

Otter Products UK Limited
Report and Financial
Statements
for the financial year ended
31 December 2018

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OTTER PRODUCTS UK LIMITED

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OTTER PRODUCTS UK LIMITED

DIRECTORS AND OTHER INFORMATION

DIRECTORS

Niall O'Donovan (Ireland)
James Parke (US)
Barrie Collins (Ireland)

REGISTERED OFFICE

3rd Floor
1 Ashley Road
Altrincham
Cheshire
United Kingdom
WA14 2DT

SECRETARY

Claire Lyons

ACCOUNTANTS

Mazars
Chartered Accountants
98 Henry Street
Limerick
Ireland

BANKERS

Dankse Bank ICS UK
75 King William Street
London
EC4N 7DT

SOLICITORS

Walker Morris LLP
Kings Court
12 King Street
Leeds
LS1 2HL

REGISTERED NUMBER

09029650

OTTER PRODUCTS UK LIMITED

DIRECTORS' REPORT

The directors present their report together with the financial statements for the financial year ended 31 December 2018. These financial statements reflect the performance of Otter Products UK Limited for the financial year ended 31 December 2018. The registration number of the company is 09029650.

1. PRINCIPAL ACTIVITIES

The principal activity of the company is the provision of sales and marketing support to its parent company Otter Products EMEA Unlimited Company – Ireland.

2. DIRECTORS AND SECRETARY

In accordance with the constitution the directors are not required to retire by rotation. The directors who served at any time during the financial year were:

Niall O'Donovan (Ireland)
James Parke (US)
Barrie Collins (Ireland)

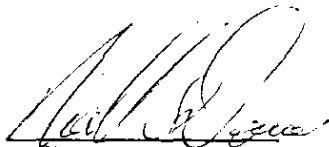
3. INTERESTS OF DIRECTORS AND SECRETARY

The directors and secretary, who held office at the end of the financial year, had no interests in the shares of the company at the beginning or end of the financial year.

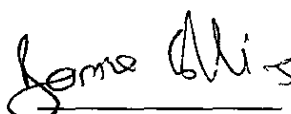
4. SPECIAL PROVISIONS RELATING TO SMALL COMPANIES

The above report has been prepared in accordance with the special provisions relating to small companies within Part 15 of the Companies Act 2006.

On behalf of the Board



Niall O'Donovan
Director



Barrie Collins
Director

17 April 2019

OTTER PRODUCTS UK LIMITED

DIRECTORS' RESPONSIBILITIES STATEMENT

The directors are responsible for preparing the Annual Report in accordance with UK law and regulations.

UK company law requires the directors to prepare financial statements for each financial year. Under the law, the directors have elected to prepare the company's financial statements in accordance with Companies Act 2006 and IFRS issued by the International Accounting Standards Board, as adopted by the EU and promulgated by the Institute of Chartered Accountants in Ireland. 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 assets, liabilities and financial position of the company as at the financial year end date and otherwise comply with the Companies Act 2006.

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

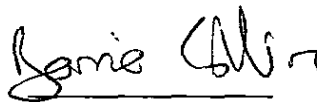
- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether the financial statements have been prepared in accordance with applicable accounting standards, identify those standards, and note the effect and the reasons for any material departure from those standards; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business.

The directors are responsible for ensuring that the company keeps or causes to be kept adequate accounting records which correctly explain and record the transactions of the company, enable at any time the assets, liabilities, financial position and profit or loss of the company to be determined with reasonable accuracy, enable them to ensure that the financial statements comply with the Companies Act 2006 and enable the financial statements to be prepared. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities. The directors are responsible for the maintenance and integrity of the corporate and financial information included on the company's website. Legislation in United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

On behalf of the Board



Niall O'Donovan
Director



Barrie Collins
Director

17 April 2019

ACCOUNTANTS' REPORT

to the Board of Directors on the unaudited financial statements of Otter Products UK Limited for the year ended 31 December 2018

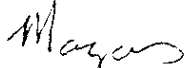
In accordance with our engagement letter dated 11 February 2019 and in order to assist you to fulfil your duties under the Companies Act 2006, we have prepared for your approval the financial statements of the company for the year ended 31 December 2018 which comprise the Statement of Profit and Loss and Statement of Comprehensive Income, the Statement of Financial Position, the Statement of Changes in Equity, the Statement of Cash Flows and the related notes from the company's accounting records and from information and explanations you have given to us.

