# THE ROYAL MINT LIMITED

# CONSOLIDATED ANNUAL REPORT FOR THE YEAR ENDED 31 MARCH 2017

Company registration number: 6964873

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# Annual Report 2016-17

# The Royal Mint Limited

**Directors** 

Peter Warry\*

Chairman

Adam Lawrence

**Chief Executive** 

Vin Wijeratne

**Chief Financial Officer** 

Anne Jessopp

**Director of Consumer Business** 

Andrew Mills

**Director of Circulating Coin** 

David Morgan\*

Xenia Carr-Griffiths\*

Amanda Rendle\*

Michael Clayforth-Carr\*

Tim Martin\*

Representative of the Royal Mint Trading Fund and HM Treasury as shareholder

\*Non-Executive Director

Company Secretary
Anne Jessopp

**Executive Management Team** 

Adam Lawrence

**Chief Executive** 

Vin Wijeratne

**Chief Financial Officer** 

Anne Jessopp

**Director of Consumer Business** 

Andrew Mills

**Director of Circulating Coin** 

Chris Howard

Director of Bullion

Leighton John

**Director of Operations** 

Martin McDade

Director of Finance

Sarah Bradley

Director of HR and SHE

External auditors

PricewaterhouseCoopers LLP

Internal auditor

KPMG LLP

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# Chairman's Statement

The Royal Mint Limited Group has made a profit before tax of £14.4million yielding a return on average capital employed of 15.8% compared to the Ministerial target of 10%. This is our fifth consecutive year of growing profits and includes the costs of preparing for the launch of a new "FinTech" gold product called RMG.

The major event of the year was the launch of the new 12-sided UK £1 coin incorporating our new high security feature. The combination of modern and complex security features makes this coin reassuringly challenging to manufacture and it is a tribute to our production teams that they were able to ramp up production from 30 million coins per month to over 100 million coins per month by the time of the launch through incremental improvements in the process. As planned, some 800 million coins were available for distribution when the coin was launched and the balance of a further 700 million will be manufactured over the next 12 months. A significant proportion of the new coins will use recycled metal from the old round pound coins as they are returned from circulation.

We have already supplied coins containing the new High Security Feature to overseas customers and we are hopeful of many more orders as central banks become aware of the benefits of our new technology. Having a banknote-level security feature in a coin for the first time allows us to deliver our long-term strategy of challenging the coin and banknote boundary, thus increasing the size of the higher-end of the circulating coin market, where nearly one-quarter of the world's countries have a banknote in circulation that is worth less than US20c.

At the start of the financial year we opened The Royal Mint Experience. It has proven to be not just a wonderful (and highly-rated) attraction but will also help to build the collector base for the future. Since opening the Experience has met our financial forecasts and we believe there is more that we can do with this valuable asset. In addition to the commemorative coins that we have always sold, we plan to add sales and service to the historic coin collector market and hope that we can develop this into a further profit stream.

Our Bullion business has continued its substantial growth from just £1.5million of profit when we separated out the business in 2014 to £4.6million this year. We have plans to grow this further and in particular would like to increase the use of The Royal Mint Vault on our site at Llantrisant.

As noted above, we have also been working hard to develop a new "FinTech" gold product called RMG. We believe this will offer institutions and private investors an entirely new way to hold and trade gold and, if successful, could significantly rebalance our business away from circulating coin where we know growth will be harder to obtain.

Whilst this has been a very successful year for The Royal Mint it has also been an extremely demanding one for all parts of the business. I would like to thank every employee for their contribution to this effort and thank my colleagues on the board for their support.

Peter Warry Chairman

# Chief Executive's Report

2016-17 has been another stellar year for The Royal Mint. For the fourth year in a row we have exceeded all of our Ministerial targets. Financially we report the highest revenues in The Royal Mint Limited's history and a 22% increase to £16million in our underlying operating profit (before exceptional items, IAS 39 adjustments and the pre-launch costs relating to RMG, our new gold product). Our Group operating profit before exceptional items and IAS 39 adjustments and after the pre-launch costs of RMG was £14.4million and our return on capital employed also remained well above our 10% Ministerial target at 15.8% despite the significant strategic investments the Group has made.

To facilitate RMG's launch we have utilised a separate subsidiary called RM Assets Limited which will ultimately run this operation. This annual report therefore comprises the activities of The Royal Mint Limited and RM Assets Limited, together The Royal Mint Group.

Within The Royal Mint Limited, all three of our operating units saw increased profitability, despite in many circumstances a challenging market environment. The year culminated in the launch of the new UK £1 coin on 28 March 2017 but our operations were dominated by this product for the entire period. We manufactured nearly 800 million coins ahead of the launch and expect to manufacture around 700 million more over the next 12 months as all the old £1 coins are extracted from circulation. By 15 October 2017 when the old £1 coins will cease to be legal tender, we are expecting to have recovered approximately 1.5 billion of them from circulation.

Scaling up our operation to manufacture 800 million of the 'most secure coin in the world' has been a real challenge, and one our business has thrived on. Via operational improvements, we were able to double our casting and scalping output, more than double our piercing output and scale up the incorporation of our High Security Feature to its full capability.

I must also commend our team on the huge effort put into ensuring industry-readiness for the launch of the new £1 coin which exceeded our original targets in both the level of readiness and also public awareness, both of which were crucial to a successful launch.

Our Consumer business (previously known as Commemorative Coin) has also had a sensational year. Our Beatrix Potter collection proved extremely popular and sold out in days, as did many products in our ranges celebrating Her Majesty The Queen's Sapphire Jubilee and the 200th anniversary of the modern Sovereign. The coins have proved a big hit both in the UK and overseas, with the combination of very high quality, great designs and low mintage numbers meaning these coins are in high demand. In my mind the highlight of the year for our consumer-facing business was the opening of The Royal Mint Experience on 18 May 2016. Since then we have had nearly 100,000 visitors come through our world class Royal Mint Experience visitor attraction in Llantrisant, many of whom have struck their own coin to take home as a permanent memento. Within the Experience itself we have also sold a huge number of collector folders, demonstrating that we are hitting our target market and building the collectors of the future.

Our Bullion business has yet again achieved record results and grown its contribution to the business by 64% this year, on top of 87% growth in the prior year. The business is a shining example of how a 1,100 year-old business can be nimble, innovative and high growth. Last year our Bullion website registered almost 1,000,000 site visits and we approved over 32,000 new accounts. This increasing diversification of the business allowed us to continue to grow despite substantial headwinds in the global silver market. Our market share of the global bullion market grew to 5.4% for gold (2015-16: 4.2%) and 4.2% for silver (2015-16: 3.4%).

Looking to the future, The Royal Mint, in collaboration with CME Group, is scheduled and on target to launch a new product called RMG, a new digital gold standard that is an easier, more cost effective and secure alternative to buying, holding and trading spot gold. The RMG product is the first of its kind, and uses a digital asset and a blockchain-based trading platform to bring greater accessibility to the gold market coupled with instant physical settlement. RMG will transform the way that market participants (traders and investors) can trade, execute and settle gold.

RMG will be issued by The Royal Mint as a digital record of ownership for gold stored at its highly secure onsite bullion vault storage facility. CME Group will develop, implement and operate the blockchain-based trading platform for RMG. These new investments, the growth in our Bullion business and our continued vision to look for new opportunities and exploit them leave us confident of a bright and successful future despite what people may believe when reading about the death of cash in the media. While the balance of our business will inevitably change in the coming years, The Royal Mint is now truly 'Established for Tomorrow'.

Adam Lawrence Chief Executive

# Strategic Report

### **Activities and structure**

Her Majesty's Treasury ('HM Treasury') owns 100% of the shares of The Royal Mint Limited through an Executive Agency, the Royal Mint Trading Fund. The Royal Mint Limited owns 100% of RM Assets Limited, a company which began to incur costs in 2016-17 having been dormant in previous periods. The Annual Report and accounts are therefore presented as the consolidated group of The Royal Mint Limited. Throughout the report The Royal Mint refers to the individual company activities of The Royal Mint Limited and The Royal Mint Group refers to the combined results and activities of The Royal Mint Limited and RM Assets Limited ('RM Assets').

The manufacture, marketing and distribution activities of The Royal Mint Limited are predominantly based at one site in Llantrisant, South Wales.

# Financial performance

The Royal Mint Group generated an operating profit before exceptional items and IAS 39 adjustments of £14.4million (2015-16: £13.1million). The Group ROACE was 15.8% (2015-16: 17.3%) for the year ended 31 March 2017. From 2016-17, the Ministerial Target in relation to ROACE is measured on a three year, rolling average basis. This resulted in a ROACE of 16.9% for the three year period ended on 31 March 2017.

### The Royal Mint Limited

The Royal Mint Limited remains split into three lines of business: Circulating Coin, Consumer (previously known as Commemorative Coin) and Bullion.

Overall revenue increased by 40% to £506.4m (2015-16: £360.6m) with revenue growth delivered by all three businesses.

Operating profit before adjusting for the impact of IAS 39 related items and exceptional items (note 5) and increased by 22% to £16.0m (2015-16: £13.1m). The increase was lower than the overall revenue due to the majority of the revenue growth being in Bullion where metal accounts for a higher proportion of the sales price than in the other segments.

The Royal Mint Limited uses sales less metal as a key indicator of activity. This grew by 15% to £121.0m (2015-16: £104.8m).

The performance of the individual businesses is discussed in more detail on the following pages.

This year there have been cash inflows from operating activities totalling £26.2m (2015-16: outflow of £7.6m).

Capital expenditure of £8.9m after receiving a grant of £2.3m for The Royal Mint Experience (2015-16: £24.4m) reflected our continued significant investment in the future, mainly across the following areas:

- completion of The Royal Mint Experience;
- developments to enable commercial production of coins featuring the High Security Feature;
- refurbishment and replacement of critical pieces of Circulating Coin equipment; and
- continued development in One Business System to replace current IT systems.

# **RM Assets Limited**

The Royal Mint expects to launch RMG during 2017. RM Assets Limited has not traded during the year ended 31 March 2017 and has incurred pre-launch costs which are included in the consolidated results.

# Consolidated financial position

Net assets increased by £2.9m to £65.8m. The increase in net assets has resulted from generating a profit after tax of £11.3m, a gain in the hedging reserve (£0.4m) offset by an increase in the pension deficit net of deferred tax of £4.8m and payment of a dividend (£4.0m) relating to 2015-16 performance.

# The Royal Mint Group financial results summary

	2016-17 £m	2015-16 £m
Revenue		
Circulating Coin		
UK	81.8	49.2
Overseas	42.6	74.8
Total Circulating Coin	124.4	124.0
Consumer	64.6	51.0
Bullion	317.4	185.6
Total	506.4	360.6
Operating profit		
Circulating Coin	14.0	11.2
Consumer	12.6	11.0
Bullion	4.6	2.8
Central overheads*	(15.2)	(11.9)
Total Royal Mint Limited	16.0	13.1
RM Assets	(1.6)	
Operating profit before IAS 39 related	14.4	13.1
adjustments and exceptional items		
IAS 39 related adjustments (note 5)	0.8	(0.6)
Exceptional items (note 5)	(0.2)	(0.2)
Operating profit	15.0	12.3
Net finance cost	(o.6)	(0.4)
Profit before tax	14.4	11.9

<sup>\*</sup> Central overheads include the impact of performance related remuneration for the whole business.

# Circulating Coin: Principal activities

- the manufacture of UK circulating coins under a contract with HM Treasury; and
- the manufacture and supply of circulating coins and blanks for overseas governments, central banks, issuing authorities and mints.

# Objectives and strategies

One of the primary responsibilities of The Royal Mint is the provision and maintenance of UK coinage. The Royal Mint, in conjunction with HM Treasury, is required to produce sufficient quantities of each denomination to meet public demand.

In addition to these responsibilities, the Circulating Coin business strategic objectives are:

- to develop our brand and reputation as the world's leading exporting mint;
- to successfully leverage our High Security Feature technology into the global market, helping us to challenge the coin/banknote boundary and increase the size of the high-value coin market;
- to become the global voice and authority on coin security;
- to grow our global market share utilising aRMour® plating technology;
- to increase operational flexibility and efficiency to be able to reduce customer lead-times; and
- to continue to enhance The Royal Mint's competitive position through the development of market-led products and services.

#### Performance

Circulating Coin sales increased to £124.4m (2015-16: £124.0m) and the business delivered a contribution to operating profit of £14.0m (2015-16: £11.2m).

2016-17 has seen considerable progress in achieving and delivering our key long-term strategies for Circulating Coin. The most significant achievement was the launch of the new £1 coin featuring our High Security Feature, which became legal tender on 28 March 2017. This successful launch has been the result of several years' planning, working closely with our customer, HM Treasury, and industry stakeholders to ensure a seamless transition from the 'round pound' to the new 12-sided coin.

The whole organisation continues to work together to ensure we will meet our target production of 1.5 billion coins over an 18-month period (by December 2017) and we also worked closely with the industry to help their preparations. Following the coin's introduction, we are now in a six-month period where the round £1 coin and the new 12-sided £1 coin are in circulation at the same time. The round £1 coin will lose its legal tender status at midnight on 15 October 2017. After 15 October 2017, the round £1 coin can continue to be deposited into customers' accounts at most high street banks in the UK.

Overseas demand was strong throughout the year and we completed an overseas coin order including the High Security Feature. We also continued to secure contracts with a number of overseas countries to transition denominations from banknotes into coins as well as winning some significant new business and re-enforcing our position as supplier with more than 20 regular customers.

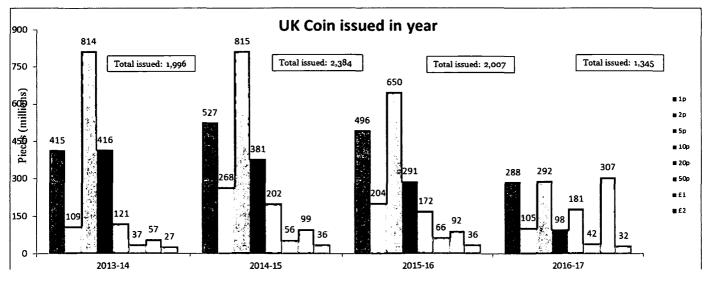
We continued to share our knowledge and experience through hosting our sixth Coin Management Training Programme. 16 delegates from 12 different countries attended, including some potential future customers. The delegates spent a whole week learning about all aspects of coin management which will help them to shape their future currency requirements, whilst members of the sales team delivered smaller scale versions of this event in Africa and South-East Asia.

During the year overseas deliveries of coins and blanks amounted to 2.4 billion pieces in 34 countries (2015-16: 2.4 billion pieces in 39 countries). Whilst the total pieces issued were consistent, sales revenue reduced due to a change in sales mix of circulating currency and lower sales of precious metal coins to circulating coin customers.

The Royal Mint issued 1,345 million coins (2015-16: 2,007 million) to UK cash centres. The reduction largely related to the end of the alloy-recovery production programme whereby cupro-nickel 5p and 10p coins were replaced with the aRMour plated equivalent. Working against a Ministerial delivery target of 99% being available for shipment to banks and post offices within 11 days, The Royal Mint achieved 100% (2015-16: 100%).

The latest survey to monitor the level of counterfeit £1 coins was conducted in November 2016. This survey indicated a counterfeit rate of 2.3% (May 2015: 2.6%). It is anticipated that this rate will begin to fall significantly following the introduction of the new £1 coin in March 2017, which features world-leading anticounterfeiting technology.

Provisions for various offences connected with the counterfeiting of coins are included in the Forgery and Counterfeiting Act 1981. Enforcement of these provisions is entirely a matter for law enforcement agencies, such as the Police and the Crown Prosecution Service. The Royal Mint continues to work closely with these agencies to reduce the incidence of counterfeit coins.



#### Consumer:

# **Principal activities**

- the manufacture, marketing and distribution of UK and overseas consumer coins and medals; and
- the manufacture and supply of official medals, seals and dies.

# **Objectives and Strategies**

The Consumer strategies are:

- to achieve consistent growth in sales and profitability by developing The Royal Mint brand, innovative product development and growth of our customer database;
- to operate a high-quality visitor attraction offering a unique experience;
- to continue to innovate and develop unique and attractive products;
- to maintain a high level of customer service;
- to reduce our dependence on the UK market through international development; and
- to improve productivity and reduce costs.

### **Performance**

Consumer revenue increased by 27% to £64.6m (2015-16: £51.0m). The contribution to operating profit also increased to £12.6m (2015-16: £11.0m).

The figures above demonstrate the continued strong performance of the Consumer business with some of our strongest themes achieving record results. This year's Consumer contribution represents its highest underlying performance on record.

Our successful Beatrix Potter series, which started at the end of the last financial year continued to produce exceptional results with 100% of the silver Proof products reserved through our pre-order option. After the success of the Peter Rabbit coin, the Squirrel Nutkin, Jemima Puddle-Duck and Mrs. Tiggy-Winkle silver Proof editions all sold out during the year.

Royal events continued to receive fantastic response, Her Majesty The Queen's 90th birthday campaign was well received and more recently, the Sapphire Jubilee products exceeded expectations as the whole product range sold out within 10 days.

The introduction of the new £1 coin generated additional interest in our 2017 Annual Sets. Our individual products celebrating the Nations of the Crown £1 coin and commemorating the last 'round pound' proved equally as popular, with the Proof editions in both ranges selling out.

In 2017 The Royal Mint celebrates the 200th anniversary of the 'modern' Sovereign, one of the most iconic coins in the world, by returning to Benedetto Pistrucci's original design created for the new Sovereigns of 1817. It's the first time since 1820 that this gold coin features the familiar St George and the dragon surrounded by the full garter and inscription, struck with tools carefully remastered from the 1817 originals. The 2017-dated Sovereigns proved to be so popular with coin collectors that the Three and Five-Coin Sets sold out within days.

Our continued success has resulted in us having in excess of 200,000 active, contactable customers in our database. This is the highest level of active customers that we have had since we started recording the statistic in February 2011.

The Royal Mint Experience opened on 18 May 2016. The Experience allows visitors to see how and where all of the coins for the UK and over 60 other countries from around the world's coins are designed and struck, many of which are also on display. Visitors can learn about The Royal Mint's history spanning over 1,100 years, from its first official home in the Tower of London to its current home for over 40 years in Llantrisant.

We have been delighted with the Experience and have attracted visitor numbers in-line with our expectations. We also have a significant number of visitors already booked for the next financial year. Feedback has been fantastic with over 90% of visitors rating the Experience as 'Very Good' or 'Excellent' via TripAdvisor. Holding seasonal events for Halloween and Christmas has increased visitor numbers and the ability to strike your own new £1 coin since the beginning of 2017 has also proved popular. We are well positioned to increase our visitor numbers and have attracted two major international tourist operatives to add to our UK partners.

#### **Bullion:**

# **Principal activities**

- the manufacture, marketing and distribution and sale of bullion coins, bars and rounds;
- the license of design rights for the manufacture and supply of bullion coins, bars and rounds; and
- the secure storage of precious metals.

# Objectives and strategies

The Bullion strategies are:

- to provide consumers with an easily accessible and diverse range of bullion products through our online bullion platform and distributor network;
- to expand our range of financial products;
- to expand our precious-metal storage business through The Vault® our high-security storage facility;
- to expand further internationally; and
- to be the industry thought leader in precious metal investment.

