

Company registration number 05885139 (England and Wales)

**OFF-PISTE WINES LIMITED**  
**ANNUAL REPORT AND FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 MARCH 2023**

# OFF-PISTE WINES LIMITED

## COMPANY INFORMATION

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<b>Directors</b>	Mr A W V Fairbank	
	Mr A L Talbot	
	Mr P D J Letheren	
	Mr M W Pettit	
	Mr J D S Eckworth	(Appointed 1 April 2022)
	Mrs R Archer	
	Mrs K Thompson	
<b>Secretary</b>	Mr A L Talbot	
<b>Company number</b>	05885139	
<b>Registered office</b>	Formal House 60 St George's Place Cheltenham England GL50 3PN	
<b>Auditor</b>	Azets Audit Services Epsilon House The Square Gloucester Business Park Gloucester United Kingdom GL3 4AD	

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# OFF-PISTE WINES LIMITED

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# OFF-PISTE WINES LIMITED

## STRATEGIC REPORT

### FOR THE YEAR ENDED 31 MARCH 2023

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The directors present the strategic report for the year ended 31 March 2023.

#### Review of the business

We aim to present a balanced and comprehensive review of the development and performance of our business during the year and its position at the year end. Our review is consistent with the size and non-complex nature of our business and is written in the context of the risks, opportunities, and uncertainties we face.

The company continues to operate within an environment of significant external challenges. The ongoing conflict in Ukraine continues to not only impact sales to that region but has also had a knock-on effect on pricing across the supply chain. In addition to this, the UK continues to face a high level of economic headwinds, with low growth and high inflation causing reduced spending power for consumers.

The company, through determination and quick, decisive decision making has managed to navigate these challenges and continue to deliver exceptional service levels to our customers. This has meant that we have managed to perform well and deliver year-on-year growth. Despite this, there have still been elements of our strategy that we have had to pause or slow this year, but which we hope to move forward in FY24.

#### Principal risks and uncertainties

The management of the business and execution of the company's strategy are subject to a number of risks. The key business risks and uncertainties relate to national and global competition, and foreign currency exchange rate risk.

The Board's Five Year Plan seeks to mitigate risks in the short, medium and long term. This includes diversifying our customer and supply base, targeting export markets which give a natural hedge against exchange rate fluctuations, and forward buying currency against known business needs.

The majority of the company's debtors are large blue-chip organisations with excellent credit ratings, thus reducing credit risk for the company.

The new Alcohol Excise Duty regime, implemented in August 2023, is likely to be damaging for wine. Rather than having different rates across different types of alcoholic drinks, the new system broadly groups all alcoholic drinks together and taxes them based on their alcoholic strength. The effective impact of this is that all wines above 11.5% ABV will face a higher duty charge than they would under the current system. This has then been compounded by the inflation-linked increase to the duty rate of 10.1%.

#### Development and performance

The directors monitor the performance of the business monthly against an annual phased target. As such we have a clear understanding of our performance for sales volume, costs, gross and net profit.

We operate in a highly competitive market that is very challenging. The macro-economic forces in recent years following Brexit, COVID-19 and now with a low growth/high inflation economy have undoubtedly made for a difficult trading environment.

Although COVID-19 is no longer impacting individual movements or social habits, we are still feeling its impact through disruption to the shipping industry, which is operating at much lower reliability levels vs pre-pandemic, with higher costs.

Turnover for the year was £60.1m compared to £48.3m for the prior year. This represents an increase of 24%. The increase is driven in large part by sales price increases necessitated by the ongoing cost price inflation we are seeing across the supply chain. This can be evidenced by the fact that despite the growth in turnover, gross profit has only grown 9.2%, and gross profit margin has fallen by 2.8% year on year. We have also seen a significant increase in international sales, due to a successful strategy of pivoting into new markets after the conflict in Ukraine severely impacted trade in that country, and removed all trade in Russia after the company made the decision to cease trading there.

# OFF-PISTE WINES LIMITED

## STRATEGIC REPORT (CONTINUED)

**FOR THE YEAR ENDED 31 MARCH 2023**

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### **Development and performance - continued**

Profit for the year before fair value movements on forward foreign exchange contracts was £4.2m compared to £3.6m for the prior year, a 17% increase. This increase is driven both by organic GP growth, and one-off factors including the part repayment of customer debts against which a provision was made in the prior year, as well as lower exchange losses compared to the previous year.