This report is made solely to the Board of Directors of Otter Products UK Limited, as a body, in accordance with the terms of our engagement. Our work has been undertaken solely to prepare for your approval the financial statements of Otter Products UK Limited and state those matters that we have agreed to state to the Board of Directors of Otter Products UK Limited, as a body, in this report in accordance with the guidance of Chartered Accountants Ireland. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than Otter Products UK Limited and its Board of Directors, as a body, for our work or for this report.

We have carried out this engagement in accordance with guidance issued by Chartered Accountants Ireland and have complied with the ethical guidance laid down by Chartered Accountants Ireland relating to members undertaking the compilation of financial statements.

It is your duty to ensure that Otter Products UK Limited has kept adequate accounting records and to prepare statutory financial statements that give a true and fair view of the assets, liabilities, financial position and profit of Otter Products UK Limited. You consider that Otter Products UK Limited is exempt from the statutory audit requirement for the year.

We have not been instructed to carry out an audit or a review of the financial statements of Otter Products UK Limited. For this reason, we have not verified the accuracy or completeness of the accounting records or information and explanations you have given to us and we do not, therefore, express any opinion on the statutory financial statements.


MAZARS
Chartered Accountants
98 Henry Street
Limerick

Date: 02nd May 2019

OTTER PRODUCTS UK LIMITED

STATEMENT OF PROFIT AND LOSS & STATEMENT OF COMPREHENSIVE INCOME

	Note	31 December 2018 £GBP	31 December 2017 £GBP
REVENUE	4	622,269	487,070
Operating expenses		<u>(581,561)</u>	<u>(455,206)</u>
PROFIT BEFORE TAX		40,708	31,864
Income Tax credit/ (expense)	6	<u>(11,201)</u>	<u>(9,637)</u>
TOTAL COMPREHENSIVE INCOME (attributable to the equity holders of the Company)		<u>29,507</u>	<u>22,227</u>

All the above activities derive from continuing operations of the Company.

OTTER PRODUCTS UK LIMITED

STATEMENT OF FINANCIAL POSITION

	Note	31 December 2018 £GBP	31 December 2017 £GBP
ASSETS			
CURRENT ASSETS			
Trade and other receivables	7	115,656	85,814
Cash and cash equivalents	8	<u>24,148</u>	<u>22,716</u>
		<u>139,804</u>	<u>108,530</u>
TOTAL ASSETS		<u>139,804</u>	<u>108,530</u>
EQUITY AND LIABILITIES			
Equity attributable to owners of the parent			
Called up share capital presented as equity	9	6	6
Retained earnings		<u>76,305</u>	<u>46,798</u>
Total equity		<u>76,311</u>	<u>46,804</u>
LIABILITIES			
CURRENT LIABILITIES			
Trade and other payables	10	<u>63,493</u>	<u>61,726</u>
TOTAL EQUITY AND LIABILITIES		<u>139,804</u>	<u>108,530</u>

These financial statements have been prepared in accordance with the special provisions relating to small companies within Part 15 of the Companies Act 2006.

For the financial year ended 31 December 2018, the company was entitled to exemption from audit under section 479A of the Companies Act 2006 relating to subsidiary companies.

The directors confirm that the members have not required the company to obtain an audit of its financial statements for the year in question in accordance with section 476 of the Companies Act 2006.

The directors acknowledge their responsibilities for ensuring that the company keeps accounting records which comply with section 386 and for preparing financial statements which give a true and fair view of the state of affairs of the company as at the end of the financial year and of its profit and loss for the financial year in accordance with the requirements of sections 394 and 395 and which otherwise comply with the requirements of the Companies Act 2006 relating to financial statements, so far as applicable to the company.