### **Performance**

Our Bullion business has grown significantly in 2016-17 with sales increasing 71% to £317.4m (2015-16: £185.6m) and the contribution to operating profit growing by 64% to £4.6m (2015-16: £2.8m).

This growth reflects our increased focus on this area of the business and demonstrates the effectiveness of having a separate strategy from our Consumer business. However, the two businesses continue to work closely together to ensure they meet the overall needs of our customers. The Bullion business will also work closely with RMG up to and following their launch to ensure that overlap between the products is managed in the best interests of The Royal Mint Group and its customers.

Our wholesale business continues to perform very well with strong demand for core gold products. During the year we have increased our holdings of stock internationally. There are now seven locations around the world stocking Royal Mint bullion products in addition to our main facility in Llantrisant; this has improved our responsiveness to our worldwide distributors, retailers and consumers. This was a major contributor to growing our share of the global bullion coin market for both gold to 5.4% (2015-16: 4.2%) and silver to 4.2% (2015-16: 3.4%).

Our online platform, royalmintbullion.com, has now attracted over 30,000 customers and is a key part of our future strategy. Signature Gold®, launched in 2015-16 continued to be popular as a simple and cost-effective way to own physical gold in quantities to suit all budgets, allowing customers to purchase and own a fractional amount of large 400 oz gold bars that are held securely in The Vault. Throughout the financial year further products have been added to the platform including The Queen's Beasts product range. The ability to fund accounts with a debit card also generated a significant increase in customers funding their accounts. In partnership with the World Platinum Investment Council, we also announced that we will be bringing to market a range of platinum bullion products, the first of which began retailing on the website in May 2017.

In June 2016 it was announced that, Signature Gold and certain gold bars can now be used in Self-Invested Personal Pension schemes (SIPPs) and Small Self-Administered Schemes (SSASs). All major SIPP providers have onboarded and pension holders are depositing increasing amounts of gold to store in The Vault. During the year a decision was made to create a team developing additional financial products based on our bullion coins and bars to be launched in the future.

Our increasing profile in the investment space can be seen in the high level of coverage received by our bullion business in both mainstream and specialist media across the UK and internationally.

### **RMG**

In November 2016 The Royal Mint announced it would be bringing to market a new way to invest in and digitally trade physical gold bullion. For investment providers looking to offer gold to their clients, RMG provides a cost-effective, convenient and secure alternative to holding and trading spot gold. It offers the investment performance of the London Gold Market with the price transparency, real-time price discovery and trade execution of an exchange-traded security. Counterparty risk will be negated by having direct ownership of physical gold bullion. 1 RMG represents ownership and full title to 1g of physical gold bullion held in the form of

fully allocated, LBMA Good Delivery Bars within The Royal Mint's highly-secure, on-site bullion storage facilities.

We believe these features, coupled with the guarantee of zero ongoing annual management fees and free storage, represent one of the best and most cost-effective ways to invest in physical gold today. We will be working with trusted partners to change the course of gold trading.

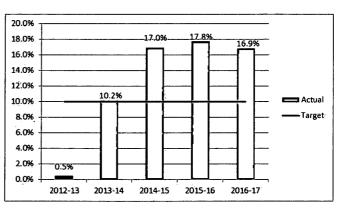
It is expected that RMG will be launched during 2017. This will be launched through RM Assets Limited, a wholly owned subsidiary of The Royal Mint Limited. The pre-launch costs are included in the consolidated results.

# **Key Performance Indicators (KPIs)**

The Royal Mint Limited's performance indicators are the key Ministerial targets details of which can be found below. Non-financial performance indicators relating to sustainability are set out on pages 22 to 26.

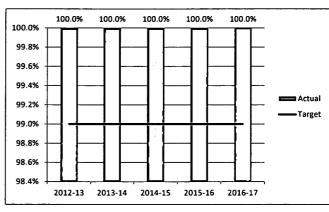
Target 1
Return on Average Capital Employed (ROACE)

ROACE for The Royal Mint Group is calculated by expressing operating profit as a percentage of its average monthly capital employed. Operating profit has been modified to exclude IAS19 Employee Benefits and IAS39 Financial Instruments related adjustments as well as Exceptional Items. From 2016-17, the Ministerial target is measured on a three- year rolling, average basis and was 16.9%. The Group ROACE for 2016-17 was 15.8%. The Royal Mint Limited Company ROACE for 2016-17 was 17.1%.



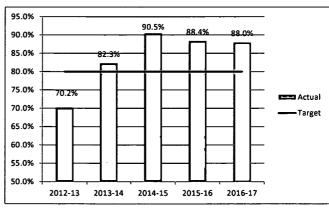
# Target 2 UK Circulating Coin

Delivery of accepted orders from UK banks and post offices within 11 days.



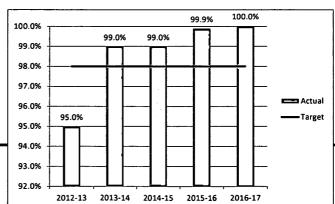
# **Target 3**UK Consumer Coin

Delivery of orders to individual UK customers within three days, measured from receipt of order or published due date.



# Target 4 Medals

Orders delivered by agreed delivery date.



The Royal Mint Limited
Annual Report 2016-17

# Principal risks and uncertainties

The Royal Mint Group's risk priorities in 2016-17 were in the following areas:

- key engineering failure;
- political and economic instability of overseas customers;
- loss of market share to competitor technologies;
- cyber security risk; ; and
- failure in the management of key projects.

The Group's overall risk management approach is highlighted on page 27.

The management of cyber security risk has continued to be a key focus during the year. The Royal Mint Limited earned 'Cyber Essentials' accreditation in February 2016. Cyber Essentials is a government-backed, industry supported scheme to help organisations protect themselves against common cyber attacks.

### Financial risk management

### Derivative financial instruments

The Group operates a prudent hedging policy and uses various types of financial instrument to manage its exposure to market risks that arise from its business operations. The main risks continue to arise from movements in commodity metal prices and exchange rates.

### Metal prices

The majority of the raw materials purchased by the Group are metals. Prices can be subject to significant volatility. The Royal Mint seeks to limit its commercial exposure to these risks.

# Circulating Coin

Non-ferrous metals: copper, nickel and zinc are all commodities traded on the London Metal Exchange (LME). The business largely avoids exposure to volatility through its hedging programme. Where possible, selling prices are determined on the basis of the market prices of metals at the date a contract or order is accepted. The Royal Mint seeks to hedge its exposure to subsequent movements in metal prices by securing forward contracts to acquire the metal at this time.

Ferrous metals: with the growing demand for aRMour coins and blanks, the volume of steel used by the business is increasing. Steel is procured using pricing based on six-month contracts to try to avoid volatility over the short term. The Royal Mint is continually looking at alternative strategies to protect its longer-term position for this increasingly important commodity used in our business.

#### Consumer

Proof products: coins are manufactured for sale through The Royal Mint's marketing and promotional activities. Metal costs are secured by making quarterly commitments at agreed fixed prices. Selling prices are adjusted to reflect these costs, thereby minimising the impact of fluctuations in metal prices on future transactions and cash flows. The level of commitment is determined by the Executive Management Team and the risk is managed to achieve The Royal Mint's objective that its financial performance is not exposed to market fluctuations in metal prices.

### Bullion

*Precious metals:* selling prices are quoted based on the prevailing market rates of the precious metals. They are specifically purchased to satisfy each order thereby avoiding exposure to risk on metal cost by the use of consignment arrangements.

*Premiums:* premiums on many of our gold products are calculated as a percentage of the gold price, and as such are subject to fluctuation.

# Foreign exchange

The Group minimises its exposure to exchange rate movements on sales and purchases by making sales and purchases via sterling-denominated contracts wherever possible. Where this is not the case, the Group reduces exposure by using forward exchange contracts.

# Effects of commodity hedging

Under International Accounting Standards (IAS) 39, hedge accounting rules have been adopted where appropriate. The ineffective portion of the gain or loss on the hedging instrument (as defined under the accounting rules of IAS 39) is recorded as other gains/(losses) in the Income Statement.

The objective of the Group's hedging policy is to mitigate the impact of movements in the price of metal commodities, where appropriate, over time. For accounting purposes the impact will be reflected in different accounting periods depending on the relevant ineffectiveness assessment under IAS 39 rules. The accounting treatment in this area is therefore not necessarily a reflection of the economic impact of the group's hedging policy but represents the respective accounting impact of hedging ineffectiveness under IAS 39.

The combined impact of this, together with open forward foreign currency exchange contracts, has been highlighted separately in the Income Statement. In 2016-17, the year-end impact was a gain of £0.8m (2015-16: £0.6m loss). Financial risk management disclosures are set out in note 24 to the financial statements.

# Safety, Health and Environment (SHE)

The Royal Mint's vision is to be proud to be recognised as the world's best mint and part of this vision includes providing a safe and good place to work for our people.

To deliver this vision The Royal Mint understands that SHE is an integral part of the business strategy. It strives to achieve high standards of business ethics and a commitment to meeting SHE responsibilities beyond legal compliance.

The Royal Mint is committed to ensuring that it is at the forefront of employing sustainable business practices in order to minimise the environmental impact of its activities and to protect the health, safety and welfare of its employees.

The vision is implemented through the following strategies:

- a reduction in the number of total site accidents;
- a continuation of the development of a positive SHE culture which is supported by continuous improvement of the SHE management systems; and
- to manage and recycle waste products, conserve natural resources and to minimise the impact on the environment of ourselves and our suppliers.

The Royal Mint continues to include SHE at the forefront of its group strategy and has reviewed and updated its five-year plan for SHE.

Progress against these goals is as follows:

- The Royal Mint continues to demonstrate its commitment and continuous improvement to SHE through externally verified SHE systems;
- The Royal Mint continues to operate within the requirements of its Environmental Permit, which is regulated by the Natural Resources Wales (NRW) and the Control of Major Accident Hazards (COMAH) regulations, overseen by both the NRW and the Health and Safety Executive (HSE).

### Outlook

Following another successful year, we are well placed to move forward to further growth. The Board recently approved our five-year plan which includes significant growth and new products and services across all of our segments.

Within Circulating Coin, we will build on the success of the production of the new £1 coin and our patented High Security Feature by taking this unique offering to the overseas markets. We will also be working with the overseas market to improve the security of their coins and move notes to coin denominations.

The Consumer business will continue to review product and service offerings to meet the needs of its growing customer base. We will be launching new products and continuing to offer the opportunity for visitors to get behind the scenes at The Royal Mint Experience.

Continued investment in our online bullion platform and the addition of new products for consumers and the financial services market will allow the Bullion business to grow and RMG will be launched by the end of the year.

All of these initiatives will contribute to The Royal Mint Group continuing the growth and success it has achieved over the past few years.

Adam Lawrence Chief Executive 22 June 2017

# Directors' Report

The Directors present their report and the audited financial statements for the year ended 31 March 2017.

Statement of Directors' Responsibilities

The Directors are responsible for preparing the Consolidated 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 prepared the Group and 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 Company and of the profit or loss of the Group and Company for that period. In preparing these financial statements, the Directors are required to:

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

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Group and Company's transactions and disclose with reasonable accuracy at any time the financial position of the Group and Company and enable them to ensure that the financial statements comply with the Companies Act 2006 and as regards the Group financial statements, Article 4 of the IAS regulation.

They are also responsible for safeguarding the assets of the Group and Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Directors are responsible for the maintenance and integrity of the Company's website. Legislation in the UK governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

#### Directors

The Directors of the Company who were in office during the year and up to the date of signing of the financial statements unless as noted below are shown on page 3.

Andrew Mills and Anne Jessopp were appointed as Executive Directors on 1 April 2016.

#### **Dividends**

Post year-end, the Board declared a dividend for 2016-17 of £4.0m. Dividends relating to 2015-16 performance of £4.0m were paid during the year.

Research and development

At The Royal Mint, we have continued to develop our technological capabilities. In an increasingly competitive market, this is critical for us to stand apart from our competitors. During the year, we have seen our High Security Feature launched via the new £1 coin, which has been a culmination of many years of research and development. We will continue to focus on technologies that can support our business and reduce the environmental footprint of our operations.

Creditor payment policy

The Royal Mint always seeks to comply with agreed terms. A total of 91.0% (2015-16: 90.5%) of invoices were paid within the agreed period. We will continue to work with our suppliers and develop our internal processes and systems over the forthcoming year in order to deliver further improvement in this measure.

# People

Our people remain a key part of our business and everyone has a part to play in delivering the overall business strategy. The Royal Mint's values continue to guide the way in which we all do our jobs and shape what it means to work as part of The Royal Mint team. We have continued to build on our guiding principles as the foundation of this approach.

We have continued to embed our strategy deployment processes so that everyone, at all levels of the organisation, understands the company vision as well as what part they play in delivering the overall corporate objectives. We are continuing with our 'Joining the Dots' philosophy, highlighting the importance of not just 'what' we have to do' but just as importantly, 'how' we will do it. The 'what' includes our annual objectives - the projects and action plans that will deliver them and the KPIs and metrics that will tell us whether or not we are on-track. The 'how' includes our corporate values as well as the core skills and behaviours that we expect all employees to demonstrate in their jobs.

We have continued to drive a culture of continuous improvement at all levels of the organisation; the benefits of this are seen every day through our employee-generated ideas, improvements and problem-solving activities. Many of these have driven both instant and incremental improvements in our day-to-day operational effectiveness and efficiency.

During the year a significant amount of time and effort has been invested in driving improvements to our safety management system. Building on our progress last year, we are looking to implement an even more comprehensive yet efficient way to keep our employees safe. Process safety is high on the agenda for 2017-18 and we are looking forward to making even greater strides in our quest towards employee safety.

In 2012 The Royal Mint introduced a new initiative to sponsor a particular charity for a two-year period. During 2016 we asked employees to nominate a new charity to take us from 2016-2018 and the chosen charity was Velindre Cancer Centre. Velindre Cancer Centre is the largest non-surgical cancer hospital in Wales providing Radiotherapy, Chemotherapy and other specialised anti-cancer treatments for over half the people of Wales. Velindre Cancer Centre have been providing support and care to cancer patients in South Wales for almost 60 years and on average, they provide care, treatment and support for over 130,000 outpatient and day cases every year. We are delighted to be able to support this charity over the next two years.

Our apprenticeship scheme is still as popular and effective as ever, with more and more applicants every year; the standard is very high. Our apprenticeship scheme is accredited by the Institute of Engineering & Technology (IET) and is an excellent framework for apprentices to follow. As a business we are delighted to be securing the young talent and helping them develop in their chosen careers.

We are also coming into the third year of our very successful graduate programme. The graduate programme started in 2014 and all our graduates continue to move around the organisation gaining exposure to a variety of different environments and roles. This has culminated with several graduates from the initial intake being moved into key roles within the business during the past year.

Consultation with employees or their representatives has continued at all levels. Our aim is to ensure that individuals' views are taken into account when making decisions that are likely to affect their interests, and that all employees are aware of the financial and economic performance of their business units and of the group as a whole. Communication with all employees continues through in-house newsletters, briefing groups and the distribution of the Annual Report.

#### Diversity

The Royal Mint is committed to having a diverse workforce with a culture that values the benefits that diversity brings. This includes but is not limited to disability and The Royal Mint gives full and fair consideration to applications for employment that disabled people make to the Group. The Royal Mint provides training, career development and promotion of disabled people and for the continuing employment and training of employees who have become disabled while employed by the Group.

# Sickness absence

The annual sickness absence rate for 2016-17 was 4.9% (2015-16: 4.6%).

# **Independent Auditors**

So far as the Directors are aware, there is no relevant audit information, (i.e. information needed by the Company's auditors in connection with preparing their report), of which the Company's auditors are unaware, and the directors have taken all steps that they ought to in order to make themselves aware of any relevant information and to establish that the Company's auditors are aware of that information.

PricewaterhouseCoopers LLP has indicated its willingness to continue in office and a resolution to confirm its appointment will be proposed at the Annual General Meeting.

# Future developments and financial risk management

These areas are dealt with in the Strategic Report.

# Authority of issue of financial statements

The Directors gave authority for the financial statements to be issued on 22 June 2017. Neither the entity's owner nor others have the power to amend the financial statements after issue.

Approved by the Board of Directors and signed on its behalf,

Vin Wijeratne

Chief Financial Officer

22 June 2017

# **Group Financial Summary**

	2016-17 £m	2015-16 £m	2014-15 £m	2013-14 £m	2012-13 £m
UK revenue	241.8	118.1	115.2	126.3	112.8
Overseas revenue	264.6	242.5	144.4	188.6	141.3
Total revenue	506.4	360.6	259.6	314.9	254.1
Operating profit before IAS 39-related items and exceptionals	14.4	13.1	11.0	6.2	0.0
IAS 39-related items (note 5)	0.8	(0.6)	(0.3)	(0.1)	(0.7)
Exceptional items (note 5)	(0.2)	(0.2)	0.7	-	(1.2)
Operating profit/(loss)	15.0	12.3	11.4	6.1	(1.9)
Net finance cost	(o.6)	(0.4)	(0.2)	(0.4)	(0.4)
Profit/(loss) before tax	14.4	11.9	11.2	5.7	(2.3)
Tax	(3.0)	(2.3)	(2.3)	(1.4)	0.3
Profit/(loss) after tax	11.4	9.6	8.9	4.3	(2.0)
Net assets	65.8	62.9	55⋅3	55.1	55.9

# Sustainability Report

The Royal Mint remains committed to having a healthy, safe working environment with zero accident performance and to be at the forefront in employing sustainable business practices to minimise our environmental footprint. The health and safety of people who work at, for and with The Royal Mint is central to our business plans and operations.

The Royal Mint, as part of its commitment to maintaining its ISO 14001 (2004) environmental management standard and the migration to ISO 14001 (2015) standard accreditation, reviews its significant environmental aspects and sets targets accordingly.

Targets set for The Royal Mint's significant environmental aspects include:

- reducing water consumption;
- maintaining or improving on energy consumption across site; and
- monitoring waste production across site, ensuring steps are taken so that waste is not disposed of via landfill

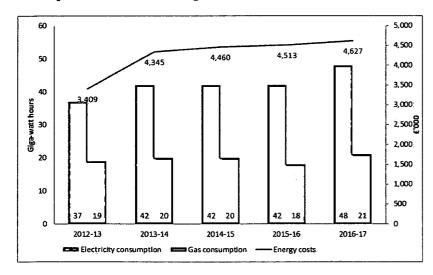
#### **Accreditations**

The Royal Mint continues to maintain the following International Organization for Standardization standards, ISO 14001 Environmental Management System and ISO50001 Energy Management System. These accreditations run alongside the Social Accountability 8000 (or SA 8000) Standard, which is the first global ethical standard.

This Annual Report has been printed on Forest Stewardship Council ('FSC') accredited paper, using Waterless presses and machinery powered by 100% natural and renewable energy sources. The print production systems are registered to ISO 14001, ISO 9001 and EMAS standards.

#### Greenhouse gas emissions and energy consumption

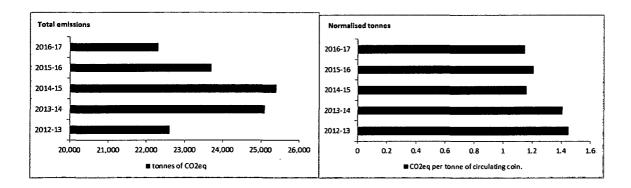
The use of energy continues to be a significant aspect of the organisation's environmental impact. The Royal Mint continually explores opportunities to improve energy efficiency throughout its activities and supply chain. This includes process improvements, investment in more energy efficient equipment and the development of new technologies.