### **Key performance indicators**

The directors consider that the key performance indicators are those that demonstrate the activity, financial performance and position of the company; being turnover, gross profit margin, operating profit and net assets.

An analysis of the performance of the company during the year and its position at the year end with reference to these key performance indicators is provided in the business review above.

### **Other performance indicators**

The company uses a range of other key performance indicators to monitor and measure performance within the business on a regular basis.

### **Promoting the success of the company**

This section acts as the company's Section 172(1) statement.

In accordance with the Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008 (as amended by the Companies (Miscellaneous Reporting) Regulations 2018), this section also constitutes the company's statements on engagement with, and having due regard to the interest of our suppliers, customers and other key stakeholders.

The directors consider, both individually and collectively, that they have acted in the way they consider, in good faith, would be most likely to promote the success of the company for the benefit of its member in the decisions taken during the year ended 31 March 2023.

### Decision making at the Board level

All matters that are reserved for decision by the directors are presented at Board meetings. Directors are briefed on any potential impacts and risks for our key stakeholders, as identified below and how they are to be managed.

### Engagement with suppliers, customers and others

To assist them in discharging their duties under the Act, the directors engage with suppliers, customers and other key stakeholders, including investors and incorporate their views into the strategy of the company and deliver operational effectiveness and social value.

**Strategy** - Our business plans are designed to have a long-term, beneficial impact on the company and to contribute to the delivery of a successful, customer-focused product.

**Suppliers** - We value long-term relationships, endeavor to treat our suppliers fairly and seek to ensure that they trade responsibly. We do not tolerate modern slavery, corruption or bribery.

**Customers** - Our aim is to provide an exceptional service to our customers and deliver this at best value to encourage strong relationships to be maintained.

**Community** - We are mindful of the impact we have on local communities and the environment. We comply with environmental legislation and pursue waste saving opportunities, wherever possible.

**Investors** - We have identified key risks to our success and profitability as a business and have taken proactive measures to manage this risk to reasonable levels, as outlined in the Directors' report.

## **OFF-PISTE WINES LIMITED**

### **STRATEGIC REPORT (CONTINUED)**

***FOR THE YEAR ENDED 31 MARCH 2023***

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On behalf of the board

Mr J D S Eckworth  
**Director**

12 October 2023

# OFF-PISTE WINES LIMITED

## DIRECTORS' REPORT

### FOR THE YEAR ENDED 31 MARCH 2023

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The directors present their annual report and financial statements for the year ended 31 March 2023.

#### Principal activities

The principal activity of the company continued to be that of the import and distribution of wine to the UK multiple retail, wholesale, cash & carry and on trade.

#### Results and dividends

The results for the year are set out on page 9.

Ordinary dividends were paid amounting to £852,718. The directors do not recommend payment of a final dividend.

#### Directors

The directors who held office during the year and up to the date of signature of the financial statements were as follows:

Mr A W V Fairbank

Mr A L Talbot

Mr P D J Letheren

Mr M W Petit

Mr J D S Eckworth

(Appointed 1 April 2022)

Mrs R Archer

Mrs K Thompson

#### Energy and carbon report

As the company has not consumed more than 40,000 kWh of energy in this reporting period, it qualifies as a low energy user under these regulations and is not required to report on its emissions, energy consumption or energy efficiency activities.

#### Statement of directors' responsibilities

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

## **OFF-PISTE WINES LIMITED**

### **DIRECTORS' REPORT (CONTINUED)**

***FOR THE YEAR ENDED 31 MARCH 2023***

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#### **Strategic report**

The company has chosen in accordance with Companies Act 2006, s. 414C(11) to set out in the company's strategic report information required by Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008, Sch. 7 to be contained in the directors' report.

#### **Statement of disclosure to auditor**

So far as each person who was a director at the date of approving this report is aware, there is no relevant audit information of which the company's auditor is unaware. Additionally, the directors individually have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the company's auditor is aware of that information.

On behalf of the board

Mr J D S Eckworth

**Director**

12 October 2023



# OFF-PISTE WINES LIMITED

## INDEPENDENT AUDITOR'S REPORT

### TO THE MEMBER OF OFF-PISTE WINES LIMITED

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#### Opinion

We have audited the financial statements of Off-Piste Wines Limited (the 'company') for the year ended 31 March 2023 which comprise the statement of comprehensive income, the balance sheet, the statement of changes in equity and notes to the financial statements, including significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 March 2023 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the financial statements* section of our report. We are independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Conclusions relating to going concern

In auditing the financial statements, we have concluded that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report.

