substantial boost on FY20 – with a big increase in contribution. It had to find new suppliers in China for its triggers and plungers after being initially hit badly in the early months of the pandemic by supplies drying up, but these issues have been resolved.

Customised Packaging Ltd

Coral announced the acquisition of Customised Packaging Limited ("CPL") in March 2021. CPL designs, manufactures and supplies plastic products using top of the range sheet extrusion technology and vacuum forming capability to a range of a blue-chip customer's own design specifications. It supplies, in particular, the automotive industry including Bentley, Honda, Vauxhall, Ford among others. It's non-auto clients include Airbus, Kellogg's, Dixons and Kuehne + Nagel. In layman's terms, it produces large plastic boxes, often with foam liners, to very precise specifications for moving products around safely and carefully.

Fig 6: Fabricated container **Extended folding container**

Source: Customised Packaging Limited

CPL, which is over 50 years old, is also based in Manchester (about four miles from Global One-Pak), and will continue to operate from its existing premises.

For the year ended 31 December 2020, CPL's sales were around £2.3 million and its net asset value was £0.7 million. Coral paid £1.25m (£884k in cash and £366k in shares at 11p each) and will pay a further 30% of the profits above £250k achieved in 2021.

We have no detailed historic financial data for CPL.

Property asset

In addition to the three businesses, Coral also owns the freehold of the building at Haydock which houses Coral Product (Mouldings). The new owners are paying £300,000 rent which will rise to £340,000 once the new roof is completed. They have a ten year lease with a five year break clause. The building is currently in the books at £2.5m but should see a comfortable uplift on that once the roof is finished at a cost of c£700k. Coral had a £1.6m mortgage secured on the property and that was paid off in March with a saving of approximately £300k cash outflow per annum.

In addition to paying off its mortgage, the company has also paid down £500k of the CBIL loan and will pay the £402k balance this year.

Strategy

Coral identifies five key drivers to its strategy:

- Health and safety – this is a *sine qua non* of doing business and is rightly a top priority
- Quality – critical for retaining and winning new business. It requires investment in new equipment and the continuous review of quality control and assurance processes. Coral is currently certified to ISO 9001 and ISO 14001 standards.
- Cost control – constant monitoring of suppliers and, where appropriate, dual suppliers, helps keep costs minimised. There is a further role for new machinery to play in reducing power consumption and waste.
- Culture – recruiting and retaining the right people to grow a culture of responsibility, accountability and openness.
- Acquisitions – critical to the future growth of the company and the profitable redeployment of the cash from the disposals.

ESG

Provision of a safe, clean working environment, free from discrimination, is an essential right of all the employees. The Group is also often audited by its customers to assess compliance with minimum acceptable standards. Raw materials are purchased from established companies which have high reputations within the plastics industry.

Covid

As well as making the workplaces safe – the Wythenshawe and Haydock sites were deemed to be key suppliers – Coral negotiated capital repayment holidays on its then outstanding loans and applied for and received a CBIL loan of £1m with a six-month capital repayment holiday and 12 months interest free. This was partly repaid before the end of 2020 and the balance will be repaid shortly.

Risks

A key basic risk is commodity process. The inputs tend to come from abroad so there is currency risk as well as the underlying price volatility. The company has currency hedging in place but this can only delay the impact of any sustained price move. Equally price moves will impact direct competitors too (though not necessarily substitute products).

As with any business it has to worry about customer credit risk and the timing of customer payments. It does have some individually large customers but they would not appear likely to be credit risks, however it may be vulnerable to change in technology or design.

Two other key risks, we hope, are now behind the company: Brexit disruption and COVID. Many raw materials come from Continental Europe and in the early days of Brexit there were disruption issues at the ports but these seem to have been largely ironed out. We hope COVID as a substantial disruptor is now firmly behind us with the vaccine programme well established. Both “risks” also had upsides. Some firms, looking to avoid Brexit bottlenecks, were considering turning to domestic suppliers from European ones. Covid also drove demand for, among other things, soap and hand gel dispensers.

“Plastic” is now a slightly toxic word in the context of the environment. It is though, a highly useful, efficient material for multiple uses that cannot easily or efficiently be replaced. The company is nevertheless potentially vulnerable to any legislative changes such as a plastics tax.

Doing acquisitions is always tricky. Managing and integrating new businesses can throw up unwelcome surprises but the company has plenty of experience in this area.