On behalf of the Board



Niall O'Donovan
Director



Barrie Collins
Director

17 APRIL 2019

OTTER PRODUCTS UK LIMITED

STATEMENT OF CHANGES IN EQUITY

	Called Up Share Capital	Retained earnings	Total
	£GBP	£GBP	£GBP
At 1 January 2017			
Balance	6	24,571	24,577
Total comprehensive income	=	<u>22,277</u>	<u>22,227</u>
At 31 December 2017	6	46,798	46,804
Total comprehensive income	=	<u>29,507</u>	<u>29,507</u>
At 31 December 2018	<u>6</u>	<u>76,305</u>	<u>76,311</u>

All amounts are attributable to equity holders of the Company.

OTTER PRODUCTS UK LIMITED

STATEMENT OF CASH FLOWS

		31 December 2018 £GBP	31 December 2017 £GBP
	Note		
CASHFLOWS FROM OPERATING ACTIVITIES			
Profit for the Year		29,507	22,227
CHANGES IN WORKING CAPITAL			
Movement in trade and other receivables		(29,842)	(41,130)
Movement in trade and other payables		(883)	9,435
Tax on profit on ordinary activities		<u>11,201</u>	<u>9,637</u>
NET CASH FLOW FROM OPERATING ACTIVITIES		9,983	169
Income tax (paid) / refund		<u>(8,551)</u>	<u>4,235</u>
NET CASH GENERATED FROM OPERATING ACTIVITIES		<u>1,432</u>	<u>4,404</u>
NET INCREASE IN CASH AND CASH EQUIVALENTS		1,432	4,404
Cash and cash equivalents at beginning of year		<u>22,716</u>	<u>18,312</u>
CASH AND CASH EQUIVALENTS AT END OF YEAR	8	<u>24,148</u>	<u>22,716</u>

OTTER PRODUCTS UK LIMITED

NOTES TO THE FINANCIAL STATEMENTS

These notes form an integral part of and should be read in conjunction with the accompanying financial statements.

1. GENERAL

Otter Products UK Limited (the "Company") is a private company limited by shares incorporated in England. The registered address of the Company is at 3rd Floor, 1 Ashley Road, Altrincham, Cheshire, United Kingdom, WA14 2DT.

The principal activity of the Company is that of providing sales & marketing support to its parent, Otter Products EMEA Unlimited Company. These financial statements are separate financial statements prepared in accordance with International Financial Reporting Standards ("IFRS"). All figures in the financial statements are rounded to the nearest Pound (£) for presentation purposes.

The financial statements of the Company for the financial year ended 31 December 2018 were authorised for issue by the Board of Directors on 16 April 2019.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

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

2.1 BASIS OF PREPARATION AND STATEMENT OF COMPLIANCE

The financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") and interpretations issued by the IFRS Interpretation Committee ("IFRS IC") applicable to companies reporting under IFRS. The financial statements comply with IFRS as issued by the International Accounting Standards Board and as adopted by the EU, and Companies Act 2006.

They are prepared on a historical cost basis except as disclosed in the accounting policies below.

The financial statements of the Company and the statement of financial position of the Company are presented in Pound (£) which is also the functional currency of the Company.

Recent accounting pronouncements

The IASB have issued the following standards, policies, interpretations and amendments which were effective for the Company for the first time in the financial year ended 31 December 2018:

- Amendments to IFRS 9: Replacement of IAS 39 in relation to financial instruments.
- IFRS 15: Revenue from contracts with customers
- New interpretation in respect of IFRIC 22: Foreign currency transactions and advance considerations
- Amendments to IFRS 2: Classification and measurement of share-based payment transactions
- Amendments to IAS 40: Transfers of investment property

The adoption of the above new standards and interpretations did not have a significant impact on the Company's financial statements.

New standards amendments and interpretation not yet effective

The following Adopted IFRSs have been issued but have not been applied in these financial statements. Their adoption is not expected to have a material effect on the financial statements:

- Amendments to IFRS 9: Additional disclosures relating to prepayment features with Negative Compensation (effective 1 January 2019)
- Amendments to IAS 28: Long-term interests in associates and joint ventures (effective 1 January 2019).