#### Other information

The other information comprises the information included in the annual report other than the financial statements and our auditor's report thereon. The directors are responsible for the other information contained within the annual report. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon. Our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the course of the audit, or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether this gives rise to a material misstatement in the financial statements themselves. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

## **OFF-PISTE WINES LIMITED**

### **INDEPENDENT AUDITOR'S REPORT (CONTINUED) TO THE MEMBER OF OFF-PISTE WINES LIMITED**

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

In our opinion, based on the work undertaken in the course of our audit:

- the information given in the strategic report and the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the strategic report and the directors' report have been prepared in accordance with applicable legal requirements.

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

In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the strategic report or the directors' report. We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

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

#### **Responsibilities of directors**

As explained more fully in the directors' responsibilities statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error. In preparing the financial statements, the directors are responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

#### **Auditor's responsibilities for the audit of the financial statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities is available on the Financial Reporting Council's website at: <https://www.frc.org.uk/auditorsresponsibilities>. This description forms part of our auditor's report.

## OFF-PISTE WINES LIMITED

### INDEPENDENT AUDITOR'S REPORT (CONTINUED)

#### TO THE MEMBER OF OFF-PISTE WINES LIMITED

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##### **Extent to which the audit was considered capable of detecting irregularities, including fraud**

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above and on the Financial Reporting Council's website, to detect material misstatements in respect of irregularities, including fraud.

We obtain and update our understanding of the entity, its activities, its control environment, and likely future developments, including in relation to the legal and regulatory framework applicable and how the entity is complying with that framework. Based on this understanding, we identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. This includes consideration of the risk of acts by the entity that were contrary to applicable laws and regulations, including fraud.

In response to the risk of irregularities and non-compliance with laws and regulations, including fraud, we designed procedures which included:

- Enquiry of management and those charged with governance around actual and potential litigation and claims as well as actual, suspected and alleged fraud;
- Reviewing minutes of meetings of those charged with governance;
- Assessing the extent of compliance with the laws and regulations considered to have a direct material effect on the financial statements or the operations of the entity through enquiry and inspection;
- Reviewing financial statement disclosures and testing to supporting documentation to assess compliance with applicable laws and regulations; and
- Performing audit work over the risk of management bias and override of controls, including testing of journal entries and other adjustments for appropriateness, evaluating the business rationale of significant transactions outside the normal course of business and reviewing accounting estimates for indicators of potential bias.

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the financial statements or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the financial statements, as we will be less likely to become aware of instances of non-compliance. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, ~~misrepresentations~~, or the override of internal control.

This report is made solely to the company's member 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 member those matters we are required to state to the member 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 member, for our audit work, for this report, or for the opinions we have formed.

**Robert Hull**  
**Senior Statutory Auditor**  
**For and on behalf of Azets Audit Services**

13 October 2023

**Chartered Accountants**  
**Statutory Auditor**

Epsilon House  
The Square  
Gloucester Business Park  
Gloucester  
United Kingdom  
GL3 4AD

## OFF-PISTE WINES LIMITED

### STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED 31 MARCH 2023

	Notes	2023 £000	2022 £000
Turnover	2	60,142	48,336
Cost of sales		(51,164)	(40,113)
<b>Gross profit</b>		<b>8,978</b>	<b>8,223</b>
Administrative expenses		(4,748)	(4,605)
Fair value movements on forward foreign exchange contracts		(622)	622
<b>Operating profit</b>	3	<b>3,608</b>	<b>4,240</b>
Interest payable and similar expenses	7	(14)	-
<b>Profit before taxation</b>		<b>3,594</b>	<b>4,240</b>
Tax on profit	8	(547)	(319)
<b>Profit for the financial year</b>		<b>3,047</b>	<b>3,921</b>

The profit and loss account has been prepared on the basis that all operations are continuing operations.