Forecasts

Our forecasts start with the FY21 numbers to be reported in October. We have assumed the disposed businesses are treated as discontinued. We have included two months of Customised Packaging but made no further assumptions on extra acquisitions.

We estimate there will be cash of £6.5m at the year; a net ca. £4m after deducting lease liabilities and after the repayment of the £1.6m mortgage on the Haydock property. The £300k of rental income – rising to £340k – is offset against administrative costs. The building remains on the balance sheet as an asset for sale.

Underlying our forecasts is an assumption of 5% organic growth; however the Global One-Pak numbers assume a retrenchment in sales in FY22 following the COVID boost in FY21.

We are not currently forecasting a dividend but the company might well decide to resume paying one now the balance sheet is so strong.

Fig 7: Income statement

Y/E April (£m)	2019	2020	2021E	2022E	2023E
Revenue	24.7	22.3	10.0	11.7	12.3
Cost of sales	-15.9	-14.3	-6.7	-7.6	-8.0
Gross profit	8.9	8.0	3.3	4.1	4.3
Distribution expenses	-1.2	-1.3	-0.6	-0.7	-0.7
Administration costs	-6.6	-6.3	-2.0	-2.4	-2.4
Operating profit	1.0	0.4	0.7	1.0	1.2
Finance costs	-0.4	-0.4	-0.1	0.1	0.1
Pre-tax profit (adj)	0.6	0.0	0.7	1.1	1.3
Discontinued			-0.5		
Exceptionals	-0.5	-0.8	0.7		
Tax	0.0				-0.1
Net profit	0.1	-0.8	0.9	1.1	1.2
No of shares (m)	82.6	82.6	83.2	85.9	86.5
Fully diluted (m)	86.6	82.6	83.2	85.9	86.5
Underlying EBITDA	2.5	2.1	1.0	1.3	1.5
EPS (basic) (p)	0.10	-0.99	1.07	1.27	1.39
EPS (FD) (p)	0.10	-0.99	1.07	1.27	1.39
EPS (FD) adj (p)	0.72	-0.05	0.83	1.27	1.39
Dividend (p)	0.25	0.00	0.00	0.00	0.00
Growth					
Revenue	*6%*	*-10%*	*-55%*	*5%*	*5%*
Gross Profit	*9%*	*-10%*	*-58%*	*23%*	*5%*
Op profit	*16%*	*-61%*	*85%*	*41%*	*16%*
Ratios					
GP margin	*36%*	*36%*	*33%*	*35%*	*35%*
Op margin	*4%*	*2%*	*7%*	*9%*	*10%*
Interest cover	*2.3x*	*0.9x*	*14.8x*	na	na

Source: Coral and WH Ireland estimates

Fig 8: Cash flow

Y/E April (£m)	2019	2020	2021E	2022E	2023E
Operating activities					
Net profit/(loss)	0.1	-0.8	0.9	1.1	1.2
Adjustments					
Depreciation	1.5	1.7	0.3	0.3	0.3
Amortisation	0.3	0.3	0.3	0.3	0.3
Share based payments	0.1	0.0			
Interest payable	0.4	0.4	0.1	-0.1	-0.1
Tax payable	0.0				0.1
Other	0.0	0.4	-1.0		
Operating cash before w/c changes	2.3	2.0	0.5	1.6	1.8
Change in inventories	-0.6	0.1	0.7	-0.1	-0.1
Change in payables	-0.1	0.6	0.7	-0.1	-0.1
Change in receivables	-0.1	-0.1	0.6	-0.1	-0.1
Cash from operations	1.5	2.6	2.5	1.3	1.5
Tax paid	0.0				-0.1
Net cash from operations	1.5	2.6	2.5	1.3	1.5
Investing activities					
Acquisition of P,P & E	-0.7	-0.3	-0.1	-0.2	-0.2
Acquisitions			-0.9		
Disposal of P, P &E	0.0				
Disposals			7.9		
Net cash used in investing	-0.7	-0.3	6.9	-0.2	-0.2
Financing activities					
Loans	-0.2	0.3	-2.6		
Leases	-0.5	-1.1			
Equity			0.2		
Change in invoice discounting	0.1	-0.5	-0.5		
Interest paid	-0.4	-0.4	-0.5	0.1	0.1
Dividends paid	-0.4				
Net cash used in financing	-1.3	-1.8	-3.4	0.1	0.1
Change in cash	**-0.5**	**0.5**	**6.0**	**1.2**	**1.3**
Cash at start	0.5	0.0	0.5	6.5	7.7
Cash at end	0.0	0.5	6.5	7.7	9.0
Invoice discounting facility	0.1	-0.8	0.9	1.1	1.2