OTTER PRODUCTS UK LIMITED

NOTES TO THE FINANCIAL STATEMENTS

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

- Amendments to IFRS 10 and IAS 28: Sale or Contribution of Assets between an Investor and its Associate or Joint Venture (Deferred indefinitely)
- IFRS 16: Leases. Supersedes IAS 17 (effective 1 January 2019)
- IFRS 17: Insurance Contracts. Supersedes IFRS 4 (effective 1 January 2021)
- New Interpretation in respect of IFRIC 23: Uncertainty over Income Tax Treatments (effective date 1 January 2019)
- Amendments to IFRS 3 and 11: clarification around when an entity obtains control of a business that is a joint venture (effective date 1 January 2019)
- Amendments to IAS 12: clarification in relation to income tax consequences of dividends (effective date 1 January 2019)
- Amendments to IAS 23: clarification in relation to outstanding borrowings on assets ready for sale (effective date 1 January 2019)
- Amendment to IAS 19: Plan amendment, curtailment or settlement (effective date 1 January 2019)

2.2 REVENUE RECOGNITION

Revenue is recognised as a service income. It is a cost plus mark up of 7% of costs.

2.3 RETIREMENT BENEFIT COSTS

Payments to defined contribution retirement pension scheme. The assets of the scheme are held separately of those from the company in an independently administered fund. Contributions are charged to the Profit & Loss account as they become payable, in accordance with the rules of the scheme.

2.4 EMPLOYEE LEAVE ENTITLEMENT

Employee entitlements to annual leave are recognised when they accrue to employees. A provision is made for the estimated liability for annual leave as a result of services rendered by employees up to the end of the financial year.

2.5 INCOME TAX

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

The tax currently payable is based on taxable profit for the financial year. Taxable profit differs from profit as reported profit or loss because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are not taxable or tax deductible. The Company's liability for current tax is calculated using tax rates (and tax laws) that have been enacted or substantively enacted in countries where the Company operate by the end of the financial year.

Deferred tax is recognised on the differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit, and are accounted for using the balance sheet liability method. Such assets and liabilities are not recognised if the temporary difference arises from goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

Deferred tax liabilities are recognised on taxable temporary differences arising on investments in subsidiaries and associates, and interests in joint ventures, except where the Company is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future

OTTER PRODUCTS UK LIMITED

NOTES TO THE FINANCIAL STATEMENTS

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

A deferred income tax asset is recognised to the extent that it is probable that future taxable profit will be available against which the deductible temporary differences and tax losses can be utilised. The carrying amount of deferred tax assets is reviewed at the end of each financial year and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset realised based on the tax rates (and tax laws) that have been enacted or substantively enacted by the end of the financial year and based on the tax consequence that will follow from the manner in which the Company expects, at the end of the financial year, to recover or settle the carrying amounts of its assets and liabilities. Deferred tax is charged or credited to profit or loss, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity, or where they arise from the initial accounting for a business combination. In the case of a business combination, the tax effect is taken into account in calculating goodwill or determining the excess of the acquirer's interest in the net fair value of the acquiree's identifiable assets, liabilities and contingent liabilities over cost.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority and the Company intends to settle its current tax assets and liabilities on a net basis.

Revenue, expenses and assets are recognised net of the amount of sales tax except:

- when the sales tax that is incurred on purchases is not recoverable from the tax authorities, in which case the sales tax is recognised as part of cost of acquisition of the asset or as part of the expense item as applicable; and
- Receivables and payables that are stated with the amount of sales tax included.

2.6 FOREIGN CURRENCY TRANSACTIONS AND TRANSLATIONS

In preparing the financial statements, transactions in currencies other than the entity's functional currency, Sterling, (foreign currencies) are recognised at the rates of exchange prevailing at the transaction dates. At the end of the reporting period, monetary assets and liabilities denominated in foreign currencies are retranslated at the rates prevailing at that date.