Maintaining energy consumption per tonne of circulating coin, in-line with the 2015-16 financial year figures, was a target set at the beginning of the year. This challenge was set, as the new £1 coin is considered a more energy intensive product to produce.

Total emissions for 2016-17 were 22,300 tonnes of CO2 equivalent. In the UK Government's 2015 Greenhouse gas reporting - Conversion factors 2015, there was a 6.5% decrease in the UK electricity CO<sub>2</sub> equivalent factor from the previous year because there was a decrease in coal-powered electricity generation in 2013 (the inventory year for which the 2015 GHG Conversion Factor was derived). In the 2016 update, the CO<sub>2</sub> equivalent factor was decreased (compared with the 2015 figures) by 10.8%. This was due to a significant decrease in coal generation, and an increase in gas and renewables generation in 2014 (the inventory year for which the 2016 GHG Conversion Factor was derived).

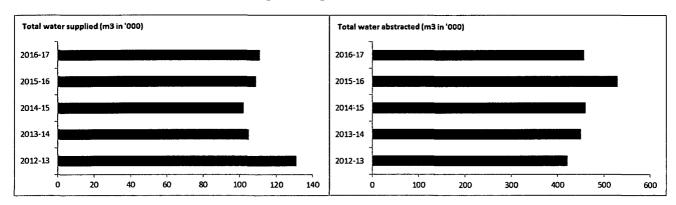
The Royal Mint measures 'normalised tonnes' (calculated as tonnes of CO2 equivalent per tonne of circulating coins manufactured) as a key indicator of energy efficiency. For 2016-17 normalised tonnage was 1.15 (2015-16: 1.21).

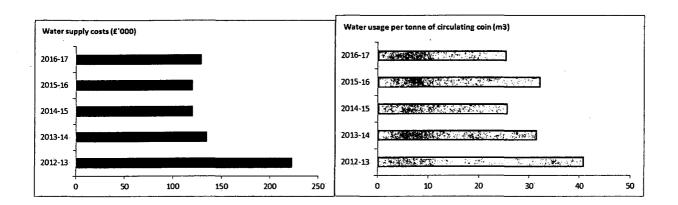


Water consumption

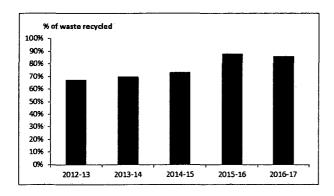
A large volume of water is consumed within the coin-manufacturing process and as such the Royal Mint uses both potable (mains) and abstracted water in its processes.

Through the review of processes and with investment in new technology, The Royal Mint has been able to reduce the normalised amount of water required to produce coins, in particular abstracted river water.

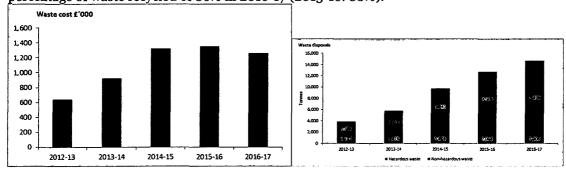




### Waste



The Royal Mint continually seeks opportunities to recycle as much waste as possible; it has achieved a percentage of waste recycled of 86% in 2016-17 (2015-16: 88%).



The data includes the waste removed by The Royal Mint's principal waste contractors and since 2014 has also included metal removed from site.

The amount of metal removed each year varies. The variation is due to changes in the amount of off-site alloy recovered from UK coinage.

Around 70% of the hazardous waste produced in 2016-17 was filtercake from the site's effluent treatment process.

Both the metal and filtercake waste streams are processed through recovery / recycling routes.

# Scope analysis

Tonnes of CO2	eq.	2012-13	2013-14	2014-15	2015-16	2016-17
	Natural gas usage (heating and furnaces)	3,510	3,620	3,600	3,280	3,830
	Use of Royal Mint owned vehicles	13	8	2	2	1
Scope 1	Process emissions from the Furnace Stack	2	2	2	2	2
	Fugitive emissions (e.g. air conditioning and refrigeration leaks)	2	2	2	2	2
Scope 2	Electricity usage	16,500	23,200	18,900	19,000	21,000
	Business travel	734	718	713	663	530
Saama a	Water supply	41	36	35	38	38
Scope 3	Water treatment (off-site)	51	84	96	95	94
	Waste disposal	30	169*	75*	133*	176*

<sup>\*</sup> Figures include the disposal of metals. These have been calculated using the methodology and emission factors provided in previous years by the Department for Environment Food and Rural Affairs (Defra) Greenhouse Gas Conversion Factors.

#### Finite resources

The Royal Mint recognises that its products are produced from finite metal resources and there is a rising demand for those limited resources. Therefore recycling is an important part of the production cycle. Material cast by The Royal Mint is either recycled within the production process and bought in or composite material waste is sent off-site to be recycled.

# Protecting and enhancing the natural environment

The Royal Mint operates from a single site which is regulated under the Control of Major Accident Hazards Regulations 2015 (COMAH) and Environmental Permitting Regulations 2016.

It is recognised that the way the site operates can have an impact on people, animals and habitats therefore control measures to address identified scenarios are in place.

The Royal Mint strives to treat the natural world around us with respect, care and sensitivity through its values which are shared with their employees.

### Working with the supply chain

The Royal Mint has introduced an ethical and sustainable purchasing policy with key suppliers. The policy encourages key suppliers to have an ethical sourcing policy or be members of a recognised responsible sourcing organisation or equivalent body.

This encourages suppliers to obtain materials from sustainable sources, minimise their impact on the environment and encourage the achievement of standards such as ISO 14001 the Environmental Management Standard, ISO 50001 the Energy Management Standard and SA 8000 Ethical Standard.

The policy also promotes waste reduction and the use of recycled materials to minimise the use of secondary materials and landfill for waste disposal. Suppliers are urged to assess their carbon footprint and have in place action plans in place to reduce and monitor omissions.

The Royal Mint encourages suppliers to attend Royal Mint supplier workshops, where the above ethos is promoted.

# Reporting and data

Data collection is taken from records of meter readings for gas, electricity, mains-supplied water and abstracted water.

For transport the mileages of Royal Mint vehicles are monitored along with data supplied by taxi companies. The carbon dioxide emissions from air travel and car hire are supplied by contractors' who supply each service. The Royal Mint gathers data on water use and transport in calculating the scope 3 emissions.

# Corporate Governance

#### Internal control

The system of internal control is designed to manage risk to a reasonable level rather than to eliminate all risk of failure to achieve policies, aims and objectives; it can therefore only provide reasonable and not absolute assurance of effectiveness. The system of internal control is based on an ongoing process designed to identify and prioritise the risks to the achievement of The Royal Mint Group's policies, aims and objectives. It is also designed to evaluate the likelihood of those risks being realised, the impact should they be realised and to manage them efficiently, effectively and economically. The system of internal control has been in place throughout the year and up to the date of approval of the Annual Report. It accords with HM Treasury guidance and the UK Corporate Governance Code where appropriate.

The system of internal control is based on a framework of regular management information, administrative procedures (including the segregation of duties) and a system of delegation and accountability.

### In particular, it includes:

- comprehensive budgeting systems with an annual operating plan and budget which is reviewed and agreed by the Board;
- regular reviews by the Board of periodic and annual reports, which indicate performance against the budget and latest forecast;
- setting targets and key performance indicators to measure financial and other performance;
- risk management framework as detailed below;
- clearly defined capital investment control guidelines; and
- formal physical and information security arrangements.

Executive Directors provide the Board with an annual written confirmation in relation to the effectiveness of the system of internal control in their area of responsibility.

There were no non-trivial lapses of data security in the year.

# Risk management

Under the guidance of the Board and Audit Committee, The Royal Mint Group's risk management process is undertaken by the Executive Management Team. It focuses on the identification and management of the key risks which could impact on the achievement of The Royal Mint Group's policies, aims and strategic objectives. As part of its oversight process, the Board undertakes a review of risk management at least annually and has input into the broader risk management approach.

The Risk Management Committee is responsible for overseeing the effective establishment and maintenance in operation of a management framework within which risk is evaluated and managed. The Committee's membership comprises the Executive Management Team of The Royal Mint Limited and the Financial Controller who is also the Chair of the Committee. All other members of the Executive Management Team are invited to all meetings. The Head of Internal Audit also attends all meetings. The Risk Management Committee meets at least three times a year and reports to the Audit Committee which briefs the Board as appropriate and at least annually.

Guidance in relation to risk awareness and risk management is provided to staff as part of their ongoing development and training. Appropriate risk management requirements are embedded in staff objectives and responsibilities.

The Royal Mint Group's risk management framework and practice conform to guidance issued by HM Treasury and are included for review in the annual internal audit plan.

A register of key corporate risks is maintained, together with a series of operational risk registers covering each of the areas of responsibility of the Executive Management Team. These registers are updated regularly and evolve as new risks are identified and formally elevated to the risk register.

The Royal Mint Group's risk priorities in 2016-17 are detailed on page 15.

#### **Internal Audit**

The Royal Mint Group operates internal audit arrangements to standards defined in the Public Sector Internal Audit Standards. During 2016-17 this function was undertaken by KPMG LLP. Following a tender process during 2015-16, KPMG LLP will continue as internal auditors in 2017-18. Their annual audit plan and the results of their audit, including recommendations for improvement, are reported to the Chief Financial Officer and presented to the Audit Committee. They also provide an independent opinion on the adequacy of The Royal Mint Group's system of internal control.

KPMG LLP did not report any issues concerning the internal controls that require inclusion in this Statement.

### **Board and its committees**

During the year, the Board of Directors comprised the Chairman, five Non-Executive Directors and four Executive Directors (the Chief Executive, Chief Financial Officer, Director of Consumer Business and Director of Circulating Coin). The Board met nine times in 2016-17 (2015-16: nine times). Attendance by members at the Board and Committee meetings is set out below:

		Audit	Remuneration	Nominations
	Board_	Committee	Committee	Committee
Adam Lawrence	9	n/a	n/a	n/a
Vin Wijeratne	9	n/a	n/a	n/a
Anne Jessopp	9	n/a	n/a	n/a
Andrew Mills	9	n/a	n/a	n/a
Peter Warry	9	n/a	4	2
David Morgan	9	3	4	2
Xenia Carr-Griffiths	9	3	4	. 2
Amanda Rendle	8	3	3	2
Michael Clayforth-Carr	9	3	4	2
Tim Martin	8	2	n/a	2
Number of meetings	9	3	4	2

Andrew Mills and Anne Jessopp were appointed as Executive Directors on 1 April 2016.

Adam Lawrence, Vin Wijeratne and Peter Warry attended all Audit Committee meetings during 2016-17 but are not members of the Committee. Adam Lawrence also attended all meetings of the Remuneration and Nomination Committees.

Tim Martin has a seat on the Board as a representative of The Royal Mint Trading Fund and HM Treasury as shareholder and is a member of the Audit Committee and Nominations Committee. Tim also attended all meetings of the Remuneration Committee but is not a member of that committee.

# The Role of the Board

The Board's role is to provide entrepreneurial leadership of the Group to enhance and preserve long-term shareholder value in-line with HM Treasury policy and within a framework of prudent and effective controls which enables risk to be assessed and managed.

The roles and responsibilities of the Board are to:

- develop the future strategy of the business required to realise the strategic objectives;
- review, as appropriate, the strategic objectives and agree them with the shareholder;
- ensure a three to five-year plan is in place in order to realise the strategic objectives;
- ensure that the necessary management structure, financial and human resources are in place in order to achieve the agreed plan;
- determine the risk appetite of the organisation in furtherance of achieving the strategic objectives and ensure there is a robust ongoing process to identify and appropriately manage strategic and significant operational risks;
- regularly review objectives and management performance against annual plan and associated business KPIs;
- ensure the Group operates with appropriate values and standards and ensure that its obligations to its shareholders and others are understood and met;

- review, approve or propose strategic investment in-line with investment authority limits as agreed with the shareholder;
- ensure that the Group operates at all times within applicable laws and regulations and within an appropriate procedural framework; and
- ensure that the Board fulfils its duties in the Memorandum and Articles of Association of the Company, functions and any frameworks which may be agreed with the shareholder.

Quality information is supplied to the Directors on a timely basis to enable them to discharge their duties effectively. All Directors have access to independent professional advice, at The Royal Mint Limited's expense, if required.

The Board of Directors confirms that it considers the Consolidated Annual Report, taken as a whole, is fair, balanced and understandable and provides the information necessary to assess the group's performance, business model and strategy.

The Board reviews its effectiveness in a number of ways, including the Company Secretary undertaking one-to-one meetings with each Director. The Board commissioned an external review to take place in 2016-17 as a periodic external review in line with good corporate practice. The review reported positively on the effectiveness of the Board. No significant areas of concern were highlighted during the course of the review and it was noted that action had been taken to address points arising from previous internal reviews. For example specific skills have been sought in non-executive appointments to complement the breadth of activities undertaken by the Royal Mint, and additional focus on strategy is also now undertaken.

During the year the main focus of the Board was to execute against the five-year plan approved in 2012-13. The plan has been delivered, both in terms of financial performance and the progression of projects designed to deliver improved performance in future years. An updated five-year plan for 2017-18 to 2021-22 was developed and approved by the Board and UKGI during the year ended 31 March 2017. In addition, the Board has closely reviewed the plans for RMG and will continue to do so as it develops following the launch later this year.

### **Audit Committee**

The Audit Committee comprises no fewer than three independent Non-Executive Directors. The Committee invites the Chairman, Chief Executive, Chief Financial Officer and senior representatives of both the internal and external auditors to attend meetings. Tim Martin is deemed by the Board to be independent for the purposes of the Audit Committee.

The Audit Committee monitors and reviews the effectiveness of the internal control systems, accounting policies and practices, financial reporting processes, risk management procedures, as well as the integrity of the financial statements. It also closely monitors and oversees the work of the internal auditors as well as ensuring the external auditors provide a cost-effective service and remain objective and independent. The summary Terms of Reference for the Committee are available on The Royal Mint Limited's website.

# **Remuneration Committee**

The Committee is made up of no fewer than three Non-Executive Directors and meets at least twice a year. Remuneration decisions are guided by a Directors' Remuneration Framework which was agreed with HM Treasury at the time of the company's vesting. The Committee's primary role is to determine, in the light of this Framework, the remuneration and performance-related incentive schemes of the Directors and Executive Management Team, subject to the consent of the UK Government Investments (UKGI). The Terms of Reference for the Committee are available on The Royal Mint Limited's website, and the Remuneration Report is set out on page 31.

#### **Nominations Committee**

The Nominations Committee comprises all Non-Executive Directors of the group and meets as and when necessary. The Committee works with UKGI to appoint Board members, on the following basis:

— the Chairman is appointed by the HM Treasury Minister on advice from HM Treasury and UKGI, in consultation with the Chief Executive and the Nominations Committee;

- the Chief Executive appointment is approved by the HM Treasury Minister, on advice of the Chairman, HM Treasury and UKGI and in consultation with the Nominations Committee; and
- other Board appointments are made by the Nominations Committee in consultation with UKGI, and with UKGI's consent.

The Board values the varied contribution which the diverse nature of the Board members brings and is supportive of the principle of boardroom diversity, of which gender is an important, but not the only, aspect. It is considered that the ratio of men:women should be at least 75:25 and our Board exceeds this at 70:30.

The Nominations Committee ensures that all Board recruitment seeks to build on this diversity and all roles are recruited using both advertisements and search.

# **Executive Management Team**

The Chief Executive has primary responsibility for the day-to-day management of the business. He discharges his responsibilities through an Executive Management Team, whose membership is made up from the Executives leading the main functions of the business. The Executive Management Team formally meets on a regular basis and no fewer than ten times a year.

The roles and responsibilities of the Executive Management Team are:

- the implementation of the plan and efficient operation of the business;
- the development and subsequent implementation of a long-term strategy in conjunction with the Board;
- the development of an annual budget, for approval by the Board;
- the approval of capital expenditure over £20,000 and major contracts that don't require Board approval (significant expenditure not approved in the annual budget is brought to the Board's attention);
- the preparation of a risk register and subsequent reviews and mitigating actions;
- the development and implementation of performance improvement programmes;
- the establishment, maintenance and development of operating procedures; and
- working with the Remuneration Committee to develop remuneration systems for staff, including performance-related pay.

# Going concern

After making enquiries, the Directors of The Royal Mint Limited concluded that the Group has adequate resources to continue in operational existence for the foreseeable future. The Group therefore continues to adopt the going concern basis in preparing its financial statements.

Vin Wijeratne Chief Financial Officer

22 June 2017

# Remuneration Report

#### **Remuneration Committee**

The Committee's primary role is to determine, within the bounds of the Directors' Remuneration Framework agreed with the shareholder, the remuneration and performance-related incentive schemes of the Executive Management Team, subject to the consent of UKGI and HM Treasury Ministers, where required. The Director of Consumer Business handed over the role of Secretary to the Committee during the year to the Director of HR and SHE. The Chief Executive is invited to attend the Committee. Directors do not take part in any decision affecting their own remuneration.

#### Committee remit

The remit is updated annually and can be accessed on The Royal Mint Limited's website.

# Remuneration policy

The Royal Mint Group's policy is to maintain levels of remuneration such as to attract, motivate and retain executives of a high calibre who can contribute effectively to the successful development of the business.

### **Executive Management Team**

The team as at 31 March 2017 is made up of eight roles:

Chief Executive, Chief Financial Officer, Director of Consumer Business, Director of Circulating Coin, Director of Bullion, Director of Operations, Director of Finance and Director of HR and SHE.

# Executive Management Team's terms, conditions and remuneration

The remuneration package of members of the Executive Management Team consists of the following elements:

# i. Basic salary

The basic starting salary of a member of the Executive Management Team is determined as part of the recruitment and selection process. Thereafter it is subject to annual review including external benchmarking.

## ii. Short-Term Incentive Plan (STIP)

At the start of the year the Remuneration Committee agreed the targets for the STIP for 2016-17. The purpose is to recognise and reward outstanding performance against planned business targets, with a strong focus on Return on Average Capital Employed (ROACE). The maximum award for 2016-17, if the ROACE over-performance targets were achieved, was 33% of basic salary for the CEO and 30% of basic salary for the other members of the Executive Management Team.

STIP awards are disclosed and accrued in the year they are earned. The amounts earned in 2016-17 will be paid in 2017-18.

# iii. Long-Term Incentive Plan (LTIP)

The LTIP is in place to reward and recognise achievement of the strategic and sustainable development of the business. Targets relate to ROACE and EBITDA (Earnings Before Interest, Tax, Depreciation and Amortisation), and combine single and three-year timescales. Incentives earned by achieving these targets are paid in the year following the end of the three-year period. The maximum amount it is possible to earn under each LTIP scheme is 33% of the basic salary for the CEO and 25% for the other members of the Executive Management Team (excluding the Director of Finance and Director of HR and SHE).

LTIP awards are disclosed and accrued in the year they are earned. Amounts are paid in the year following the conclusion of each three year scheme.