# OFF-PISTE WINES LIMITED

## BALANCE SHEET

AS AT 31 MARCH 2023

		2023		2022	
	Notes	£000	£000	£000	£000
<b>Fixed assets</b>					
Tangible assets	10		2		4
<b>Current assets</b>					
Stocks	11	13,244		8,171	
Debtors	12	13,784		10,503	
Cash at bank and in hand		1,387		1,911	
		<u>28,415</u>		<u>20,585</u>	
<b>Creditors: amounts falling due within one year</b>	14	<u>(13,523)</u>		<u>(7,889)</u>	
<b>Net current assets</b>			14,892		12,696
<b>Net assets</b>			<u>14,894</u>		<u>12,700</u>
<b>Capital and reserves</b>					
Called up share capital	17		1		1
Profit and loss reserves			14,893		12,699
<b>Total equity</b>			<u>14,894</u>		<u>12,700</u>

The financial statements were approved by the board of directors and authorised for issue on 12 October 2023 and are signed on its behalf by:

Mr J D S Eckworth  
Director

Company Registration No. 05885139

# OFF-PISTE WINES LIMITED

## STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 MARCH 2023

		Share capital	Profit and loss reserves	Total
	Notes	£000	£000	£000
Balance at 1 April 2021		1	11,907	11,908
Year ended 31 March 2022:				
Profit and total comprehensive income for the year		-	3,921	3,921
Dividends	9	-	(3,129)	(3,129)
Balance at 31 March 2022		1	12,699	12,700
Year ended 31 March 2023:				
Profit and total comprehensive income for the year		-	3,047	3,047
Dividends	9	-	(853)	(853)
Balance at 31 March 2023		1	14,893	14,894

# OFF-PISTE WINES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

**FOR THE YEAR ENDED 31 MARCH 2023**

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### **1 Accounting policies**

#### **Company information**

Off-Piste Wines Limited is a private company limited by shares incorporated in England and Wales. The registered office is Formal House, 60 St George's Place, Cheltenham, England, GL50 3PN.

#### **1.1 Accounting convention**

These financial statements have been prepared in accordance with FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" ("FRS 102") and the requirements of the Companies Act 2006.

The financial statements are prepared in sterling, which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £000.

The financial statements have been prepared under the historical cost convention, modified to include certain financial instruments at fair value. The principal accounting policies adopted are set out below.

This company is a qualifying entity for the purposes of FRS 102, being a member of a group where the parent of that group prepares publicly available consolidated financial statements, including this company, which are intended to give a true and fair view of the assets, liabilities, financial position and profit or loss of the group. The company has therefore taken advantage of exemptions from the following disclosure requirements:

- Section 7 'Statement of Cash Flows': Presentation of a statement of cash flow and related notes and disclosures;
- Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instrument Issues: Interest income/expense and net gains/losses for financial instruments not measured at fair value; basis of determining fair values; details of collateral, loan defaults or breaches, details of hedges, hedging fair value changes recognised in profit or loss and in other comprehensive income;
- Section 26 'Share based Payment': Share-based payment expense charged to profit or loss, reconciliation of opening and closing number and weighted average exercise price of share options, how the fair value of options granted was measured, measurement and carrying amount of liabilities for cash-settled share-based payments, explanation of modifications to arrangements; and
- Section 33 'Related Party Disclosures': Compensation for key management personnel.

The financial statements of the company are consolidated in the financial statements of Off-Piste Brands Ltd. These consolidated financial statements are available from its registered office, Formal House, 60 St Georges Place, Cheltenham, England, GL50 3PN.

#### **1.2 Going concern**

At the time of approving the financial statements, the directors have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. Thus the directors continue to adopt the going concern basis of accounting in preparing the financial statements.

#### **1.3 Turnover**

Turnover is recognised at the fair value of the consideration received or receivable for goods and services provided in the normal course of business, and is shown net of VAT and other sales related taxes. The fair value of consideration takes into account trade discounts, settlement discounts and volume rebates.

When cash inflows are deferred and represent a financing arrangement, the fair value of the consideration is the present value of the future receipts. The difference between the fair value of the consideration and the nominal amount received is recognised as interest income.

Revenue from the sale of goods is recognised when the significant risks and rewards of ownership of the goods have passed to the buyer (usually on dispatch of the goods), the amount of revenue can be measured reliably, it is probable that the economic benefits associated with the transaction will flow to the entity and the costs incurred or to be incurred in respect of the transaction can be measured reliably.