Exchange differences on monetary assets and liabilities are recognised in the profit and loss account in the financial period in which they arise. Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are not retranslated.

2.7 FINANCIAL INSTRUMENTS

Financial assets and financial liabilities are recognised when the company becomes a party to the contractual provisions of the instrument.

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

Financial assets and liabilities

All financial assets and liabilities are initially measured at transaction price (including transaction costs), except for those financial assets classified as at fair value through profit or loss, which are initially measured at fair value (which is normally the transaction price excluding transaction costs), unless the arrangement constitutes a financing transaction.

NOTES TO THE FINANCIAL STATEMENTS

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

If an arrangement constitutes a financing transaction, the financial asset or financial liability is measured at the present value of the future payments discounted at a market rate of interest for a similar debt instrument.

Financial assets and liabilities are only offset in the balance sheet when, and only when there exists a legally enforceable right to set off the recognised amounts and the company intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

Derecognition of financial assets

The Company derecognises a financial asset only when the contractual rights to the cash flows from the asset expire, or it transfers the financial asset and substantially all the risks and rewards of ownership of the asset to another entity. If the Company neither transfers nor retains substantially all the risks and rewards of ownership of the financial asset and continues to control the transferred asset, the Company recognises its retained interest in the asset and an associated liability for amounts it may have to pay. If the Company retains substantially all the risks and rewards of ownership of a transferred financial asset, the Company continues to recognise the financial asset and also recognises a collateralised borrowing for the proceeds receivables.

Ordinary share capital

Ordinary share capital is classified as equity. Incremental costs directly attributable to the issue of ordinary shares and share options are recognised as a deduction from equity.

2.8 CASH AND CASH EQUIVALENTS

Cash and cash equivalents comprise cash on hand and demand deposits and other short-term highly liquid investments which are readily convertible to known amounts of cash and are subject to insignificant risk of changes in value.

2.9 PROVISIONS

Provisions are recognised when the Company has a present legal or constructive obligation as a result of a past event, it is probable that the Company will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation. The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the end of the financial year, taking into account the risks and uncertainties surrounding the obligation. Where a provision is measured using the cash flows estimated to settle the present obligation, its carrying amount is the present value of those cash flows, which is discounted using a pre-tax discount rate.

When some or all of the economic benefits required to settle a provision are expected to be recovered from a third party, the receivable is recognised as an asset if it is virtually certain that reimbursement will be received and the amount of the receivable can be measured reliably. Changes in the estimated timing or amount of the expenditure or discount rate are recognised in profit or loss as they arise.

3. CRITICAL ACCOUNTING JUDGMENTS AND KEY SOURCES OF ESTIMATION AND UNCERTAINTY

The Company made judgements, estimates and assumptions about the carrying amounts of assets and liabilities that were not readily apparent from other sources in the application of the Company's accounting policies. Estimates and judgements are continually evaluated and are based on historical experience and other factors that are considered to be reasonable under the circumstances. Actual results may differ from the estimates. Judgements and estimates are continually reviewed and are based on historical experiences and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

OTTER PRODUCTS UK LIMITED

NOTES TO THE FINANCIAL STATEMENTS

3.1 KEY SOURCES OF ESTIMATION AND UNCERTAINTY

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 discussed below.

(i) Provision for income taxes

The company makes a provision in the accounts for the expected income tax charge. The company uses estimates based on current corporation tax rates applied to the profit levels for the year. Additional factors taken into account are based on prior year calculations. Any adjustment required following the finalisation of the tax position are adjusted for in the following financial year. The tax charge for the financial year ended 31 December 2018 is £11,201 (2017: £9,637).

(ii) Provision for accruals

For uncertain accruals at each period end, an estimate is made based on historical experience in determining the expense to be accrued. This is reviewed regularly and adjusted as necessary to reflect current thinking on expected values. Included in the payables balance sheet figure is the accruals balance for the financial year ended 31 December 2018 of £49,371 (2017: £48,756).