There were three LTIP schemes operating during 2016-17. One started in 2014-15 and concluded in 2016-17 and amounts earned will be paid in 2017-18, the other started in 2015-16 and amounts earned will be paid in 2018-19. The third started in 2016-17 and amounts earned will be paid in 2019-20.

### iv. Pension Scheme

All members of the Executive Management Team who joined after 1 January 2010 are members of The Royal Mint Group Personal Pension Plan, a defined contribution scheme.

All members of the Executive Management Team, who joined prior to 1 January 2010, were members of Prudential Platinum Pension - The Royal Mint Limited Scheme, a defined benefit pension scheme. The Prudential Platinum scheme was closed for additional contributions on 31 March 2015 and all members of the Executive Management Team who were members of the Prudential Platinum scheme at 31 March 2015 decided to accept a Cash Equivalent Transfer Value ('CETV') into their private personal schemes. From 1 April 2015 all Executive Management Team members, who joined prior to 1 January 2010, have accrued benefits into the Civil Service Pension Scheme.

# v. Discretionary benefits allowance

Any allowance paid is non-consolidated, non-pensionable and is not used for the basis of Incentive Plan calculations. Payments are included within remuneration below.

The following sections provide details of the salaries, pension entitlements and fees of the Board members and Executive Management Team.

### **Remuneration and Incentive Plans**

	<del></del>							
	1			į				
	!							
	1	Remuneration	STIP	LTIP		Remuneration	STIP	LTIP
	Total	before	amounts	amounts	Total	before	amounts	amounts
English Management Toom of	Remuneration 2016-17	incentives 2016-17	earned	earned 2016-17		incentives	earned	earned
Executive Management Team of The Royal Mint Limited	£'000	£'000	2016-17 £'000	£'000		2015-16 £'000	2015-16 £'000	2015-16 £'000
The Royal Milit Elimited	1 2000	2.000	2 000	1		2000	2000	2 000
Adam Lawrence * Chief Executive	387	279	62	46	331	242	39	50
Vin Wijeratne *	) 200	145	34	21	184	141	20	23
Chief Financial Officer		0	٠.	1	•	•		Ŭ
Anne Jessopp*	213	153	38	22	201	146	31	24
<b>Director of Consumer Business</b>	1			i				
Andrew Mills*	196	153	21	22	175	149	3	23
Director of Circulating Coin	!			1				
Chris Howard**	159	123	22	14	83	65	15	3
Director of Bullion	1	<del></del>	<del></del>					
Leighton John **	148	107	29	12	70	58	10	2
Director of Operations	1							
Martin McDade**	114	90	24	Ī	58	50	8	-
Director of Finance Sarah Bradley **	1						8	
Director of HR and SHE	114	90	24		58	50	0	-
Shane Bissett ***				· · ·	105	105		
Director of Commemorative Coin	1			1	105	103		
Phil Carpenter ***	-		_	-	96	96	<u>-</u>	
Director of Operations	•			1				

<sup>\*</sup> Board member

No non-cash benefits-in-kind were provided during the year.

In November 2015, the Remuneration Committee agreed to stop Adam Lawrence's pension contributions and instead pay him an additional allowance equivalent to the cost of contributions.

#### Median pav

Reporting bodies are required to disclose the relationship between the remuneration of the highest-paid Director in their organisation and the median remuneration of the organisation's workforce. For the purpose of this disclosure, the remuneration includes salary, non-consolidated performance-related pay and benefits-in-kind. It does not include pension contributions or the cash-equivalent transfer value of pensions.

Using this basis, in 2016-17 the remuneration of the highest-paid Director of The Royal Mint was £387,000 (2015-16: £331,000). This was eleven times (2015-16: ten times) the median remuneration of the workforce, which was £35,000 (2015-16: £34,000).

<sup>\*\*</sup>Leighton John, Sarah Bradley and Martin McDade were appointed to the Executive Management Team on 1 September 2015. Chris Howard was appointed on 14 September 2015. Their remunerations in the prior year are only shown from their appointment dates.

<sup>\*\*\*</sup> Shane Bissett left The Royal Mint on 16 October 2015 and Phil Carpenter left on 3 January 2016.

# Pension benefits accrued

# The table should be read in the context of the notes below

	Value of pension benefits 2016-17 in . CSPS	Value of pension benefits 2015-16 in CSPS	Employee Contributions paid 2016-17 £'000
	£'000		
Adam Lawrence *	-	85	-
Chief Executive			
Anne Jessopp*	52	50	10
Director of			
Consumer Business			
Andrew Mills *	50	49	10
Director of			
Circulating Coin			
Leighton John	42	23	8
Director of			
Operations			
Martin McDade	314	13	6
Director of Finance			
Sarah Bradley	35	19	7
Director of HR and			
SHE			
Phil Carpenter	-	36	-
Director of		-	
Operations			

Adam Lawrence *	Increase in accrued pension in year in excess of inflation £'000	Transfer Value as at 31 March 2017 £'000	Transfer Value as at 31 March 2016 £'000	Increase in Transfer Value less employees contributions £'000
Chief Executive				
Anne Jessopp * Director of Consumer	27	130	88	32
Business				
Andrew Mills * Director of	37	96	44	42
Circulating Coin				
Leighton John Director of Operations	14	39	18	13
Martin McDade Director of Finance	280	310	23	281
Sarah Bradley Director of HR and SHE	17	40	20	13
Phil Carpenter Director of Operations	-	-	21	-

<sup>\*</sup> Board member

The 'Increase in Transfer Value less Employee Contributions' corresponds to the difference between the value placed on benefits accrued at dates which are one year apart, the start and end of the year, less employee contributions. This largely relates to the value placed on the additional accrual of benefits over the year, but also reflects any changes in assumptions used to calculate transfer values.

Adam Lawrence transferred his funds into a private pension scheme during the year. Funds from the Prudential Platinum Scheme relating to 10 years of service were transferred into Martin McDade's fund during the year. All other members of the Executive Management Team transferred their funds from the Prudential Platinum Scheme into personal pension schemes.

Vin Wijeratne and Chris Howard are members of The Royal Mint Group Personal Pension Plan, a defined contribution scheme. Shane Bissett was also a member of The Royal Mint Group Personal Pension Plan prior to leaving the business. Employer contributions made during the year were as follows, including the impact of the salary sacrifice scheme as mentioned above:

Vin Wijeratne £15,000 (2015-16: £15,000) Chris Howard £15,000 (2015-16: £8,000) Shane Bissett £Nil (2015-16: £12,000)

### **Employment agreements**

All permanent members of the Executive Management Team covered by this Annual Report hold appointments which are open-ended until they reach retirement age. Their notice periods are six months except Adam Lawrence for whom it is one year.

Early termination (other than for misconduct or persistent poor performance) would result in the individual receiving compensation in line with the relevant redundancy scheme.

# Non-Executive Directors' terms, conditions and fees

The Chairman is engaged under a letter of appointment from UKGI under delegated authority from HM Treasury. The other Non-Executive Directors apart from Tim Martin are appointed by the company with approval of UKGI. Either party can terminate his or her engagement upon giving three months' notice.

The Non-Executive Directors receive an annual fee agreed by UKGI.

Peter Warry	2016-17 £'000 48	2015-16 £'000 45
David Morgan	23	23
Xenia Carr-Griffiths	20	20
Amanda Rendle	18	5
Michael Clayforth-Carr	18	5

In addition, Non-Executive Directors are reimbursed for reasonable travel and subsistence expenses claimed in the performance of their duties and the total amount paid to the Non-Executive Directors was £13,000 (2015-16: £7,000).

Tim Martin received no fees or expenses from The Royal Mint Limited.

Anne Jessopp Company Secretary 22 June 2017

# Independent auditors' report to the members of The Royal Mint Limited

# Report on the financial statements

# Our opinion

In our opinion, The Royal Mint Limited's group financial statements and company financial statements (the "financial statements"):

- give a true and fair view of the state of the Group's and of the Company's affairs as at 31 March 2017 and of the group's and the company's profit and cash flows for the year then ended;
- have been properly prepared in accordance with International Financial Reporting Standards ("IFRSs") as adopted by the European Union; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### What we have audited

The financial statements, included within the Consolidated annual report (the "Annual Report"), comprise:

- the Consolidated and Company Statements of Financial Position as at 31 March 2017;
- the Consolidated and Company Income Statements and Statements of Comprehensive Income for the year then ended;
- the Consolidated and Company Statements of Cash Flows for the year then ended;
- the Consolidated and Company Statements of Changes in Equity for the year then ended; and
- the notes to the financial statements, which include a summary of significant accounting policies and other explanatory information.

The financial reporting framework that has been applied in the preparation of the financial statements is IFRSs as adopted by the European Union and applicable law.

In applying the financial reporting framework, the directors have made a number of subjective judgements, for example in respect of significant accounting estimates. In making such estimates, they have made assumptions and considered future events.

# Opinions on other matters prescribed by the Companies Act 2006

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

In addition, in light of the knowledge and understanding of the group, the company and their environment obtained in the course of the audit, we are required to report if we have identified any material misstatements in the Strategic Report and the Directors' Report. We have nothing to report in this respect.

# Other matters on which we are required to report by exception

# Adequacy of accounting records and information and explanations received

Under the Companies Act 2006 we are required to report to you if, in our opinion:

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

We have no exceptions to report arising from this responsibility.

#### Directors' remuneration

Under the Companies Act 2006 we are required to report to you if, in our opinion, certain disclosures of directors' remuneration specified by law are not made. We have no exceptions to report arising from this responsibility.

# Responsibilities for the financial statements and the audit

# Our responsibilities and those of the directors

As explained more fully in the Statement of Directors' Responsibilities set out on page 18, 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) ("ISAs (UK & Ireland)"). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

This report, including the opinions, has been prepared for and only for the company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

# What an audit of financial statements involves

We conducted our audit in accordance with ISAs (UK & Ireland). An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of:

- whether the accounting policies are appropriate to the Group's and the company's circumstances and have been consistently applied and adequately disclosed;
- · the reasonableness of significant accounting estimates made by the directors; and
- the overall presentation of the financial statements.

We primarily focus our work in these areas by assessing the directors' judgements against available evidence, forming our own judgements, and evaluating the disclosures in the financial statements.

We test and examine information, using sampling and other auditing techniques, to the extent we consider necessary to provide a reasonable basis for us to draw conclusions. We obtain audit evidence through testing the effectiveness of controls, substantive procedures or a combination of both.

In addition, we read all the financial and non-financial information in the Annual Report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report. With respect to the Strategic Report and the Directors' Report we consider whether those reports include the disclosures required by applicable legal requirements.

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Lynn Pamment (Senior Statutory Auditor) for and on behalf of PricewaterhouseCoopers LLP Chartered Accountants and Statutory Auditors Cardiff

26 June 2017

Consolidated Income Statement For the year ended 31 March 2017

		Before IAS 39 related items and exceptionals 2016-17	IAS 39 related items (note 5) 2016-17	Exceptionals (note 5) 2016-17	Total 2016-17	Before IAS 39 related items and exceptionals 2015-16	IAS 39 related items (note 5) 2015-16	Exceptionals (note 5) 2015-16	Total 2015-16
	Notes	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000
Revenue	2	506,404	-	-	506,404	360,620	-	-	360,620
Cost of sales		(451,518)	526	-	(450,992)	(312,910)	(430)		(313,340)
Gross profit/(loss)		54,886	526	-	55,412	47,710	(430)	-	47,280
Administrative expenses		(16,970)	-	(166)	(17,136)	(11,858)	-	(152)	(12,010)
Selling and distribution costs		(23,765)	-	-	(23,765)	(21,874)	-	-	(21,874)
Other gains/(losses) -	23	244	244	-	488	(884)	(231)	-	(1,115)
Operating profit/(loss)	3	14,395	770	(166)	14,999	13,094	(661)	(152)	12,281
Finance income	6	4		-	4	5	-	-	5
Finance costs	6	(627)		-	(627)	(372)	-		(372)
Profit/(loss) before tax		13,772	770	. (166)	14,376	12,727	(661)	(152)	11,914
Taxation	7				(3,040)				(2,353)
Profit for the financial year					11,336				9,561
Profit attributable to:									
Owners of the parent					11,336				9,561

The notes on pages 46 to 77 form part of the financial statements.  $\,$ 

All results above relate to Continuing Operations.

The Royal Mint Limited Annual Report 2016-17 Company Income Statement For the year ended 31 March 2017

		Before IAS 39 related items and exceptionals 2016-17	IAS 39 related items (note 5) 2016-17	Exceptionals (note 5) 2016-17	Total 2016-17	Before IAS 39 related items and exceptionals 2015-16	IAS 39 related items (note 5) 2015-16	Exceptionals (note 5) 2015-16	Total 2015-16
	Notes	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000
Revenue	2	506,404	-	-	506,404	360,620	-	-	360,620
Cost of sales		(451,518)	526	-	(450,992)	(312,910)	(430)		(313,340)
Gross profit/(loss)		54,886	526	-	55,412	47,710	(430)	-	47,280
Administrative expenses		(15,391)	-	(166)	(15,557)	(11,858)	-	(152)	(12,010)
Selling and distribution costs		(23,765)	•	-	(23,765)	(21,874)	-	-	(21,874)
Other gains/(losses) - net	23	244	244	-	488	(884)	(231)	-	(1,115)
Operating profit/(loss)	3	15,974	770	(166)	16,578	13,094	(661)	(152)	12,281
Finance income	6	4	-	-	4	5	-	-	5
Finance costs	6	(627)	-	-	(627)	(372)	-	-	(372)
Profit/(loss) before tax		15,351	770	(166)	15,955	12,727	(661)	(152)	11,914
Taxation	7				(3,308)				(2,353)
Profit for the financial year					12,647				9,561
Profit attributable to:			·	·		·			-
Owners of the parent					12,647				9,561

The notes on pages 46 to 77 form part of the financial statements.

All results above relate to Continuing Operations.

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# Consolidated Statement of Comprehensive Income For the year ended 31 March 2017

	Notes	2016-17 £'000	2015-16 £'000
Profit for the financial year		11,336	9,561
Other comprehensive income/(expense):			
Items that may subsequently be reclassified to profit or loss			
Cash flow hedges		358	517
Items that will not be reclassified to profit or loss			
Remeasurements for defined benefit scheme	17	(5,758)	1,897
Deferred tax on remeasurements for defined benefit scheme	16	979	(341)
Other comprehensive (expense)/income for the year, net of tax		(4,421)	2,073
Total comprehensive income for the year	·	6,915	11,634
Total comprehensive income attributable to:			
Owners of the parent		6,915	11,634
Company Statement of Comprehensive Income For the year ended 31 March 2017	Notes	2016-17	2015-16
D. G. fanal. Grandal.		£'000	£'000
Profit for the financial year		12,647	9,561
Other comprehensive income/(expense)::			
Items that may subsequently be reclassified to profit or loss  Cash flow hedges		358	517
Items that will not be reclassified to profit or loss		350	31/
Remeasurements for defined benefit scheme	17	(5,758)	1,897
Deferred tax on remeasurements for defined benefit scheme	16	979	(341)
Other comprehensive (expense)/income for the year, net of tax		(4,421)	2,073
Total comprehensive income for the year		8,226	11,634
Total comprehensive income attributable to:			,-04
Owners of the parent		8,226	11,634

# Consolidated and Company Statements of Changes in Equity

# **Consolidated Statement of Changes in Equity**

# For the year ended 31 March 2017

	Share Capital £'000	Share Premium £'000	Retained Earnings £'000	Hedging Reserve £'000	Total Equity £'000
At 1 April 2016	6,000	39,319	17,737	(160)	62,896
Movements in the year:		****			
Profit for the financial year	-	-	11,336	_	11,336
Cash flow hedges	-	-	-	358	358
Remeasurements for defined benefit scheme	-	-	(5,758)	-	(5,758)
Deferred tax on remeasurements for defined	-	-	979	-	979
benefit scheme					
Other comprehensive (expense)/income	_	-	(4,779)	358	(4,421)
Total Comprehensive Income for the year	_	_	6,557	358	6,915
Transactions with owners – dividend	-	-	(4,000)	-	(4,000)
At 31 March 2017	6,000	39,319	20,294	198	65,811

# **Consolidated Statement of Changes in Equity**

# For the year ended 31 March 2016

	Share Capital £'000	Share Premium £'000	Retained Earnings £'000	Hedging Reserve £'000	Total Equity £'000
At 1 April 2015	6,000	39,319	10,620	(677)	55,262
Movements in the year:					
Profit for the financial year	-	-	9,561	-	9,561
Cash flow hedges	-		-	517	517
Remeasurements for defined benefit scheme	-	-	1,897	-	1,897
Deferred tax on remeasurements for defined	-	-	(341)	-	(341)
benefit scheme					
Other comprehensive income	_	_	1,556	517	2,073
Total Comprehensive Income for the year	_	-	11,117	517	11,634
Transactions with owners – dividend	-	-	(4,000)	-	(4,000)
At 31 March 2016	6,000	39,319	17,737	(160)	62,896

# **Company Statement of Changes in Equity**

# For the year ended 31 March 2017

	Share Capital £'000	Share Premium £'000	Retained Earnings £'000	Hedging Reserve £'000	Total Equity £'000
At 1 April 2016	6,000	39,319	17,737	(160)	62,896
Movements in the year:					
Profit for the financial year	-	-	12,647	-	12,647
Cash flow hedges	-	-	-	358	358
Remeasurements for defined benefit scheme	-	-	(5,758)	-	(5,758)
Deferred tax on remeasurements for defined	-	-	979	· -	979
benefit scheme					
Other comprehensive (expense)/income	-	-	(4,779)	358	(4,421)
Total Comprehensive Income for the year	-	-	7,868	358	8,226
Transactions with owners – dividend		- •	(4,000)		(4,000)
At 31 March 2017	6,000	39,319	21,605	198	67,122

# **Company Statement of Changes in Equity**

# For the year ended 31 March 2016

	Share Capital £'000	Share Premium £'000	Retained Earnings £'000	Hedging Reserve £'000	Total Equity £'000
		_ 000	2000	2000	_ 000
At 1 April 2015	6,000	39,319	10,620	(677)	55,262
Movements in the year:					
Profit for the financial year	-	-	9,561	-	9,561
Cash flow hedges	-	-	-,	517	517
Remeasurements for defined benefit scheme	-		1,897	-	1,897
Deferred tax on remeasurements for defined	-	-	(341)	-	(341)
benefit scheme					
Other comprehensive income		_	1,556	517	2,073
Total Comprehensive Income for the year	-	-	11,117	517	11,634
Transactions with owners - dividend	<del>-</del>		(4,000)		(4,000)
At 31 March 2016	6,000	39,319	17,737	(160)	62,896

# Consolidated and Company Statements of Financial Position At 31 March 2017

		Group	Company	Group and
				Company
		2016-17	2016-17	2015-16
	NT.L.	£'000	£'000	£'000
NON GUDDENE A GOERG	Notes			•
NON-CURRENT ASSETS				
Investments	10	-	-	-
Property, plant and equipment	8	68,588	68,588	65,538
Intangible assets	9	11,063	11,043	9,311
Deferred tax asset	16	1,464	1,464	691
TOTAL NON-CURRENT ASSETS		81,115	81,095	<u>75,540</u>
CURRENT ASSETS				
Inventories	11	30,330	30,330	32,057
Derivative financial instruments	24	728	728	610
Deferred tax asset	16	500	232	249
Trade and other receivables	12	32,444	33,936	25,316
Cash and cash equivalents	22	7,100	6,803	
TOTAL CURRENT ASSETS	_	71,102	72,029	58,232
CURRENT LIABILITIES				
Borrowings	13	(28,000)	(28,000)	(4,506)
Trade and other payables	14	(40,992)	(40,588)	(27,960)
Current tax liability	7	(1,310)	(1,310)	(584)
Derivative financial instruments	24	(2,028)	(2,028)	(2,087)
TOTAL CURRENT LIABILITIES		(72,330)	(71,926)	(35,137)
NET CURRENT		(+ 000)	103	
(LIABILITIES)/ASSETS		(1,228)	<del>-</del>	23,095
NON-CURRENT LIABILITIES				
Borrowings	13	-	-	(30,000)
Accruals and deferred income	14	(2,047)	(2,047)	-
Retirement benefit liability	17	(8,469)	(8,469)	(3,249)
Deferred tax liability	16	(2,636)	(2,636)	(2,186)
Provision for liabilities and charges	15	(924)	(924)	(304)
NET ASSETS		65,811	67,122	62,896
EQUITY				
Share capital	25	6,000	6,000	6,000
Share premium	25 25	39,319	39,319	39,319
Retained earnings	<b>4</b> 5	39,319 20,294	21,605	39,319 17,737
Hedging reserve		198	198	1/,/3/ (160)
TOTAL EQUITY		65,811	67,122	62,896
TOTALEQUITE		05,011	0/,122	02,090

The notes on pages 46 to 77 form part of the financial statements.