# OFF-PISTE WINES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

### 1 Accounting policies

(Continued)

#### 1.4 Tangible fixed assets

Tangible fixed assets are initially measured at cost and subsequently measured at cost or valuation, net of depreciation and any impairment losses.

Depreciation is recognised so as to write off the cost or valuation of assets less their residual values over their useful lives on the following bases:

Fixtures and fittings	25% - 50% straight line
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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 credited or charged to profit or loss.

#### 1.5 Impairment of fixed assets

At each reporting period end date, the company reviews the carrying amounts of its tangible 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 company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

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.

Recognised impairment losses are reversed if, and only if, the reasons for the impairment loss have ceased to apply. 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 profit or loss, 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.

#### 1.6 Stocks

Stocks are stated at the lower of cost and estimated selling price less costs to complete and sell. Cost comprises direct materials and, where applicable, direct labour costs and those overheads that have been incurred in bringing the stocks to their present location and condition.

Stocks held for distribution at no or nominal consideration are measured at the lower of cost and replacement cost, adjusted where applicable for any loss of service potential.

At each reporting date, an assessment is made for impairment. Any excess of the carrying amount of stocks over its estimated selling price less costs to complete and sell is recognised as an impairment loss in profit or loss. Reversals of impairment losses are also recognised in profit or loss.

#### 1.7 Cash and cash equivalents

Cash and cash equivalents are basic financial assets and include cash in hand, deposits held at call with banks, other short-term liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities.



# OFF-PISTE WINES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

### 1 Accounting policies

(Continued)

#### 1.8 Financial instruments

The company has elected to apply the provisions of Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instruments Issues' of FRS 102 to all of its financial instruments.

Financial instruments are recognised in the company's balance sheet when the company becomes party to the contractual provisions of the instrument.

Financial assets and liabilities are offset, with the net amounts presented in the financial statements, when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

##### **Basic financial assets**

Basic financial assets, which include debtors and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest. Financial assets classified as receivable within one year are not amortised.

##### **Other financial assets**

Other financial assets, including investments in equity instruments which are not subsidiaries, associates or joint ventures, are initially measured at fair value, which is normally the transaction price. Such assets are subsequently carried at fair value and the changes in fair value are recognised in profit or loss, except that investments in equity instruments that are not publicly traded and whose fair values cannot be measured reliably are measured at cost less impairment.

##### **Impairment of financial assets**

Financial assets, other than those held at fair value through profit and loss, are assessed for indicators of impairment at each reporting end date.

Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows have been affected. If an asset is impaired, the impairment loss is the difference between the carrying amount and the present value of the estimated cash flows discounted at the asset's original effective interest rate. The impairment loss is recognised in profit or loss.

If there is a decrease in the impairment loss arising from an event occurring after the impairment was recognised, the impairment is reversed. The reversal is such that the current carrying amount does not exceed what the carrying amount would have been, had the impairment not previously been recognised. The impairment reversal is recognised in profit or loss.

##### **Derecognition of financial assets**

Financial assets are derecognised only when the contractual rights to the cash flows from the asset expire or are settled, or when the company transfers the financial asset and substantially all the risks and rewards of ownership to another entity, or if some significant risks and rewards of ownership are retained but control of the asset has transferred to another party that is able to sell the asset in its entirety to an unrelated third party.

##### **Classification of financial liabilities**

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all of its liabilities.

# OFF-PISTE WINES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

### 1 Accounting policies

(Continued)

#### **Basic financial liabilities**

Basic financial liabilities, including creditors, bank loans, loans from fellow group companies and preference shares that are classified as debt, are initially recognised at transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest. Financial liabilities classified as payable within one year are not amortised.

Debt instruments are subsequently carried at amortised cost, using the effective interest rate method.

Trade creditors are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Amounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Trade creditors are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest method.

#### **Other financial liabilities**

Derivatives, including interest rate swaps and forward foreign exchange contracts, are not basic financial instruments. Derivatives are initially recognised at fair value on the date a derivative contract is entered into and are subsequently re-measured at their fair value. Changes in the fair value of derivatives are recognised in profit or loss in finance costs or finance income as appropriate, unless hedge accounting is applied and the hedge is a cash flow hedge.

Debt instruments that do not meet the conditions in FRS 102 paragraph 11.9 are subsequently measured at fair value through profit or loss. Debt instruments may be designated as being measured at fair value through profit or loss to eliminate or reduce an accounting mismatch or if the instruments are measured and their performance evaluated on a fair value basis in accordance with a documented risk management or investment strategy.