Source: Coral and WH Ireland estimates

Fig 9: Balance sheet

Y/E April (£m)	2019	2020	2021E	2022E	2023E
Assets					
Non-current assets					
Goodwill	5.5	5.1	2.1	2.1	2.1
Other intangibles	1.4	1.1	1.0	0.7	0.4
P, P & E	9.4	2.8	1.3	1.2	1.1
Right of use assets		4.4	0.8	0.8	0.8
Total non-current assets	16.3	13.4	5.3	4.9	4.5
Current assets					
Inventories	3.5	3.4	1.5	1.6	1.7
Trade receivables	5.5	4.9	1.8	1.9	2.0
Cash		0.5	6.5	7.7	9.0
Total current assets	9.0	8.8	9.8	11.2	12.7
Assets held for sale		2.5	2.5	2.5	2.5
Liabilities					
Current liabilities					
Borrowings	-5.0	-3.0	-1.0	-1.0	-1.0
Lease liabilities		-1.2	-1.6	-1.6	-1.6
Trade payables	-3.8	-3.7	-0.7	-0.6	-0.5
Total current liabilities	-8.8	-7.9	-3.2	-3.1	-3.0
Liabilities on assets held for sale		-1.8			
Non-current liabilities					
Borrowings	-3.3		-0.1	-0.1	-0.1
Lease liabilities		-2.5			
Deferred tax	-0.4	-0.4	-0.3	-0.3	-0.3
Total non-current liabilities	-3.6	-2.9	-0.4	-0.4	-0.4
Net assets	12.9	12.1	13.9	15.0	16.2
Shareholders' equity					
Share capital	0.8	0.8	0.9	0.9	0.9
Share premium	5.3	5.3	5.6	5.6	5.6
Other reserves	1.6	1.6	1.6	1.6	1.6
Retained earnings	5.2	4.4	5.9	7.0	8.2
Total shareholders' equity	12.9	12.1	13.9	15.0	16.2
NAV (p per share)	15.6	14.7	16.8	17.5	18.8

Source: Coral and WH Ireland estimates

Valuation

Our preferred valuation method for an established company like Coral is to compare it to similar listed businesses with public forecasts. Coral's case is complicated by its high cash component – one third of its market capitalisation is cash. It will tend to look too cheap on an Enterprise Value ("EV") basis and more expensive on a PER basis.

The two stocks we have chosen for comparison are Robinson plc and MacFarlane Group plc. Robinson plc is an AIM-listed manufacturer specialising in custom packaging with technical and value-added solutions for food and consumer product hygiene, safety, protection, and convenience. Its main activity is injection and blow moulded plastic packaging and rigid paperboard luxury packaging, operating within the food and beverage, homecare, beauty and personal care sectors. It has a market capitalisation of around £25m and an EV of £32m.

Macfarlane Group PLC is listed on the Main Market of the London Stock Exchange and has over 70 years' experience in the UK packaging industry. Macfarlane Packaging Distribution is a leading UK distributor of a comprehensive range of protective packaging products; and Macfarlane Labels designs and prints high quality self-adhesive and resealable labels, principally for FMCG companies, and Macfarlane Design and Manufacture designs and produces protective packaging for high value and fragile products. It has a market capitalisation of around £169m and an EV of £198m.

The operating ratios of the three businesses are remarkably similar with EBIT margins of around 5%-7% and EBITDA margins of 10%-13%.

Currently Robinson is trading on an April EV/EBITDA of 7.3x (2021) falling to 4.9x (2022); and Macfarlane is on 7.3x falling to 6.8x. On a PER basis Robinson is on 13.1x falling to 10.2x and Macfarlane is on 15.2x falling to 15.0x.