The financial statements on pages 39 to 77 were approved by the Board of Directors on 22 June 2017 and signed on its behalf by

Adam Lawrence Chief Executive 22 June 2017

# **Consolidated and Company Statements of Cash Flows** For the year ended 31 March 2017

	Notes		Group and
	Group	Company	Company
	2016-17		2015-16
	£'000	£'000	£'000
CASH FLOW FROM OPERATING ACTIVITIES	2 000	2000	2000
Profit before tax	14,376	15,955	11,914
Depreciation on non-current assets	6,137	6,137	4,540
Amortisation on non-current assets	949	949	452
Loss on disposal of assets	122	122	119
Interest	623	623	367
Cash flow hedges	182	182	1,316
Movements in working capital:			,0
Inventory	1,727	1,727	(1,109)
Retirement benefit liability	(538)	(538)	(627)
Trade and other receivables	(7,130)	(8,622)	(1,005)
Trade and other payables	11,987	11,583	(20,767)
Provisions	620	620	(219)
Cash inflow/(outflow) from operations	29,055	28,738	(5,019)
Interest paid	(649)	(649)	(316)
Tax paid	(1,909)	(1,909)	(2,235)
Net cash inflow/(outflow) from operating activities	26,497	26,180	(7,570)
CASH FLOW FROM INVESTING ACTIVITIES			
Acquisition of property, plant & equipment	(8,474)	(8,474)	(20,939)
Acquisition of intangible assets	(2,721)	(2,701)	(3,467)
Government grant received	2,300	2,300	-
Interest received	4	4	5
Net cash used in investing activities	(8,891)	(8,871)	(24,401)
CASH FLOW FROM FINANCING ACTIVITIES	, ,	,	
Movement in loans	(2,000)	(2,000)	30,000
Dividends paid	(4,000)	(4,000)	(4,000)
Net cash used in financing activities	(6,000)	(6,000)	26,000
NET MOVEMENT IN CASH AND CASH			, .
EQUIVALENTS	11,606	11,309	(5,971)
Cash and cash equivalents at start of year	(4,506)	(4,506)	1,465
Cash and cash equivalents at end of year	22 7,100	6,803	(4,506)

# Notes to the financial statements

# Note 1 PRINCIPAL ACCOUNTING POLICIES

# 1.1 General information

The Royal Mint Limited ("the Company") is a private limited company incorporated and domiciled in the UK. The address of its registered office is Llantrisant, Pontyclun, CF72 8YT. The Group which comprises the Company and it's subsidiary ("the Group") is a manufacturer, distributor and retailer of coins, bullion and related products.

# 1.2 Significant accounting policies

The principal accounting policies applied in the preparation of these consolidated financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

# 1.3 Basis of preparation

The financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) and IFRS Interpretations Committee (IFRSIC) interpretations as adopted by the European Union and the Companies Act 2006 applicable to companies reporting under IFRS. The financial statements have been prepared under the historic cost convention, as modified by revaluation of financial assets and liabilities (including derivative financial instruments) at fair value through profit or loss. Where IFRS permits a choice of accounting policy, the accounting policy which is judged to be most appropriate to the particular circumstances of The Royal Mint Limited Group ,for the purpose of giving a true and fair view, has been selected. The particular policies adopted are described below. They have been applied consistently unless otherwise stated in dealing with items that are considered material to the financial statements.

As the Company's subsidiary is now trading, the financial statements represent the consolidated financial statements of The Royal Mint Limited Group.

#### 1.4 Consolidation

Subsidiaries are all entities (including structured entities) over which the group has control. The group controls an entity when the group is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. Subsidiaries are fully consolidated from the date on which control is transferred to the group. They are deconsolidated from the date that control ceases.

Inter-company transactions, balances and unrealised gains on transactions between group companies are eliminated. Unrealised losses are also eliminated. When necessary, amounts reported by subsidiaries have been adjusted to conform with the group's accounting policies.

# 1.5 Changes in accounting policy and disclosures

New standards, amendments and interpretations

There were no new and amended standards and interpretations mandatory for the first time for the financial year commencing on 1 April 2016 that had a material impact on the Group or Company.

New standards, amendments and interpretations not yet adopted

A number of new standards and amendments to standards and interpretations are effective for annual periods beginning after 1 April 2015 and have not been applied in preparing these consolidated financial statements. None of these are expected to have a significant effect on the consolidated financial statements or the Company except the following set out below.

IFRS9, Financial instruments, addresses the classification, measurement and recognition of financial assets and financial liabilities. It replaces the guidance in IAS39 that relates to the classification and measurement of financial instruments. In particular, IFRS9 relaxes the requirements for hedge effectiveness by replacing the bright line hedge effectiveness tests. It requires an economic relationship between the hedged item and hedging instrument and for the hedged ratio to be the same as the one management actually use for risk management purposes. Contemporaneous documentation is still required but is different to that currently prepared under IAS39. The standard is effective for accounting periods beginning on or after 1 January 2018. Early adoption is permitted, subject to EU endorsement. The Group considers that the introduction of IFRS9 will lead to reduction in the incidence of hedging ineffectiveness recorded in the Income Statement.

IFRS15, Revenue from contracts with customers, deals with revenue recognition and establishes principles for reporting useful information to users of financial statements about the nature, amount, timing and uncertainty of revenue and cash flows arising from an entity's contracts with customers. Revenue is recognised when a customer obtains control of a good or service and thus has the ability to direct the use and obtain the benefits from the good or service. The standard replaces IAS18, Revenue and IAS11, Construction contracts and related interpretations. The standard is effective for annual periods beginning on or after 1 January 2018 and earlier application is permitted, subject to EU endorsement. The Group is not anticipating any significant impact from the adoption of IFRS15.

IFRS 16, Leases, sets out the principles for the recognition, measurement, presentation and disclosure of leases for both parties to a contract, ie the customer ('lessee') and the supplier ('lessor'). It replaces the previous leases Standard, IAS 17 Leases, and related Interpretations. The standard was issued in January 2016 and is effective for annual periods beginning on or after 1 January 2019. The Group is yet to assess the impact of IFRS 16.

There are no other IFRS's or IFRSIC interpretations that are not yet effective that would be expected to have a material impact on the Group.

# 1.6 Segmental reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Board.

# 1.7 Foreign currency translation

- (a) Functional and presentation currency
  Items included in the financial statements of the Group are measured using the currency of the primary economic environment in which the Group operates ('the functional currency'). The financial statements are presented in sterling, which is the Group's functional currency.
- (b) Transactions and balances
  Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions or valuation where items are re-measured. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the Income Statement, except when deferred in equity as qualifying cashflow hedges.

Foreign exchange gains and losses that relate to borrowings and cash and cash equivalents are presented in the Income Statement within 'finance income or cost'. All other foreign exchange gains and losses are presented in the Income Statement within Other Gains and Losses.

# 1.8 Property, plant and equipment

Property, plant and equipment are carried at cost less accumulated depreciation and accumulated impairment losses. Cost includes expenditure that is directly attributable to the acquisition of those items.

Subsequent costs are included in the assets carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognised. All other repairs and maintenance are charged to the Income Statement during the financial period in which they are incurred.

Depreciation is calculated on a straight-line basis so as to charge the depreciable amount of the respective asset to income over its expected useful life. The useful lives of assets are as follows:

	Years
Buildings (including integral features)	up to 50
Delicate and electrical plant and machinery	10
Robust mechanical plant	10 - 15
IT hardware	3-8
Motor vehicles	4

No depreciation is provided in respect of land.

Where the carrying amount of an asset is greater than its estimated recoverable amount, it is written down immediately to its recoverable amount.

Gains and losses on disposals are determined by comparing proceeds with the carrying amount and are recognised within Other Gains and Losses in the Income Statement.

# 1.9 Intangible assets

# Intangible Assets

Directly attributable costs are recognised as an intangible asset where the following criteria are met:

- The technical feasibility of completing the intangible asset so that it will be available for use or sale, its intention to complete the intangible asset and use or sell it;
- Its ability to use or sell the intangible asset; how the intangible asset will generate probable future economic benefits:
- The existence of a market or, if it is to be used internally, the usefulness of the intangible asset;
- The availability of adequate technical, financial and other resources to complete the development and to use or sell the intangible asset; and
- Its ability to measure reliably the expenditure attributable to the intangible asset during development.

# Computer software

Licences for computer software are amortised on a straight-line basis over a period of between three and eight years.

# Assets under the course of construction

Internal costs capitalised are those direct employee costs involved in the design and testing of the One Business System. These costs are currently held within assets in the course of construction within intangible assets. Other costs included in this category relate to capital projects not yet completed.

# Research and Development costs

Research costs are expensed as incurred.

Development costs capitalised are those direct employee and other direct costs involved in the upscaling of the High Security Feature technology for commercial production. Development costs are amortised when commercial production begins over the expected useful life of the technology and prior to then are held within assets in the course of construction within intangible assets.

# 1.10 Impairment of non-financial assets

Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units). Non-financial assets which have suffered impairment are reviewed for possible reversal of the impairment at each reporting date.

#### 1.11 Financial assets

Financial assets are recognised when the Group becomes party to the contracts that give rise to them and are classified as financial assets at fair value through the Income Statement or loans and receivables, as appropriate. Financial assets are classified at initial recognition and, where allowed and appropriate, this designation is reevaluated at each financial year-end. When financial assets are recognised, initially they are measured at fair value, being the transaction price, plus in the case of financial assets not at fair value through the Income Statement, directly attributable transaction costs.

All standard purchases and sales of financial assets are recognised on the trade date, being the date a commitment is made to purchase or sell the asset. Standard transactions require delivery of assets within the timeframe generally established by regulation or convention in the market place.

The subsequent measurement of financial assets depends on their classification, as follows:

- (i) Financial assets at fair value through the Income Statement Financial assets classified as held for trading and other assets designated as such on inception are included in this category. Derivatives, including separated embedded derivatives, are classified as held for trading unless they are designated as effective hedging instruments. Assets are carried in the Statement of Financial Position at fair value with gains or losses recognised in the Income Statement.
- (ii) Loans and receivables Loans and receivables are non-derivative financial assets with fixed or determined payments that are not quoted in an active market. They are initially measured at fair value and subsequently held at amortised cost.

# 1.12 Impairment of financial assets

An assessment is carried out at each balance sheet date as to whether a financial asset or group of financial assets is impaired.

Assets carried at amortised cost – If there is objective evidence that an impairment loss on assets carried at amortised cost has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate (i.e. the effective interest rate computed at initial recognition). The carrying amount of the asset is reduced, through the use of an allowance amount. The amount of the loss shall be recognised in administration costs.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed. Any subsequent reversal of an impairment loss is recognised in the Income Statement, to the extent that the carrying value of the asset does not exceed its amortised cost at the reversal date. Impaired debts are de-recognised when their outcome is certain.

# 1.13 Trade receivables

Trade receivables are recognised at the original invoice amount and carried at amortised cost less an allowance for any identified impairment. The impairment allowance is established when there is objective evidence that amounts due under the original terms of the transaction will not be collected. The impairment is charged to the Income Statement and represents the difference between the carrying amount and the recoverable amount. Balances are written off when the probability of recovery is assessed as remote. Impaired debts are de-recognised when their outcome is certain.

# 1.14 Financial liabilities

- (a) Interest bearing loans and borrowings
  Obligations for loans and borrowings are recognised at commencement of the related contracts and are
  measured initially at the fair value of the consideration received less directly attributable transaction costs.
  After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortised cost
  using the effective interest method. Gains and losses arising on the repurchase, settlement or otherwise
  cancellation of liabilities are recognised respectively in finance income and finance costs. Borrowing costs are
  recognised in the Income Statement in the period in which they are incurred.
- (b) Financial liabilities at fair value through the Income Statement
  Financial liabilities at fair value through the Income Statement includes financial liabilities held for trading
  and financial liabilities designated upon initial recognition as at fair value through profit and loss.

Derivatives, including separated embedded derivatives are classified as held for trading unless they are designated as effective hedging instruments. Gains or losses on liabilities held for trading are recognised in the Income Statement.

# 1.15 Derivative financial instruments

Derivative financial instruments are used to reduce exposure to risks associated with movements in foreign currency rates and metal prices. Such derivative financial instruments are initially recognised at fair value on the date on which a derivative contract is entered into and are subsequently re-measured at fair value. Derivatives are carried as assets when the fair value is positive and as liabilities when the fair value is negative.

The fair value of forward currency contracts is calculated by reference to current forward exchange rates for contracts with similar maturity profiles. The fair value of forward metal contracts is determined by reference to current forward metal contracts with similar maturity profiles.

For those derivatives designated as hedges and for which hedge accounting is desired, the hedging relationship is formally designated and documented at its inception. This documentation identifies the risk management objective and strategy for undertaking the hedge, the hedging instrument, the hedged item or transaction, the nature of the risk being hedged and its effectiveness will be measured throughout its duration. Such hedges are expected at inception to be highly effective in offsetting changes in fair value or cash flows and are assessed on an ongoing basis to determine that they actually have been highly effective throughout the reporting period for which they were designated.

For the purpose of hedge accounting, hedges are classified as cash flow hedges, when hedging exposure to variability in cash flows that is either attributable to a particular risk associated with a recognised asset or liability or a highly probable forecast transaction.

For cash flow hedges, the effective portion of the gain or loss on the hedging instrument is recognised directly in equity, while the ineffective portion is recognised in the Income Statement within Other Gains and Losses. Amounts taken to equity are transferred to the Income Statement when the hedged transaction affects the Income Statement in Cost of Sales, such as when a forecast sale or purchase occurs.

If a forecast transaction is no longer expected to occur, amounts previously recognised in equity are transferred to the Income Statement in Other Gains and Losses. If the hedging instrument expires or is sold, terminated or exercised without replacement or rollover, or if its designation as a hedge is revoked, amounts previously recognised in equity remain in equity until the forecast transaction occurs and are transferred to the Income Statement in Cost of Sales or to the initial carrying amount of a non-financial asset or liability as above. If the related transaction is not expected to occur, the amount is taken to the Income Statement in Other Gains and Losses.

Any gains or losses arising from changes in the fair value of derivatives that do not qualify for hedge accounting are taken to the Income Statement in Other Gains and Losses. Contracts are reviewed at initiation to assess if they contain an embedded derivative and then accounted for where relevant.

# 1.16 Inventories

Inventories are stated at the lower of cost and estimated net realisable value, after due allowance for obsolete or slow moving items. Cost includes all direct expenditure and any attributable overhead expenditure incurred in bringing goods to their current state under normal operating conditions. The first in, first out or an average method of valuation is used. Net realisable value is the estimated selling price in the ordinary course of business, less the costs of completion and selling expenses.

# 1.17 Cash and cash equivalents

In the Statement of Cash Flows, cash and cash equivalents includes cash-in-hand, deposits held on call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts. In the Statement of Financial Position, bank overdrafts are shown within borrowings in current liabilities.

# 1.18 Trade payables

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if payment is due within one year or less (or in the normal operating cycle of the business if longer). If not, they are presented as non-current liabilities.

Trade payables are recognised initially at the original invoice amount (fair value) and subsequently measured at amortised cost using the effective interest method.

# 1.19 Current and deferred tax

The tax expense for the period comprises current and deferred tax. Tax is recognised in the Income Statement, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case, the tax is also recognised in other comprehensive income or directly in equity, respectively.

The current tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the Statement of Financial Position date. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

Deferred tax is recognised, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. However, the deferred tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that, at the time of the transaction, affects neither accounting nor taxable profit or loss. Deferred tax is determined using tax rates and laws that have been enacted or substantially enacted by the date of Statement of Financial Position and are expected to apply when the related deferred tax asset is realised or the deferred tax liability is settled.

Deferred tax assets are recognised only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

#### 1.20 Employee benefits

# (a) Pension obligations

The Group operates defined benefit and defined contribution pension schemes. The schemes are generally funded through payments to insurance companies or trustee-administered funds, determined by periodic actuarial calculations. A defined contribution plan is a pension plan under which the Company pays fixed contributions into a separate entity. The Group has no legal or constructive obligation to pay further contributions if the fund does not hold sufficient assets to pay all employees the benefits relating to employee service in the current and prior periods. A defined benefit plan is a pension plan that is not a defined contribution plan. Typically, defined benefit plans define an amount of pension benefit that an employee will receive on retirement, usually dependent on one or more factors such as age, years of service and compensation.

# (i) Platinum Prudential Pension – The Royal Mint Limited Scheme

The liability recognised in the Statement of Financial Position in respect of defined benefit pension plans is the fair value of plan assets less the present value of the defined benefit obligation at the end of the reporting period, together with adjustments for unrecognised past service costs. The defined benefit obligation is calculated annually by independent actuaries using the projected unit credit method. The present value of the defined benefit obligation is determined by discounting the estimated future cash outflows using interest rates of high quality corporate bonds that are denominated in the currency in which the benefits will be paid, and that have terms to maturity approximating to the terms of the related pension liabilities. A pension asset is recognised to the

extent that it is recoverable. Actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions are charged or credited to equity in other comprehensive income in the period in which they arise.

Past service costs, and gains/(losses) on curtailment or settlement are recognised in income on occurrence.

(ii) Principal Civil Service Pension Scheme (PCSPS) and Civil Servant and Other Pension Scheme (CSOPS)

Whilst the PCSPS and CSOPS are defined benefit schemes, they are accounted for by the Company as defined contribution schemes as the Group cannot determine its share of the underlying assets and liabilities due to them being multi-employer unfunded defined benefit pension schemes.

(iii) Defined Contribution Scheme - The Royal Mint Limited Group Personal Pension Plan (GPP)

For defined contribution plans, the Group pays contributions to publicly or privately administered pension insurance plans on a mandatory, contractual or voluntary basis. The Group has no further payment obligations once the contributions have been paid. The contributions are recognised as employee benefit expense when they are due. Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in the future payments is available.