#### **Derecognition of financial liabilities**

Financial liabilities are derecognised when the company's contractual obligations expire or are discharged or cancelled.

### 1.9 Equity instruments

Equity instruments issued by the company are recorded at the proceeds received, net of transaction costs. Dividends payable on equity instruments are recognised as liabilities once they are no longer at the discretion of the company.

### 1.10 Derivatives

Derivatives are initially recognised at fair value at the date a derivative contract is entered into and are subsequently remeasured to fair value at each reporting end date. The resulting gain or loss is recognised in profit or loss immediately unless the derivative is designated and effective as a hedging instrument, in which event the timing of the recognition in profit or loss depends on the nature of the hedge relationship.

A derivative with a positive fair value is recognised as a financial asset, whereas a derivative with a negative fair value is recognised as a financial liability.

### 1.11 Taxation

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

#### **Current tax**

The tax currently payable is based on taxable profit for the year. Taxable profit differs from net profit as reported in the profit and loss account 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 company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the reporting end date.

# OFF-PISTE WINES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

### 1 Accounting policies

(Continued)

#### **Deferred tax**

Deferred tax liabilities are generally recognised for all timing differences and deferred tax assets are recognised to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits. Such assets and liabilities are not recognised if the timing difference arises from goodwill or from the initial recognition of other assets and liabilities in a transaction that affects neither the tax profit nor the accounting profit.

The carrying amount of deferred tax assets is reviewed at each reporting end 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. 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 profit and loss account, 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 company 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.

#### **1.12 Employee benefits**

The costs of short-term employee benefits are recognised as a liability and an expense, unless those costs are required to be recognised as part of the cost of stock or fixed assets.

From time to time, the company operates a bonus scheme to incentivise specific employees. An expense is recognised in profit or loss when the company has a legal or constructive obligation under such arrangements as a result of past events and a reliable estimate of the obligation can be made.

The cost of any unused holiday entitlement is recognised in the period in which the employee's services are received.

Termination benefits are recognised immediately as an expense when the company is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

#### **1.13 Retirement benefits**

Payments to defined contribution retirement benefit schemes are charged as an expense as they fall due.

#### **1.14 Leases**

Rentals payable under operating leases, including any lease incentives received, are charged to profit or loss on a straight line basis over the term of the relevant lease except where another more systematic basis is more representative of the time pattern in which economic benefits from the leases asset are consumed.

#### **1.15 Foreign exchange**

Transactions in currencies other than pounds sterling are recorded at the rates of exchange prevailing at the dates of the transactions. At each reporting end date, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing on the reporting end date. Gains and losses arising on translation in the period are included in profit or loss.

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

Research expenditure is written off against profits in the year in which it is incurred. Identifiable development expenditure is capitalised to the extent that the technical, commercial and financial feasibility can be demonstrated.

# OFF-PISTE WINES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

### 1 Accounting policies

(Continued)

#### 1.17 Provisions

Provisions are recognised when the company has a legal or constructive present obligation as a result of a past event, it is probable that the company will be required to settle that obligation and a reliable estimate can be made of the amount of the obligation.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the reporting end date, taking into account the risks and uncertainties surrounding the obligation. Where the effect of the time value of money is material, the amount expected to be required to settle the obligation is recognised at present value. When a provision is measured at present value, the unwinding of the discount is recognised as a finance cost in profit or loss in the period in which it arises.

#### 1.18 Related parties

The company has taken advantage of exemption under the terms of Financial Reporting Standard 102 'The Financial Reporting Standard in the UK and Republic of Ireland' not to disclose related party transactions with wholly owned subsidiaries within the group.