Fig 10: Comparable company multiples and valuation

	Apr-21	Apr-22	Apr-21	Apr-22
Market multiples	EV/EBITDA		PER	
Robinson plc	5.6x	4.9x	13.1x	10.2x
Macfarlane Group	7.3x	6.8x	15.2x	15.0x
Implied Coral valuation				
	EV basis (£m)		EV (p per share)	
Robinson plc	5.8	6.6	11.2	12.0
Macfarlane Group	7.6	9.1	13.2	15.0
	Mkt Cap basis (£m)		Mkt Cap (p per share)	
Robinson plc	11.6	11.1	17.9	17.3
Macfarlane Group	13.5	16.3	20.2	23.4

Source: Refinitiv consensus estimates and WH Ireland forecasts

If we apply the EV ratios to Coral we get a fair valuation of 11.2p rising to 15p per share; on a PER basis the numbers are 17.3p rising to 23p. The Macfarlane numbers are higher, reflecting (among other things) the larger scale of the business, in our view.

As Coral spends its cash and reinvests in profit making businesses we would expect the gap between these two metrics to close.

The NAV of just under 17p should also provide support to the share price. This will also rise if the value of the Haydock building is revalued upwards. We think a fair value range currently lies between the top of the Robinson EV multiple and the bottom of its PER multiple – in other words between 15p and 18p per share.

Investment case

The investment case for Coral Products is quite straightforward. The business has been simplified and the remaining businesses are all profitable. The company has a pile of net cash and a valuable building which can be used as a further source of funds. It intends to acquire more plastics businesses in a highly fragmented UK market. Profitable businesses will be immediately accretive to earnings and so any valuation on a current net income basis rather than EV basis is likely to make it appear more expensive than it is. The company has plenty of experience making acquisitions in the sector and the first one since the key disposals looks a promising one.

Directors

Joe Grimmond, Executive Chairman

Joe was appointed to the board 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, became Executive Chairman. In June 2016 he became non-executive Chairman following the appointment of Roberto Zandona. He became Executive Chairman again April 2017 to August 2017 following Roberto Zandona's retirement as director, and became executive Chairman again on the resignation of Mick Wood who left with the disposal of Coral Products (Mouldings) and Interpack. Mr Grimmond is a Fellow of the Association of Accounting Technicians.

David Low, Non-executive

David was appointed on 4 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.

Stephen Barber, non-executive director

Steve has worked in the packaging industry for more than 30 years, including for Jokey Plastik GmbH and HK Plastics BV, two major packaging manufacturers, from 1983 to 1990, before joining Fenton Packaging Limited, a leading distributor. He left Fenton in 2003 to co-found Interpack Limited and was a director of Interpack Limited, a subsidiary of the Company up until its disposal in March 2021. Steve was educated to degree level in polymers and rubber technology.

Sharon Tinsley, FCMA, Finance Director and Company Secretary

Sharon was appointed in February 2017. She joined Coral Products as Group Financial Controller in December 2016. She has over 20 years of experience. She previously acted as Financial Controller of James Dewhurst Ltd, prior to this she held accounting positions at Pets Choice Ltd, Thames Water, Scott Health and Safety Ltd and Uniqema Ltd. Sharon is a Fellow of the Chartered Institute for Management Accountants.

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 the manufacturing industry. He is also the Chairman of Tatra Rotalac Limited, responsible for developing new and innovative product ranges for blue chip companies, including solutions for fibre optic broadband installations and rail infrastructure.

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Marketing Communication

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Recommendation	Total Stocks	Percentage %	Corporate	Percentage %
Corporate	58	96.7	58	100.0
Buy	1	1.7	0	0.0
Speculative Buy	0	0.0	0	0.0
Outperform	1	1.7	0	0.0
Market Perform	0	0.0	0	0.0
Underperform	0	0.0	0	0.0
Sell	0	0.0	0	0.0
Total	**60.0**	**100.0**	**58.0**	**100.0**

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A draft of this research report has been shown to the company following which factual amendments have been made.

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Company/Issuer Disclosures

Company Name	Table of interest number	12-month recommendation history	Date
Coral Products (CRU)	1,2,3,4,5	Corporate	23.04.21

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Companies Mentioned

Company Name	Recommendation	Price	Price Date/Time
ROBINSON PLC	N/A	154p	21.04.21 @ 17:00
MACFARLANE GROUP PLC	N/A	105p	21.04.21 @ 17:00

Headline	Date
Plastic expansion	23.04.21

Recommendation	From	To	Analyst
Corporate	23.04.21	present	CA

Current Analyst (CA), Previous Analyst (PA)

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