(b) Profit sharing and incentive schemes

The Group recognises a liability and an expense for profit sharing and incentive schemes, based on a formula that takes into consideration the profit attributable to the Group's shareholders after certain adjustments. The Group recognises a provision where contractually obliged or where there is a past practice that has created a constructive obligation.

# 1.21 Provisions

Provisions are recognised when: the Group has a present legal or constructive obligation as a result of past events; it is probable that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated. Provisions are not recognised for future operating losses.

# 1.22 Revenue recognition

Revenue comprises the fair value of the consideration received or receivable for the sale of goods and services in the ordinary course of the Group's activities. Revenue is shown net of value added tax, returns, rebates and discounts.

Revenue is recognised when the significant risks and rewards of ownership have passed to the buyer which is generally on delivery of the goods and services supplied during the year and dependant on the terms of trade within the contract except in the case of 'bill and hold' arrangements, where revenue is recognised when the following requirements are satisfied:

- the buyer must have taken title to the goods and accepted billing;
- it is probable delivery will take place;
- the goods must be on hand, identified and be ready for delivery to the buyer at the time the sale is recognised;
- the buyer must specifically acknowledge the deferred delivery instructions; and
- the usual payment terms apply.

For licence and storage fees charged, revenue is recognised on delivery of the service.

# 1.23 Leases

Leases, in which a significant portion of the risks and rewards of ownership are retained by the lessor, are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to the Income Statement on a straight-line basis over the period of the lease.

# 1.24 Exceptional items

Exceptional items are those significant items which are separately disclosed by virtue of their size or incidence to enable a full understanding of performance.

#### 1.25 Dividend distribution

Dividends are recognised in the Financial Statements in the year in which the dividends are approved by the Company's shareholders.

# 1.26 Share Capital

Ordinary shares are classified as equity.

#### 1.27 Grants

Government capital grants are treated as deferred income and released to the income statement in accordance with the expected useful life of the related assets.

#### 1.28 Investment

The investment in subsidiary undertaking is carried at cost.

# 1.29 Related parties

The Group has taken advantage of the exemption from disclosing related party transactions with subsidiaries included within the Consolidated Financial Statements.

# 1.30 Going Concern

After making enquiries the directors have a reasonable expectation that the Group and Company have adequate resources to continue in operational existence for the foreseeable future. The Group and Company therefore continue to adopt the going concern basis in preparing its financial statements. Whilst there are net current liabilities at 31 March 2017, this is solely due to the timing of the renewal of the Group's long term borrowing facility which is less than 12 months from the balance sheet date. Confirmation has been received that the facility will be renewed subject to a review of interest rates.

- 1.31 Critical accounting estimates, assumptions and judgements in applying the accounting policies

  The Group makes estimates and assumptions concerning the future. The resulting accounting estimates will seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are addressed below.
  - (a) Pension benefits

The present value of the pension obligations depends on a number of factors that are determined on an actuarial basis using a number of assumptions. The key assumptions used in determining the net cost (income) for pensions include the discount rate and life expectancies. Any changes in these assumptions will impact the carrying amount of pension obligations.

The Group determines the appropriate discount rate at the end of each year. This is the interest rate that should be used to determine the present value of estimated future cash outflows expected to be required to settle the pension obligations. In determining the appropriate discount rate, the Company considers the interest rates of high-quality corporate bonds that are denominated in the currency in which the benefits will be paid, and that have terms to maturity approximating the terms of the related pension liability.

Key assumptions for pension obligations are disclosed in note 17 including sensitivities on page 69.

- (b) Impairment of non-financial assets
  - The Group assesses whether there are any indicators of impairment for all non-financial assets at each reporting date.

When value in use calculations are undertaken, management estimate the expected future cash flows from the asset or income-generating unit and choose a suitable discount rate in order to calculate the net present value of those cash flows.

- (c) Trade receivables
  - An appropriate allowance for estimated irrecoverable trade receivables is derived where there is an identified event which, based on previous experience, is evidence of a potential reduction in the recoverability of future cash flows. This estimate is based on assumed collection rates which, although based on the Group's historical experience of customer repayment patterns, remains inherently uncertain.
- (d) Inventory
  - Provision is made for those items of inventory where the net realisable value is estimated to be lower than cost or goods are obsolete. Net realisable value is based on both historical experience and assumptions regarding future selling values, and is consequently a source of estimation uncertainty.
- (e) Property, plant and equipment
  - The determination of asset lives for depreciation purposes is reviewed on a regular basis. Assessing the useful economic life of an asset is based on management judgement taking into account historical experience, wear and tear and the impact of technological change. Consequently this represents a source of estimation uncertainty.
- (f) Development costs
  - Development costs are accounted for in accordance with IAS 38 'Intangible Assets'. Costs that meet the qualifying criteria are capitalised and when the asset is complete are systematically amortised over the useful economic life of the intangible asset. Determining whether development costs qualify for capitalisation as intangible assets requires judgement, including estimates of the technical and commercial viability of the asset created, and its applicable useful economic life. These estimates are continually reviewed and updated.

# Note 2

# SEGMENTAL REPORTING

The Group has determined business segments based on reports reviewed by the Board that are used to make strategic decisions. The Board reviews the business from a product perspective as each segment offers products for different purposes and serves different markets.

The following table presents revenue, operating profit and certain asset and liability information regarding the Group's business segments for the years ended 31 March. The activities of RM Assets are currently unallocated due to immateriality.

# A) ANALYSIS BY CLASS OF BUSINESS 2016-17

nents Unallocated		
	nts Unallocated	Total
.'ooo £'ooo	00 £'000	£'000
,404	.04 - 5	06,404
5,375 71	375 711	7,086
1,951 (16,952	951 (16,952)	14,999
	_	
9,651 1,464	551 1,464	81,115
5,778 15,324	78 15,324	71,102
433) (35,897	33) (35,897) (7	72,330)
,961) (11,115	61) (11,115) (1	14,076)
,035 (30,224	35 (30,224)	65,811
_	•	<del></del>

	ŭ			Total		
	Circulating	Consumer	<b>Bullion</b>	Segments	Unallocated	Total
	£'ooo	£'ooo	£'000	£'000	£'ooo	£'000
Segment revenue	124,013	51,013	185,594	360,620	-	360,620
Depreciation and amortisation	3,569	502	147	4,218	774	4,992
Operating profit	11,092	10,350	2,852	24,294	(12,013)	12,281
Segment assets and liabilities:						
Non-current assets	46,354	12,795	594	59,743	15,797	75,540
Current assets	38,127	11,380	5,222	54,729	3,503	58,232
Current liabilities	(17,839)	(4,828)	(1,422)	(24,089)	(11,048)	(35,137)
Non-current liabilities	(254)	-	-	(254)	(35,485)	(35,739)
Net assets	66,388	19,347	4,394	90,129	(27,233)	62,896

The unallocated net liabilities comprise cash at bank and in hand, overdraft, borrowings, receivables and payables balances which are not specifically attributed to a segment in addition to the RM Assets balances.

# B) GEOGRAPICAL ANALYSIS OF REVENUE

Revenue by destination is set out below:	2016-17	2015-16
·	£'ooo	£'000
UK	241,793	118,067
Germany	59,842	34,981
Rest of Europe	37,050	69,088
United States of America	121,380	67,460
Rest of Americas	5,840	7,504
Asia	26,972	45,289
Africa	9,208	10,102
Rest of the World	4,319	8,129
	506,404	360,620

During 2016-17 revenue from two customers amounted to £98.0m and £82.0m (2015-16 three customers: £49.4m, £49.2m and £38.7m) which represented in excess of 10% of revenue.

2

# **Note 3** GROUP AND COMPANY OPERATING PROFIT

Group and Company operating profit is stated after	2016-17	2015-16
charging/(crediting):	•	
	£'000	£'000
Depreciation	6,137	4,450
Amortisation	949	452
Loss on disposal	122	119
Research and development	1,579	31
Exceptional items (note 5)	166	152
Commodity hedges	(770)	661
Operating leases	990	482
Foreign exchange	(129)	884
Precious metal consignment arrangement fees	291	422
Auditors' remuneration		
Audit of the Company and Group financial statements	68	61
Audit of subsidiary financial statements	5	-
Non audit fees - tax services	-	12
Non audit fees - other	2	8

# Note 4 REMUNERATION AND EMPLOYMENT

RM Assets have no employees and their directors are paid via The Royal Mint Limited. Therefore this note applies to the Group and Company.

# TOTAL STAFF COSTS

	2016-17		2015-16	5
	£'000	´ £'000	£'000	£'000
Wages and salaries				
Staff with a permanent contract	31,182		28,534	
Other staff	755		1,102	
		31,937		29,636
Social Security costs				
Staff with a permanent contract	3,033		2,262	
Other staff	61		103	
		3,094		2,365
Other pension costs				
Staff with a permanent contract	5,619		5,489	
Other staff	54		81	
		5,673		5,570
		40,704		37,571
AVERAGE NUMBER EMPLOYED	Number		Number	
Production	rumber		Number	
Staff with a permanent contract	477		519	
Other staff	14		12	
		491		531
Sales and Marketing				

1,,,	0 /	
14	12	
4	91	531
129	108	
12	19	
1.	41 .	127
204	153	
13	10	
2	17	163
84	19	821
	14 4 129 12 1 204 13	14 12 491 108 19 19 141 204 153

# **Directors' Emoluments**

	2016-17 £'000	2015-16 £'000
Aggregate emoluments excluding long term incentive scheme	1,012	540
Aggregate amounts receivable under long term incentive scheme	112	73
Contributions under defined contribution pension scheme	15	15
Highest paid director		
Total amounts of emoluments and amounts receivable under long term incentive	387	331
scheme		
Accrued defined benefit pension at year-end	-	85
Accrued lump sum at year-end	-	44

In 2016-17, there were four executive directors following the appointment of Anne Jessopp and Andrew Mills on 1 April 2016 (2015-16: 2). Retirement benefits accrued to two executive directors under a defined benefit scheme during the year (2015-16: 1).

#### Note 5

# A) EXCEPTIONAL ITEMS - GROUP AND COMPANY

	2016-17	2015-16
	£'000	£'000
Settlement gain from transfer out of liabilities and assets	-	172
Professional fees associated with change in pension scheme	(166)	(324)
Exceptional charge	(166)	(152)

As set out in further detail in note 17, the Prudential Platinum scheme was closed for additional contributions on 31 March 2015 and members were given the option to rejoin the Civil Service Pension Scheme, a defined benefit pension scheme, or to join The Royal Mint Group Personal Pension Plan. This resulted in a final gain of £172,000 in 2015-16 due to the assets transferred out when the scheme closed being lower than the liabilities extinguished. This was offset by the remaining professional fees arising. Further professional fees of £166,000 were incurred in 2016-17.

# B) IMPACT OF IAS 39 HEDGING INEFFECTIVENESS AND OPEN FOREIGN EXCHANGE CONTRACTS

The Group has highlighted separately on the face of the Income Statement the total impact of the loss on open foreign exchange contracts and hedging ineffectiveness under IAS 39 at the year-end.

In accordance with the Group's accounting policy the hedge accounting rules under International Accounting Standards (IAS) 39 have been adopted where appropriate. The ineffective portion of the gain or loss on the hedging instrument (as defined under the accounting rules of IAS 39) is recorded in the Income Statement within Other Gains and Losses.

The objective of the Group's hedging policy is to mitigate the cash-flow impact of movements in the price of metal commodities where appropriate over time, the ineffectiveness impact of which for accounting purposes will be seen in different accounting periods depending on the relevant assessment under IAS 39 rules.

The accounting treatment in this area is therefore not necessarily a reflection of the economic impact of the Group's hedging policy but represents the respective accounting impact of hedging ineffectiveness under IAS 39.

#### Note 6

- Current year

- Prior year

Deferred tax:

- Prior year

- Current year

Taxation charge

# FINANCE COSTS - GROUP AND COMPANY

		£'000	£'000 -
On loans repayable within five years		627	372
FINANCE INCOME – GROUP AND COMPANY		•	
FINANCE INCOME - GROUP AND COMPANI		2016-17	2015-16
		£'000	£'000
Bank interest received		4	5
Note 7			
TAXATION			
Analysis of tax charge in year			
	Group	Company	Group and Company
	2016-17	2016-17	2015-16
	£'ooo	£'000	£'ooo
UK corporation tax			

2,635

405

3,040

2016-17

2,635

673

<u>3,3</u>08

2015-16

1,697

(84)

725

2,353

15

The tax charge for the year differs from the theoretical amount which would arise using the standard rate of corporation tax in the UK (2016-17: 20%, 2015-16: 20%):

Profit before tax	Group 2016-17 £'000 14,376	Company 2016-17 £'000 15,955	Group and Company 2015-16 £'000 11,914
Profit multiplied by the standard rate of corporation tax of 20%	2,875	3,191	2,383
(20% for 2015-16) Effects of:			
Expenses not deductible for tax purposes	317	317	139
Adjustments in respect of prior years	-	-	(69)
Reduction in tax rate for deferred tax provision	(152)	(200)	(100)
Tax charge for year	3,040	3,308	2,353

A reduction in the UK corporation tax rate from 20% to 19% (effective from 1 April 2017) was substantively enacted on 26 October 2015, and an additional reduction to 17% (effective 1 April 2020) was substantively enacted on 6 September 2016. This will reduce the company's future current tax charge accordingly.

The effective tax rate for the year was 21.1% for the Group and 20.7% for the Company (2016: Group and Company 20.3%) ignoring adjustments relating to prior years.

In addition to the amount debited to the Income Statement, a deferred tax credit relating to actuarial losses on defined benefit pension schemes of £979,000 (2016: £341,000 charge) has been credited directly to the Consolidated and Company Statements of Comprehensive Income.

Current tax liability		
Group and Company	2017	2016
	£'ooo	£'000
UK corporation tax	1,310	584

Note 8	
PROPERTY, 1	PLANT AND EQUIPMENT
CROUD	AND COMBAND

PROPERTY, PLANT AND EQUIPMENT		•		
<ul><li>– GROUP AND COMPANY</li></ul>		Payments on		
		account and assets in		
	Freehold land	the course of	Plant and	
	and buildings	construction	machinery	Total
	£'000	£'000	£'ooo	£'000
Cost				
At 1 April 2016	20,685	21,953	88,877	131,515
Additions	-	9,311	-	9,311
Transfers	7,830	(24,451)	16,621	-
Disposals	-	-	(5,292)	(5,292)
At 31 March 2017	28,515	6,813	100,206	135,534
Accumulated Depreciation				
At 1 April 2016	4,712	-	61,265	65,977
Charge for year	1,001	-	5,136	6,137
Disposals	<u> </u>		(5,168)	(5,168)
At 31 March 2017	5,713		61,233	66,946
Net book value at 31 March 2017	22,802	6,813	38,973	68,588
		Payments on		
		account and assets in		
	Freehold land	the course of	Plant and	
	and buildings	construction	machinery	Tota
	£'000	£'000	£'000	£'ooo
Cost				
At 1 April 2015	20,630	7,612	83,918	112,160
Additions	-	21,053	-	21,053
Transfers	272	(6,712)	6,440	-
Disposals	(217)	<u>-</u>	(1,481)	(1,698)
At 31 March 2016	20,685	21,953	88,877	131,515
Accumulated Depreciation				
Accumulated Depreciation At 1 April 2015	4,056	_	58,961	63,017
Charge for year	762		3,778	4,540
Disposals	(106)	_		4,540 (1,580)
			(1,474)	
At 31 March 2016	4,712	<u> </u>	61,265	65,977
Net book value at 31 March 2016	15,973	21,953	27,612	65,538

Note 9 INTANGIBLE ASSETS GROUP	Payments on account and assets in the course of construction £'000	Software Licences  £'000	Development costs	Total £'000
	2 000	2000	2 000	2000
Cost				
At 1 April 2016	7,934	4,266	952	13,152
Additions	2,701	-	•	2,701
Transfers	(2,413)	2,413	-	-
Disposals	-	(765)		_ (765)
At 31 March 2017	8,222	5,914	952	15,088
Accumulated Amortisation				-
At 1 April 2016	-	3,805	36	3,841
Amortisation for year	-	397	552	949
Disposals	-	(765)	-	(765)
At 31 March 2017	-	3,437	588	4,025
Net book value at 31 March 2017	8,222	2,477	364	11,063

Current year additions include £Nil (2015-16: £1,387,000) for development costs in the course of construction. Amortisation charges of £397,000 (2015-16: £416,000) and £552,000 (2015-16: £36,000) are included within administration expenses and cost of sales respectively.

# **COMPANY**

The Company intangible assets for the year ended 31 March 2017 differed only in that the additions in the payments on account and assets in the course of construction were £20,000 lower resulting in the net book value at 31 March 2017 being a total of £11,043,000.

GROUP AND COMPANY	Payments on account and assets in the course of construction	Software Licences	Development costs	Total
	£'000	£'000	£'000	£'000
Cost				
At 1 April 2015	4,838	3,893	-	8,731
Additions	4,421	-	-	4,421
Transfers	(1,325)	373	952	<u> </u>
At 31 March 2016	7,934	4,266	952	13,152
Accumulated Amortisation				
At 1 April 2015	-	3,389	-	3,389
Amortisation for year_	<u>-</u>	416	36	452
At 31 March 2016	-	3,805	36	3,841
Net book value at 31 March 2016	7,934	461	916	9,311

# Note 10 INVESTMENTS

The group had the following subsidiary at 31 March 2017. RM Assets Limited is a 100% subsidiary of The Royal Mint Limited who owns 100 of the issued £1 share capital resulting in an investment of £100. RM Assets Limited is a private limited company incorporated and domiciled in the UK. RM Assets has been dormant until the current period and is now incurring pre-trading expenditure prior to the launch of RMG, a new gold product. The address of its registered office is Llantrisant, Pontyclun, CF72 8YT.

# Note 11 INVENTORIES GROUP AND COMPANY

	2017	2016
	£'ooo	£'ooo
Metal inventory	15,570	14,722
Work in progress (excluding metal)	4,621	4,380
Stores and packing materials	4,484	4,243
Finished goods	5,655	8,712
	30,330	32,057

Inventories recognised as an expense in the year equated to cost of sales other than the movement in the inventory provision which was an increase of £3.1million (2016:£1.3million).

The Company enters into precious metal consignment arrangements whereby the consignor retains the risks and rewards of the metal until such time as the Company purchases the metal. The value of the physical metal is not recorded in the Statement of Financial Position. Inventory held on consignment amounted to £176.4 million at 31 March 2017 (2016: £106.3 million). Consignment fees under these arrangements are recognised within cost of sales.