### 2 Turnover

	2023 £000	2022 £000
<b>Turnover analysed by class of business</b>		
Sales of goods	59,722	47,732
Commissions receivable	420	604
	<u>60,142</u>	<u>48,336</u>
	<b>2023 £000</b>	<b>2022 £000</b>
<b>Turnover analysed by geographical market</b>		
United Kingdom	53,867	43,948
Europe	5,245	4,048
Rest of World	1,030	340
	<u>60,142</u>	<u>48,336</u>

### 3 Operating profit

	2023 £000	2022 £000
Operating profit for the year is stated after charging:		
Exchange losses	96	194
Depreciation of owned tangible fixed assets	2	2
Operating lease charges	95	69
	<u></u>	<u></u>

## OFF-PISTE WINES LIMITED

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

#### 4 Auditor's remuneration

	2023 £000	2022 £000
Fees payable to the company's auditor and associates:		
<b>For audit services</b>		
Audit of the financial statements of the company	21	22
	<u>21</u>	<u>22</u>

#### 5 Employees

The average monthly number of persons (including directors) employed by the company during the year was:

	2023 Number	2022 Number
Directors	7	7
Sales and administration	33	28
	<u>40</u>	<u>35</u>
Total	<u>40</u>	<u>35</u>

Their aggregate remuneration comprised:

	2023 £000	2022 £000
Wages and salaries	2,566	2,255
Social security costs	202	268
Pension costs	95	157
	<u>2,863</u>	<u>2,680</u>

#### 6 Directors' remuneration

	2023 £000	2022 £000
Remuneration for qualifying services	791	772
Company pension contributions to defined contribution schemes	31	106
	<u>822</u>	<u>878</u>

The number of directors for whom retirement benefits are accruing under defined contribution schemes amounted to 7 (2022 - 6).

# OFF-PISTE WINES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

### 6 Directors' remuneration (Continued)

Remuneration disclosed above include the following amounts paid to the highest paid director:

	2023 £000	2022 £000
Remuneration for qualifying services	191	193
Company pension contributions to defined contribution schemes	9	7
	<u>          </u>	<u>          </u>

### 7 Interest payable and similar expenses

	2023 £000	2022 £000
<b>Interest on financial liabilities measured at amortised cost:</b>		
Interest on bank overdrafts and loans	14	-
	<u>          </u>	<u>          </u>

### 8 Taxation

	2023 £000	2022 £000
<b>Current tax</b>		
UK corporation tax on profits for the current period	551	320
Adjustments in respect of prior periods	(4)	(1)
	<u>          </u>	<u>          </u>
Total current tax	547	319
	<u>          </u>	<u>          </u>

The actual charge for the year can be reconciled to the expected charge for the year based on the profit or loss and the standard rate of tax as follows:

	2023 £000	2022 £000
Profit before taxation	3,594	4,240
	<u>          </u>	<u>          </u>
Expected tax charge based on the standard rate of corporation tax in the UK of 19.00% (2022: 19.00%)	683	806
Tax effect of expenses that are not deductible in determining taxable profit	121	6
Tax effect of income not taxable in determining taxable profit	-	(118)
Group relief	(253)	(375)
Under/(over) provided in prior years	(4)	(1)
Other differences leading to an increase / (decrease) in the tax charge	-	1
	<u>          </u>	<u>          </u>
Taxation charge for the year	547	319
	<u>          </u>	<u>          </u>

A rate of 25% (2022: 25%) was used for purposes of considering the effects of deferred taxation in the current period, on the basis that an increase in the main rate of Corporation Tax taking effect from 1 April 2023 had been enacted at the Balance Sheet date.

## OFF-PISTE WINES LIMITED

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

#### 9 Dividends

	2023 £000	2022 £000
Interim paid	853	3,129

Dividends of £884,000 were paid after the balance sheet date but before the date of approval of the financial statements.

#### 10 Tangible fixed assets

	Fixtures and fittings £000
<b>Cost</b>	
At 1 April 2022 and 31 March 2023	56
<b>Depreciation and impairment</b>	
At 1 April 2022	52
Depreciation charged in the year	2
At 31 March 2023	54
<b>Carrying amount</b>	
At 31 March 2023	2
At 31 March 2022	4

The total carrying value of tangible fixed assets are pledged as security for the banking facilities of the company under a fixed and floating charge.

#### 11 Stocks

	2023 £000	2022 £000
Finished goods and goods for resale	13,244	8,171

The total carrying value of stock is pledged as security for the banking facilities of the company under a fixed and floating charge.

## OFF-PISTE WINES LIMITED

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

#### 12 Debtors

	2023	2022
	£000	£000
<b>Amounts falling due within one year:</b>		
Trade debtors	10,147	7,713
Corporation tax recoverable	-	210
Amounts owed by group undertakings	878	853
Derivative financial instruments	-	507
Other debtors	2,478	1,079
Prepayments and accrued income	281	26
	<u>13,784</u>	<u>10,388</u>
	<u><u>13,784</u></u>	<u><u>10,388</u></u>
<b>Amounts falling due after more than one year:</b>		
	2023	2022
	£000	£000
Derivative financial instruments	-	115
	<u>-</u>	<u>115</u>
	<u><u>-</u></u>	<u><u>115</u></u>
<b>Total debtors</b>	<u>13,784</u>	<u>10,503</u>
	<u><u>13,784</u></u>	<u><u>10,503</u></u>

Amounts owed by group undertakings are unsecured, interest free and repayable on demand with no fixed payment date.

The total carrying value of debtors are pledged as security for the banking facilities of the company under a fixed and floating charge.

#### 13 Financial instruments

	2023	2022
	£000	£000
<b>Carrying amount of financial assets</b>		
Instruments measured at fair value through profit or loss	-	622
	<u>-</u>	<u>622</u>
	<u><u>-</u></u>	<u><u>622</u></u>

The group is exposed to currency exchange rate risk due to a part of its operating income and expenditure being denominated in foreign currencies. The exposure is monitored and managed by the use of forward foreign exchange contracts.

At the year end, the forward foreign exchange contracts are measured at fair value, which represents the difference between the fair value of the forward foreign exchange contracts at the year end forward contract rates and the value of the forward foreign exchange contracts at their respective contracted rates.



# OFF-PISTE WINES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

### 14 Creditors: amounts falling due within one year

	Notes	2023 £000	2022 £000
Bank loans and overdrafts	15	-	113
Trade creditors		11,320	5,866
Corporation tax		279	-
Other taxation and social security		71	69
Other creditors		38	46
Accruals and deferred income		1,815	1,795
		<u>13,523</u>	<u>7,889</u>

### 15 Loans and overdrafts

	2023 £000	2022 £000
Bank overdrafts	-	113
	<u>-</u>	<u>113</u>
Payable within one year	-	113
	<u>-</u>	<u>113</u>

The banking overdraft facility is secured against the carrying value of tangible fixed assets, stocks and debtors of the company by way of a fixed and floating charge.

### 16 Retirement benefit schemes

	2023 £000	2022 £000
<b>Defined contribution schemes</b>		
Charge to profit or loss in respect of defined contribution schemes	95	157
	<u>95</u>	<u>157</u>

The company operates a defined contribution pension scheme for all qualifying employees. The assets of the scheme are held separately from those of the company in an independently administered fund.

### 17 Share capital

	2023 Number	2022 Number	2023 £000	2022 £000
<b>Ordinary share capital</b>				
<b>Issued and fully paid</b>				
Ordinary shares of £1 each	1,331	1,331	1	1
	<u>1,331</u>	<u>1,331</u>	<u>1</u>	<u>1</u>

There are no restrictions on the distribution of dividends and the repayment of capital.

## OFF-PISTE WINES LIMITED

### NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2023

#### 18 Operating lease commitments

##### Lessee

At the reporting end date the company had outstanding commitments for future minimum lease payments under non-cancellable operating leases, which fall due as follows:

	2023 £000	2022 £000
Within one year	84	84
Between two and five years	212	296
	<u>296</u>	<u>380</u>

#### 19 Ultimate controlling party

The controlling party is Off-Piste Brands Ltd, the parent company. Off-Piste Brands Ltd is a company incorporated in the United Kingdom and registered in England and Wales.

There is not considered to be any one ultimate controlling party.

The smallest and largest group to prepare consolidated financial statements including this company is the parent company, Off-Piste Brands Ltd. Copies of the consolidated financial statements can be obtained from Off-Piste Brands Ltd's registered office at Formal House, 60 St George's Place, Cheltenham, Gloucestershire, GL50 3PN.

#### 20 Contingent liabilities

At the reporting date, the company's bank had guaranteed liabilities to HM Revenue and Customs arising in the ordinary course of business of £125,000 (2022: £125,000).

At the reporting date, the company had guaranteed liabilities on behalf of the parent company, Off-Piste Brands Ltd, totalling £7,103,000 (2022: £6,617,000).

#### 21 Capital commitments

At the reporting date, the company had no capital commitments (2022: £Nil).

This document was delivered using electronic communications and authenticated in accordance with the registrar's rules relating to electronic form, authentication and manner of delivery under section 1072 of the Companies Act 2006.