# Note 12 TRADE AND OTHER RECEIVABLES

I RADE AND OTHER RECEIVABLES			
	Group	Company	Company and Group
	2017	2017	2016
	£'000	•	
m 1 11		£'000	£'000
Trade receivables	23,730	23,730	17,952
Less Provision for impairment of receivables	(215)	(215)	(240)
VAT	7,146	7,004	5,915
Prepayments and accrued income	1,783	1,782	1,689
Amounts owed by subsidiary undertaking	-	1,635	
	32,444	33,936	25,316
	Group	Company	Company and Group
Included within the receivables are the following:	2017	2017	2016
••••••••••••••••••••••••••••••••••••••	£'000	£'ooo	£'000
Central Government bodies	10,805	10,805	4,385
Other Government bodies	4	4	4,5°5 2
NHS Trusts	4	4	3
Amounts owed by subsidiary undertaking	· -	1,635	
	10,813	12,448	4,390

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

	Group	Company	Company and Group
	2017	2017	2016
	£'000	£'ooo	£'ooo
Pounds sterling	24,641	26,133	25,002
US Dollars	7,600	7,600	59
Euros	203	203	198
Polish Zloty	<u> </u>		57
	32,444	33,936	25,316

Provision is made for Consumer Coin Business to Consumer receivables that become overdue for payment. Movement in provision for impairment in receivables is shown below:

	2017	2016
	£'000	£'000
At 1 April	(240)	(502)
Utilised/(Provided) in the year	25	262
At 31 March	(215)	(240)

# Note 13 BORROWINGS – GROUP AND COMPANY

	2017	2016
	£'ooo	£'000
Bank overdraft	-	4,506
Loans	28,000	30,000
	28,000	34,506

The Company has a revolving credit facility from the Royal Mint Trading Fund of £36million until 28 February 2018, of which £28million was drawn down at 31 March 2017. At 31 March 2017, this is classed as a current liability solely due to the timing of the renewal of the facility which is less than 12 months from the balance sheet date. Confirmation has been received that the facility will be renewed subject to a review of interest rates.

# Note 14 TRADE AND OTHER PAYABLES

TRADE AND OTHER PAYABLES			
			Group and
	Group	Company	company
	2017	2017	2016
	£'000	£'000	£'000
Trade payables	17,655	17,251	14,030
Other payables	15,766	15,766	2,014
Payments received on account	3,412	3,412	7,826
Taxation and social security	896	896	771
Accruals and deferred income	3,263_	3,263	3,319
	40,992	40,588	27,960
		-	
			Group and
	Group	Company	company
	2017	2017	2016
	£'ooo	£'000	£'000
Included within the payables are the following:			
Balances with other Government bodies not shown			
separately above:			
Other Central Government bodies	3,126	3,126	2,277
Public Corporations and Trading Funds	421	421	166
	7		

Accruals and deferred income within non-current liabilities relates to a grant received from the Welsh Assembly Government in relation to the construction of The Royal Mint Experience.

# Note 15

# PROVISION FOR LIABILITIES AND CHARGES

**GROUP AND COMPANY** 

The early retirement provision has been assessed at current prices at the date of the Statement of Financial Position, and in accordance with International Accounting Standard 19, has been discounted at a real rate of 1.5%, with the unwinding of the discount treated as an interest charge.

-	Returns provision £'000	Early retirement £'000	Environment remediation £'000	Total £'000
At 1 April 2016	-	50	254	304
Provided in year	667.	-	-	667
Transferred from trade receivables	334	-	-	334
Utilised in year	(341)	(40)	-	(381)
At 31 March 2017	660	10	254	924

	Early retirement £'000	Environment remediation £'000	Total £'000
At 1 April 2015	200	323	523
Utilised in year	(150)	(69)	(219)
At 31 March 2016	50	254	304

The profile of settlement is set out below.

	Less than one	Between one	Between two	Over five
	year	and two years	and five years	years
	£'ooo	£'ooo	£'000	£'000
At 31 March 2017	924	-	-	-
At 31 March 2016	304	-	-	-

# Note 16 DEFERRED TAX ASSETS AND LIABILITIES

Deferred tax is provided in full on temporary differences under the liability method using a tax rate of 17% (2016: 18%).

	Group	Company	Group and
			company
	2017	2017	2016
	£'ooo	£'ooo	£'ooo
Liability at 1 April	1,246	1,246	165
Movements on deferred tax were:			
Charged to the Income Statement	405	673	740
(Credited)/Charged to Statement of Comprehensive Income	(979)	(979)	341
Liability at 31 March	672	940	1,246

Movements in deferred tax (assets)/liabilities were:

Group .			2017			2016
-	Assets	Liabilities	Net	Assets	Liabilities	Net
	£'000	£'000	£'000	£'000	£'000	£'000
Accelerated tax depreciation	-	2,636	2,636	_	2,186	2,186
Derivative instruments	(232)	-	(232)	(249)	-	(249)
Retirement benefit obligation	(1,440)	-	(1,440)	(585)	-	(585)
Tax losses	(268)	-	(268)			
Other	(24)	-	(24)	(106)	-	(106)
Deferred tax (asset)/liability	(1,964)	2,636	672	(940)	2,186	1,246

	Accelerated tax depreciation £'000	Derivative instruments £'000	Retirement benefit obligations £'000	Tax losses £'000	Other	Total
At 1 April 2016	2,186	(249)	(585)	-	(106)	1,246
Charged/(credited) to the	450	17	124	(268)	82	405
Income Statement	40-	-/		(=00)	0_	750
Credited to Statement of	_	-	(979)	_	-	(979)
Comprehensive Income			()///			()////
At 31 March 2017	2,636	(232)	(1,440)	(268)	(24)	672
Company			2017			2016
Company	Assets	Liabilities	Net	Assets	Liabilities	Net
	£'000	£'000	£'000	£'000	£'000	£'000
Accelerated tax depreciation	2000	2,636	2,636	2 000	2,186	2,186
Derivative instruments	(232)	2,030	(232)	(249)	2,100	(249)
Retirement benefit obligation	(1,440)	<u>-</u>	(1,440)	(585)	_	(585)
Other	(24)	_	(24)	(106)	_	(106)
Deferred tax (asset)/liability	(1,696)	2,636	940	(940)	2,186	1,246
Deterred tax (asset)/ Habinty	(1,090)	2,030	940	(940)	2,100	1,240
At 1 April 2016	Accelerated tax depreciation £'000 2,186	Derivative instruments £'000 (249)	Retirement benefit obligations £'000 (585)	Other £'000 (106)	Total £'000 1,246	
Charged to the Income	450	17	124	82	673	
Statement Credited to Statement of Comprehensive Income	-	-	(979)	-	(979)	
At 31 March 2017	2,636	(232)	(1,440)	(24)	940	
Deferred tax (credited)/charged		ated and Company	Statement of	i	2017 £'000	2016 £'000
Comprehensive Income during Remeasurements on defined be					(050)	0.41
Remeasurements on defined be	nems schemes				(979)	341
		Gr	oup Company	Grouj and	_	

	Group	Company	Group
			and
			company
Analysis of deferred tax (asset)/liability	2017	2017	2016
	£'000	£'000	£'000
Deferred tax (asset) within 12 months	(500)	(232)	(249)
Deferred tax (asset) after 12 months	(1,464)	(1,464)	(691)
Deferred tax liability after 12 months	2,636	2,636	2,186
	672	940	1,246
		0 0/ 111	

The deferred tax at 31 March 2017 has been calculated based on the rate of 17% which was substantively enacted at the balance sheet date. The deferred tax asset has been recognised as the Company are confident that future profits will arise against which the asset will be utilised.

# **Defined contribution scheme**

The Group and Company operates a defined contribution scheme for employees who have joined the organisation since 1 January 2010 via The Royal Mint Limited Personal Pension Plan (GPP). The related pension assets are held in trustee-administered funds separate from the Group. The total cost charged to income of £706,000 (2015-16: £516,000) represents contributions payable to the scheme by the Group at rates specified in the plan rules.

#### Defined benefit scheme

On 31 March 2015 defined benefit pension arrangements were amended as set out in the box below:

Prior to 1 January 2010 Employees were members of the Civil Service Pension Scheme, an unfunded defined

benefit scheme.

1 January 2010 (Vesting) New contributions to the Civil Service Pension Scheme ceased. Prudential Platinum

Pension - The Royal Mint Limited Scheme (RMLS), a funded defined benefit pension scheme was created. All existing employees become members of the new RMLS.

As part of the vesting process employees were given the option to transfer deferred

benefits from the Civil Service Pension Scheme into RMLS.

31 March 2015 RMLS was closed for additional contributions on 31 March 2015 and members were

given the option to join the Principal Civil Service Pension Scheme (PCSPS) or the Civil Servant and Other Pension Scheme (CSOPS), unfunded defined benefit pension schemes, or to join GPP, a defined contribution scheme for future accrual. 21 members

opted to join GPP, with the remainder opting to join PCSPS or CSOPS.

From 1 April 2015 Members of RMLS had until August 2015 to decide what to do with their deferred

benefits held within RMLS from the following options:

i. Remain in RMLS

ii. Transfer into PCSPS or CSOPS

Transfer into a defined contribution scheme (at Cash Equivalent Transfer iii. Value).

The majority of staff opted to transfer into a defined contribution scheme and only 1% opted to transfer into PCSPS or CSOPS.

The Royal Mint Limited Scheme (RMLS) operated via Prudential Platinum Pensions until 31 March 2015.

From 1 April 2015 pension benefits are provided through the Civil Service pension arrangements. This corresponded with a new pension scheme being introduced - the Civil Servants and Others Pension Scheme or alpha, which provides benefits on a career average basis with a normal pension age equal to the member's State Pension Age (or 65 if higher).

The Principal Civil Service Pension Scheme (PCSPS) continues for those employees who were within ten years of their normal pension age on 1 April 2012 and has four sections: three providing benefits on a final salary basis (classic, premium or classic plus) with a normal pension age of 60; and one providing benefits on a whole career basis (nuvos) with a normal pension age of 65. Those who were between ten years and 13 years and five months from their normal pension age on 1 April 2012 will switch into alpha sometime between 1 June 2015 and 1 February 2022. All members who switch to alpha have their PCSPS benefits 'banked', with those with earlier benefits in one of the final salary sections of the PCSPS having those benefits based on their final salary when they leave alpha. (The pension figures quoted for the Executive Management Team in the Remuneration Report show pension earned in PCSPS or alpha as appropriate. Where the official has benefits in both the PCSPS and alpha the figure quoted is the combined value of their benefits in the two schemes).

These statutory arrangements are unfunded with the cost of benefits met by monies voted by Parliament each year. Pensions payable under classic, premium, classic plus, nuvos and alpha are increased annually in line with Pensions Increase legislation.

Employee contributions are salary-related and range between 3% and 8.05% of pensionable earnings for members of classic (and members of alpha who were members of classic immediately before joining alpha) and between 4.6% and 8.05% for members of premium, classic plus, nuvos and all other members of alpha. Benefits in classic accrue at the rate of 1/80th of final pensionable earnings for each year of service. In addition, a lump sum equivalent to three years initial pension is payable on retirement. For premium, benefits accrue at the rate of 1/60th of final pensionable earnings for each year of service. Unlike classic, there is no automatic lump sum. classic plus is essentially a hybrid with benefits for service before 1 October 2002 calculated broadly as per classic and benefits for service from October 2002 worked out as in premium. In nuvos a member builds up a pension based on his pensionable earnings during their period of scheme membership. At the end of the scheme year (31 March) the member's earned pension account is credited with 2.3% of their pensionable earnings in that scheme year and the accrued pension is uprated in line with Pensions Increase legislation. Benefits in alpha build up in a similar way to nuvos, except that the accrual rate in 2.32%. In all cases members may opt to give up (commute) pension for a lump sum up to the limits set by the Finance Act 2004.

Employer contributions expected to be paid for the year ended 31 March 2018 are £4,829,000.

Whilst the PCSPS and alpha are defined benefit schemes, they are accounted for by the Company as defined contribution schemes as the Company cannot determine its share of the underlying assets and liabilities due to them being multi-employer unfunded defined benefit pension schemes. The total cost charged to income of £4,967,000 (2016: £4,872,000) represents contributions payable to the scheme by the Company.

As noted above RMLS was closed for additional contributions on 31 March 2015. The disclosures below relate to the residual RMLS in relation to deferred pensioners who left their benefits in the scheme and current pensioners.

#### Risks

The residual RMLS poses a number of risks to the Company, for example longevity risk, interest rate risk, inflation risk and salary risk. The trustee is aware of these risks and uses various techniques to control them. The trustee has a number of internal control policies including a risk register, which are in place to manage and monitor the various risks they face.

# **Actuarial Valuation**

The residual RMLS is subject to regular actuarial valuations, which are usually carried out every three years. The last was carried out with an effective date of 31 December 2013. These actuarial valuations are carried out in accordance with the requirements of the Pensions Act 2004 and so include deliberate margins for prudence. This contrasts with these accounting disclosures which are determined using best estimate assumptions.

# **Details of valuation assumptions**

An actuarial valuation of the RMLS assets and liabilities for financial reporting purposes was carried out on 31 March 2016 by independent actuaries Xafinity Consulting. The liabilities have been valued using the projected unit method, taking into account benefits to 31 March 2015 when the scheme closed with allowance for future salary increases or future price inflation for members of the Platinum Nuvos scheme. The principal actuarial assumptions used were:

	2017	2016
Discount rate	2.45%	3.65%
Price inflation RPI	3.10%	3.15%
Price inflation CPI	2.30%	2.15%
Revaluation of deferred pensions: benefits accrued before o	1/02/2014 3.10%	3.15%
Revaluation of deferred pensions: benefits accrued after 01/	02/2014 2.30%	2.15%
Increase to pensions in payment: benefits accrued before or	/02/2014 3.10%	3.15%
Increase to pensions in payment: benefits accrued after 01/6	02/2014 2.30%	2.15%
	SAPS S2PxA CMI 2015(1%)	SAPS S2PxA CMI 2015(1%)
Mortality assumption – male post-retirement SAPS	S2PMA CMI 2015_M(1%)	SAPS S2PMA CMI 2015_M(1%)
Mortality assumption – female post-retirement SA	PSS2PFACMI2015_F(1%)	SAPSS2PFACMI2015_F(1%)
Future expected lifetime of current pensioner at age 65		
Male aged 65 at year-end	87.0	86.9
Female aged 65 at year-end	89.0	88.9
Future expected lifetime of future pensioner at age 65		
Male aged 45 at year-end	88.3	88.2
Female aged 45 at year-end	90.5	90.4

The discount rate on the previous page reflects the yield on the iBox AA-rated over 15-year corporate bond index. The rate of inflation has been obtained by reference to the difference between the yields on long-term conventional and index-linked government bonds, and all RPI-linked pension increases in payment have been assessed with reference to the inflation assumption.

Amounts recognised in the Statement of Financial Position:

0					
	2017	2016	2015	2014	2013
	£'ooo	£'000	£'ooo	£'000	£'ooo
Fair value of plan assets	15,027	14,738	49,308	37,134	29,228
Present value of plan liabilities (2)	3,496)	(17,987)	(55,081)	(39,619)	(29,580)
Net defined benefit (liability)/asset (a	3,469)	(3,249)	(5,773)	(2,485)	(352)
Amounts recognised in Statement of Comprehensive Income					
•				2017	2016
Service Cost:				£'000	£'000
Current service cost (net of employees contributions)				-	0
Administration expenses Net interest expense				131	178 176
Past service cost and gain on settlement				105 107	(172)
Amounts charged to the Income Statement				343	182
12 mount of the mount of the mount				343	
Re-measurements of the net liability:					
Return on scheme assets (excluding amounts included in interes	st expen	se)		(1,131)	(166)
Loss/(gain) arising from changes in financial assumptions				7,377	(2,143)
Gain arising from changes in demographic assumptions				_	(377)
Experience (gain)/loss				(488)	789
Charge/(Credit) recorded in other comprehensive income				5,758	(1,897)
Total defined benefit charge/(credit)				6,101	(1,715)
Changes in the present value of net liability over the year:					
				2017	2010
				£'000	£'000
Fair value of net liability at beginning of year			(;	3,249)	(5,773
Movements in year:					
Employer contributions				881	868
Administration expenses				(131)	(178
Net interest cost				(107)	(235
Past service cost				(105)	
Gain on settlement and curtailment				-	17
Re-measurement (losses)/gains:					
Actuarial (losses)/gains arising from changes in financial ass		ns	(	7,377)	2,14
Actuarial gains arising from changes in demographic assump				-	37
Return on scheme assets (excluding amounts included in inte	erest ex	pense)		1,131	16
Other experience items				488	(789
Net Scheme liabilities at end of year					

Changes in the present value of assets over the year:

·	2017	2016
	£'ooo	£'000
Fair value of assets at beginning of year	14,738	49,308
Movements in year:		
Return on scheme assets (excluding amounts included in interest expense)	1,131	166
Interest income	513	1,021
Employer contributions	881	868
Benefits paid	(2,105)	(304)
Administration expenses	(131)	(178)
Assets distributed on settlement	<del>-</del>	(36,143)
Scheme assets at end of year	15,027	14,738
Actual return on assets over the year was £1,644,000 (2015-16: £1,187,000).		
Changes in the present value of liabilities over the year:		
•	2017	2016
	£'000	£'ooo
Scheme liabilities at beginning of year	17,987	55,081
Movement in year:	,,,,	00,
Interest cost	620	1,256
Past service cost	105	-,-0-
Re-measurement losses/(gains):	· ·	
Actuarial gains and losses arising from changes in financial assumptions	7,377	(2,143)
Actuarial gains and losses arising from changes in demographic assumptions	-	(377)
Other experience items	(488)	789
Benefits paid	(2,105)	(304)
Liabilities extinguished on settlement	-	(36,315)
Scheme liabilities at end of year	23,496	17,987
The split of the scheme's liabilities by category of membership is as follows:		
	2017	2016
	£'000	£'000
Deferred pensioners	21,360	16,149
Pensions in payment	2,136	1,838
	23,496	17,987
Average duration of the scheme's liabilities at the end of the period (years)	30	25
The major categories of scheme assets are as follows:		
ino major outogorico or conomo accoste ure ac remento.	2017	2016
	£'000	£'ooo
Return seeking		
UK Equities	_	_
Overseas Equities	_	_
Diversified Growth Fund	-	
	-	
Debt instruments		
Corporates Index Linked	-	-
Index Linked	15,027	14,349
O-1	15,027	14,349
Cash	<u>-</u>	389
Total market value of assets	15,027	14,738

The equity and debt instruments all have quoted prices in active markets. The diversified Growth Fund is akin to equity investments.

The Scheme has no investments in the Group or in property occupied by the Group. The Group expects to contribute £751,000 to the Scheme during the year ending 31 March 2018.

# Sensitivity of the liability value to changes in the principal assumptions:

If the discount rate was 0.1% higher (lower), the scheme liabilities would decrease by £754,000 (increase by £784,000) if all the other assumptions remained unchanged.

If the inflation assumption was 0.1% higher (lower), the scheme liabilities would increase by £802,000 (decrease by £774,000). In this calculation all assumptions related to the inflation assumption have been appropriately adjusted, that is the salary, deferred pension and pension in payment increases. The other assumptions remain unchanged.

If the salary increase assumption was 0.1% higher (lower), the scheme liabilities would not change if all the other assumptions remain unchanged as the scheme is closed to future accrual.

If life expectancies were to increase by one year, the scheme liabilities would increase by £879,000 if all the other assumptions remained unchanged.

Note 18		
DIVIDENDS	2017	2016
GROUP AND COMPANY		
	£'000	£'000
Dividends paid (66.67p per share)	4,000	4,000
Note 19		
CAPITAL COMMITMENTS		
GROUP AND COMPANY	2017	2016
	£'000	£'000
Commitments in respect of contracts – Tangible Assets	716	7,028
Commitments in respect of contracts – Intangible Assets	, 244	566
	960	7,594
		•
Note 20		
OPERATING LEASE COMMITMENTS		
GROUP AND COMPANY		
	2017	2016
	£'ooo	£'000
Operating lease rentals due on leases expiring:		
Less than one year	889	990
Between one and five years	1,355	1,565
	2,244	2,555

#### Note 21

# RELATED PARTY TRANSACTIONS

The Royal Mint Limited is a Company wholly owned by HM Treasury. HM Treasury is regarded as a related party and it has both an ownership and a customer role.

The operation of the shareholding interest has been delegated to UKGI, which is responsible for oversight of the Company's objective of delivering a commercial return on capital employed and provision of relevant advice to the Commercial Secretary to the Treasury reporting to Parliament. HM Treasury also contracts with the Company as a customer, under a Service Level Agreement, for the manufacture and distribution of UK circulating coin.

The Royal Mint Limited also contracts with The Royal Mint Museum Services Limited a subsidiary of the Royal Mint Museum. The Royal Mint Museum is wholly owned by HM Treasury. The companies operate under a Service Level

1) The Royal Mint Limited provides employees, establishment and support services. The revenue for the year

was £309,000 (2015-16: £292,380).

2) The Royal Mint Museum Group provides services to The Royal Mint Limited, in support of its business activities and to HM Treasury in support of its obligations to manage the United Kingdom coinage. The charge for the year was £346,017 (2015-16: £324,624).

3) The Royal Mint Limited pays a quarterly donation to the Royal Mint Museum calculated in accordance with the agreement at vesting. The donation payable for this year is £111,346 (2015-16: £92,703).

4) Heritage assets are donated by The Royal Mint Limited to the museum collection at a cost of £222,065 (2015-16: £247,511).

In addition, the Company has had a number of transactions with other Government bodies. During the year none of the Board members, members of the key management staff or other related parties have undertaken any material transactions with the Company. Balances with other Government bodies are set out in notes 12 and 14.

# Remuneration of key management staff

Key management staff are considered to be the Executive Management Team. Remuneration of key management staff is set out below:

			017 2016
		£'c	000 £'000
Salaries and other short-term employee benefits			531 1,361
Post-employment benefits			164 186
		1,0	695 1,547
Note 22			
ANALYSIS OF NET FUNDS / (DEBT)			
Group	At 1 April 2016	Cash flow	At 31 March 2017
•	£'000	£'ooo	£'ooo
Cash at bank and in hand/(overdraft)	(4,506)	11,606	7,100
Loan	(30,000)	2,000	(28,000)
	(34,506)	13,606	(20,900)
Company			
	At 1 April 2016	Cash flow	At 31 March 2017
	£'000	£'ooo	£'ooo
Cash at bank and in hand/(overdraft)	(4,506)	11,309	6,803
Loan	(30,000)	2,000	(28,000)
	(34,506)	13,309	(21,197)
Note 23			
OTHER GAINS/(LOSSES) - NET			
Group and Company		2	017 2016
• •		£'c	000 £'000
Foreign exchange gain/(loss)			129 (884)
Foreign exchange forward contracts		2	290 298
Ineffectiveness of commodity hedges		(.	46) (529)
Release of grant income			115 -
			(1,115)

# Note 24 FINANCIAL INSTRUMENTS GROUP AND COMPANY

•	2017 £'000	2016 £'000
Derivative asset	2000	2 000
Foreign currency fair value	218	361
Commodity fair value	282	200
Precious metal fair value	228	49
	728	610
Derivative liability Foreign currency fair value	1,478	1,193
Commodity fair value	395	864
Precious metal fair value	155	30
	2,028	2,087

# Financial risk management

The main risk exposures arising from the Group's activities are currency risk, commodity price risk, interest rate risk, credit risk and liquidity risk. These risks arise in the normal course of business and are managed by the finance department through a combination of derivative and other financial instruments. The risk management programme seeks to limit the adverse effects on financial performance.

#### **Currency risk**

The Group publishes its financial statements in sterling and conducts business internationally resulting in exposure to foreign currency risk, primarily with respect to the Euro and US Dollar. The Group's risk management policy is to enter into forward contracts for all anticipated foreign currency cash flows (mainly in relation to sales contracts), where the future settlement date is the forecast payment date. Hedge accounting is not followed for foreign currency forward contracts.

		Average			Average	
	Contract	forward	Fair value	Contract	forward	Fair value
	amount	rate	0015	amount	rate	2216
	2017 £'000	2017	2017 £'000	2016 £'000	2016	2016 £'000
Forward contract – sell £/buy EUR	£ 000		£ 000	£ 000		£ 000
Maturing in less than 1 year	5,002	1.1521	(50)	1,759	1.2757	20
Maturing in more than 1 year	-		-	-1739		-
	1,759	1.1521	(50)	1,759	1.2757	20
Forward contract – sell £/buy USD				7, 5, 2		
Maturing in less than 1 year	4,972	1.2524	9	1,876	1.4374	
Forward contract – sell £/buy PLN				· - ·		
Maturing in less than 1 year		_		1,999	5.6822	20
Forward contract – sell £/buy CHF						
Maturing in less than 1 year	1,118	1.3795	121	316	1.3945	4
Maturing in more than 1 year	-			1,118	1.3795_	3_
	1,118	1.3795	121_	1,434	1.3828	
Forward contract – buy £/sell USD						
Maturing in less than 1 year	32,987	1.3011	(1,357)	13,883	1.5267	(862)
Maturing in more than 1 year			)	3,682	1.5220	(215)
	32,987	1.3011	(1,357)	17,565	1.5257	(1,077)
Forward contract – buy £/sell PLN						
Maturing in less than 1 year			<u> </u>	3,500	5.2751	219
Forward contract – buy £/sell EUR						
Maturing in less than 1 year	2,559	1.1559	16	2,485	1.2711	(20)

The movements shown below largely result from foreign exchange gains/losses on translation of US Dollar/Euro denominated trade payables and receivables. The first table below shows the impact of a 10% decrease in sterling and the second table the impact of a 10% increase in sterling against other currencies on the balances of financial assets and liabilities as at 31 March.

Euros US Dollars	Closing exchange rate 2017 1.1637 1.2483	Effect on net earnings of a 10% decrease 2017 £'000 (248) 825	Closing exchange rate 2016	Effect on net earnings of a 10% decrease 2016 £'000 18
Polish Zloty	4.9016	-	5.6271	6
		577		31
Euros US Dollars Polish Zloty	Closing exchange rate 2017 1.1637 1.2483 4.9016	Effect on net earnings of a 10% increase 2017 £'000 201 (637)	Closing exchange rate 2016 1.2613 1.4373 5.6271	Effect on net earnings of a 10% increase 2016 £'000 (15) (5)
		(436)		(25)

# Commodity price risk

The Group by the nature of its business is exposed to movements in the prices of the following commodities – nickel, copper, zinc, gold, silver and platinum.

In regard to base metals (nickel, copper and zinc) the Company uses commodity futures to hedge against price risk movements. All commodity futures contracts hedge a projected future purchase of raw materials, which are then closed out at the time the raw material is purchased. Commodity hedges are held in the Statement of Financial Position at fair value to the extent they are deemed to be effective under IAS 39, ineffective portions of hedges are recognised in the Income Statement. The open commodity hedges as at 31 March are as follows:

		Value at average			Value at average	
	Tonnes	price	Fair value	Tonnes	price	Fair value
	2017	2017	2017	2016	2016	2016
	•	£'ooo	£'000		£'000	£'000
Cashflow hedges:						
Copper futures –						
GBP denominated contracts:						
Maturing in less than 1 year	650	2,861	190	100	387	(52)
Maturing in more than 1 year	-		-	25	86	(3)
	650	2,861	190	125	473	(55)
Nickel futures –						
GBP denominated contracts:						
Maturing in less than 1 year	168	1,660	(270)	54	779	(467)
Maturing in more than 1 year	12	133	(33)	-	133	(133)
	180	1,793	(303)	54	912	(600)
Zinc futures –						
GBP denominated contracts:						
Maturing in less than 1 year	-			25	39	(8)
	-		-	25	39	(8)

The tables below show the impact a 10% decrease/increase in commodity prices would have on the balances of financial assets and liabilities at 31 March.

	Closing price/tonne	Effect on net earnings of a 10% decrease	Effect on equity of a 10% decrease	Closing price/tonne	Effect on net earnings of a 10% decrease	Effect on equity of a 10% decrease
	2017	2017	2017	2016	2016	2016
	£	£'000	£'000	£	£'000	£'000
Copper	4,659	(167)	(132)	3,374	(3)	(39)
Nickel	7,866	(219)	68	5,753	(4)	(27)
Zinc	2,216	-	-	1,240	(1)	(2)
		(386)	(64)		(8)	(68)
		Effect on net	Effect on		Effect on net	Effect on
	Closing	earnings of a	equity of a 10%	Closing	earnings of a	equity of a 10%
	price/tonne	10% increase	increase	price/tonne	10% increase	increase
	2017	2017	2017	2016	2016	2016
	£	£'000	£'000	£	£'000	£'000
Copper	4,659	167	132	3,374	3	39
Nickel	7,866	219	(68)	5,753	4	27
7inc	2 216	_	- ·	1 240	1	

64

68

The Group has precious metal (gold, silver and platinum) consignment arrangements with three banks. The arrangements allow the consignor to retain the risks and rewards of the precious metal until the Company makes a purchase.

Purchases are made in two ways:

- 1) For a specific order;
- 2) Based on forecast sales demand over a specified period.

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The purchases/(sales) can either be made on a spot basis or through forward contracts; hedge accounting is not followed for precious metal forward contracts. The open forward contracts and swaps as at 31 March are as follows:

		Value at			Value at	
		average			average	
	ozs	price	Fair value	ozs	price	Fair value
	2017	2017	2017	2016	2016	2016
		£'ooo	£'000		£'ooo	£'ooo
Gold forwards –						
GBP denominated contracts:						
Maturing in less than 1 year	13,746	13,562	168	1,129	999	(28)
Silver forwards -		-				
GBP denominated contracts:						
Maturing in less than 1 year	157,961	2,243	60	5,270	56	(2)
Gold swaps in place at the year-	-					<del></del>
end –						
GBP denominated contract:						
Maturing in less than 1 year	(2,257)	(1,976)	(155)	(3,900)	(3,416)	49
	·		·			

The tables below show the impact a 10% decrease/increase in precious metal prices would have on the balances of financial assets and liabilities at 31 March.

	Closing price/oz	Effect on net earnings of a 10% decrease	Closing price/oz	Effect on net earnings of a 10% decrease
	2017	2017	2016	2016
	£	£'000	£	£'000
Gold	996	1,130	861	240
Silver	15	230	11	(6)
Platinum	760		679	
		1,360	_	234

	Closing price/oz	Effect on net earnings of a 10% increase	Closing price/oz	Effect on net earnings of a 10% increase
	2017	2017	2016	2016
	£	£'000	£	£'000
Gold	996	(1,130)	861	(240)
Silver	15	(230)	11	6
Platinum	760		679	
		(1,360)		(234)

The table below shows the effect a 10% change in market prices would have on precious metal consignment arrangement fees.

	Closing price/oz	Effect on net earnings of a 10% change	Closing price/oz	Effect on net earnings of a 10% change
	2017	2017	2016	2016
	£	£'000	£	£'000
Gold	996	164	861	32
Silver	15	14	- 11	4
Platinum	760	2	679	11
	-	180		37

# Interest rate risk

The Group has exposure to interest rate risk, arising principally in relation to the National Loan Fund (NLF) loans, cash held at bank and precious metal consignment arrangements.

Cash held at bank and overdrafts are subject to interest rate risk where the risk is primarily in relation to movements in interest rates set by the Bank of England.

Precious metal consignment arrangements are subject to consignment fee payments. The consignment arrangements have floating rates of interest which gives exposure to interest rate risk.

The interest rate risk which arises from the above is deemed not to have a significant effect on income and operating cash flows, so no financial instruments are utilised to manage this risk.

If interest rates had increased/decreased by 10% it would have had the following effect on interest payable:

		Effect on net		Effect on net
	ear	nings of a 10%	ea	arnings of a 10%
		change		change
	2017	2017	2016	2015
	£'ooo	£'000	£'000	£'ooo
Loans	28,000	56	30,000	68

#### Credit risk

Exposures to credit risks are as a result of transactions in the Group's ordinary course of business. The major risks are in respect of:

- 1) Trade receivables
- 2) Counter parties:
  - a) Cash and cash equivalents
  - b) Financial instruments

These risks are managed through policies issued by the Board of Directors.

# **Circulating Coin receivables**

Circulating Coin receivables are in general governments, central banks and monetary authorities. Credit risk is minimised by aiming to have down-payments upon contract signature with remaining balances secured against letters of credit. Overdue balances are as follows:

ottore of create. C rotate balances are as issue in	Between 31 and 60 days £'000	Between 61 and 90 days £'000	Between 91 and 120 days £'000	Over 120 days £'000
Circulating receivables:				
2017	124	43	88	210
2016	30	· -	-	21

# Consumer Wholesale

Wholesale customers purchasing non-bullion products are set credit limits based on available financial information. If no information is available a zero credit limit is set and goods must be paid for in advance of despatch. Credit limits are regularly monitored and reviewed. If the wholesale customer purchases bullion products the bullion is purchased specifically for the customer's order and is payable within 48 hours. Coins are only despatched when payment is received. The table below shows overdue outstanding balances as at 31 March.

	Between 31 and 60 days £'000	Between 61 and 90 days £'000	Between 91 and 120 days £'000	Over 120 days £'000
Wholesale trade receivables:				
2017	443	46	-	-
2016	1,246	9	-	10

# **Consumer Coin Business to Consumer**

Orders taken via the internet are paid for prior to despatch using major credit/debit cards. Orders taken via the call centre for new customers are payable in advance, existing customers are given credit limits based on their purchasing history. Overdue balances are monitored by reference to their statement status. The table below shows outstanding overdue balances as at 31 March.

	Balance overdue	Balance overdue	Balance overdue
	statement 1	statement 2	statement 3
	status	status	status
	£'000	£'ooo	£'ooo
Business to Consumer receivables:			
2017	88	2	90
2016	63	4	84

#### Bullion

The bullion is purchased specifically for the customer's order and is payable within 48 hours. Coins are only despatched when payment is received. There were no overdue balances at 31 March 2017 or 2016.

#### Counter-party risk

The Group purchases and sells derivative financial instruments from/to A, Aa-, BBB rated banks.

The maximum exposure to credit risk is limited to the carrying value of financial assets on the Statement of Financial Position as at the reporting date. For 2017 the amount is £32,400,000 for the Group and £34,000,000 for the Company (2016: Group and Company £25,300,000). Based on historical experience and the low level of default, the credit quality of financial assets that are neither past due or impaired is considered to be very high.

# Hierarchy disclosure under IFRS 7

The fair value of financial instruments is based on mark to market information and considered to be at level 2 in terms of the hierarchy measurement requirements of IFRS 7, set out below:

- Level 1 quoted prices (unadjusted) in active markets for identical assets and liabilities.
- Level 2 inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices).
- Level 3 inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs).

# Capital Management and Liquidity risk

The Group's objectives in managing capital are to safeguard its ability to continue as a going concern and provide returns to its shareholder. This is reviewed on a regular basis in the context of available facilities.

Liquidity risk is the risk that the Group may not be able to settle or meet its obligations on time or at a reasonable price. The Group's finance department is responsible for management of liquidity risk, which includes funding, settlements, related processes and policies. The Group manages liquidity risk by maintaining adequate reserves and monitoring actual cash flow against forecast. In addition, the Group has negotiated a revolving credit facility of £36,000,000 until 28 February 2018, of which £28,000,000 was drawn down at 31 March 2017. It is anticipated that this will be sufficient to meet future requirements in conjunction with an overdraft facility of £20million.

The table below analyses the Group's financial liabilities and net-settled derivative financial liabilities into relevant maturity groupings based on the remaining year at 31 March to the contractual maturity date.

GROUP At 31 March 2017	Less than 1 year £'000	Between 1 and 2 years	Between 3 and 5 years	Over 5 years
Damas in as		£'ooo	£'ooo	£'000
Borrowings	28,000	-	-	-
Derivative financial instruments	2,028	-	-	-
Trade and other payables	40,096	-	-	-
COMPANY	Less than 1	Between 1 and	Between 3 and	Over 5 years
At 31 March 2017	year	2 years	5 years	
<u></u> <u></u>	£'000	£'000	£'000	£'ooo
Borrowings	28,000	-	_	_
Derivative financial instruments	2,028	-	-	-
Trade and other payables	39,692	-	-	-
GROUP AND COMPANY	Less than 1	Between 1 and	Between 3 and	Over 5 years
At 31 March 2016	year	2 years	5 years	
	£'ooo	£'ooo	£'000	£'000
Borrowings	4,506	30,000	-	-
Derivative financial instruments	2,087	-	-	~
Trade and other payables	27,189	-	-	-

#### Fair values

Set out in the following table is a comparison by category of fair values of financial instruments recognised in the financial statements at 31 March.

Fair value of cash and cash equivalents, trade receivables and payables are deemed to be approximately their book value due to their short-term maturity.

Fair value of commodity hedges is calculated as the present value of the estimated future cash flows. The fair value of foreign exchange forward contracts is determined using forward exchange rates at the date of the Statement of Financial Position.

Categories of financial instruments

The table below identifies the carrying values at 31 March for each category of financial assets and liabilities. There is no significant difference between the carrying value and fair value in either year.

	Group	Company	Group and Company	
Ca	rrying value	Carrying value	Carrying value	
	2017	2017	2016	
	£'000	£'000	£'000	
Assets as per the Statement of Financial Position:				
Derivatives used for hedging	282	282	200	
Loans and receivables	202	202	200	
Trade and other receivables	32,444	33,936	25,316	
Derivatives at fair value through	446	446	410	
profit and loss	111	111	4	•
Cash and cash equivalents	7,100	6,803	-	
•				•
Liabilities as per the Statement of				
Financial Position:				
Bank overdraft	-	-	(4,506)	
Borrowings	(28,000)	(28,000)	(30,000)	
Derivatives used for hedging	(395)	(395)	(864)	
Derivatives at fair value through	(1,633)	(1,633)	(1,223)	
profit and loss				
Trade and other payables	(40,096)	(39,692)	(27,189)	
Note 25				
SHARE CAPITAL AND SHARE PREMIUM	1			
GROUP AND COMPANY				
Allotted, Called Up and fully paid (£1 each)	)			
			Number of shares	Ordinary shares
				£'000
At 1 April 2016 and 31 March 2017		,	6,000,001	6,000
			2017	2016
			£'000	£'000
Share premium account			39,319	39,319

#### Note 26

**ULTIMATE CONTROLLING PARTY** 

The ultimate controlling party of The Royal Mint Limited is HM Treasury.

The parent entity of The Royal Mint Limited is the Royal Mint Trading Fund. The largest and smallest group for which financial statements are prepared of which The Royal Mint Limited is a subsidiary is the Royal Mint Trading Fund. The financial statements can be obtained by contacting The Royal Mint using the details on page 3 or by visiting royalmint.com.

# Note 27

COMPANY'S DOMICILE, LEGAL FORM AND COUNTRY OF INCORPORATION

The Company is limited by shares and registered in England and Wales and is domiciled in the United Kingdom.

# Note 28

**GROUP AND COMPANY** 

EVENTS OCCURRING AFTER THE REPORTING PERIOD

On 22 May 2017, the Board approved the payment of a dividend of £4.0m.