4. REVENUE

	Year ended 31 December 2018 £	Year ended 31 December 2017 £
CONTINUING OPERATIONS		
Sale of services	<u>622,269</u>	<u>487,070</u>

The total revenue of the Company for the financial year analysed geographically between markets as follows:

	Year ended 31 December 2018 £	Year ended 31 December 2017 £
Service Income - Europe	<u>622,269</u>	<u>487,070</u>

5. STAFF NUMBERS AND COSTS**Employee information**

The average monthly number of persons, (including executive directors) employed by the Company during the financial year was:

	Year ended 31 December 2018 No.	Year ended 31 December 2017 No.
General and administration	<u>4</u>	<u>3</u>

At the date of signing the financial statements the number of persons engaged by the Company was 5 (2017: 3).

OTTER PRODUCTS UK LIMITED

NOTES TO THE FINANCIAL STATEMENTS

5. STAFF NUMBERS AND COSTS - continued**Employee benefit expense**

The aggregate payroll cost for these persons (including directors) was as follows:

	Year ended 31 December 2018 £	Year ended 31 December 2017 £
Wages and salaries	413,000	325,015
Social welfare costs	50,761	38,252
Other retirement benefits	<u>9,371</u>	<u>2,967</u>
	<u>473,132</u>	<u>366,234</u>

The Company operates a defined benefit pension scheme for employees. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension charge for the financial year for employees across the Company was £9,371 (2017: £2,967).

6. TAX ON PROFIT ON ORDINARY ACTIVITIES

The tax charge for the financial year is higher than the charge that would result from applying the standard rate of UK corporation tax to the profit on ordinary activities. The differences are explained as follows:

	Year ended 31 December 2018 £	Year ended 31 December 2017 £
Profit on ordinary activities before taxation	<u>40,708</u>	<u>31,864</u>
Profit on ordinary activities multiplied by Standard rate of corporation tax in UK – 19%	7,735	6,054
Effects of:		
Expenses and income not deductible (allowable) for tax purposes	3,466	3,583
Total tax (credit)/charge for the financial year	<u>11,201</u>	<u>9,637</u>

OTTER PRODUCTS UK LIMITED

NOTES TO THE FINANCIAL STATEMENTS

7. TRADE AND OTHER RECEIVABLES

	2018 £	2017 £
Current		
Amount receivable from group undertakings	115,013	83,697
Prepayments and other debtors	6	1,330
VAT	<u>637</u>	<u>787</u>
	<u>115,656</u>	<u>85,814</u>

Trade and other receivables are non-interest bearing and are generally due within 30-90 days. The fair value of trade and other receivables approximates to their carrying amounts due to their short-term nature. The maximum exposure to credit risk at the reporting date is the carrying value of each class of receivable.

8. CASH AND CASH EQUIVALENTS

	2018 £	2017 £
Bank balances	<u>24,148</u>	<u>22,716</u>

For the purpose of presenting the statement of cash flows, cash and cash equivalents comprise only the above amounts at the end of the financial year.

9. CALLED-UP SHARE CAPITAL PRESENTED AS EQUITY

	2018 £	2017 £
Authorised		
1,000 Ordinary shares of \$0.01 each	<u>6</u>	<u>6</u>
Allotted, called up and fully paid		
1,000 Ordinary shares of \$0.01 each	<u>6</u>	<u>6</u>

Otter Products UK Limited has one class of ordinary shares and these shares are not redeemable. The rights to the ordinary shares of the company are as follows:

- Equal rights to attend and vote in all shareholder meetings.
- Equal rights to participate in any dividends.
- Equal rights to participate in any profit distribution on wind up of the company.
- One share, one vote in any poll or voting as a show of hands in a shareholder meeting.

10. TRADE AND OTHER PAYABLES

	2018 £	2017 £
Trade payables	1,227	3,569
Taxation	11,536	8,886
Other payables and accruals	<u>50,730</u>	<u>49,271</u>
	<u>63,493</u>	<u>61,726</u>

The carrying amounts of trade and other payables approximate their fair value largely due to their short-term nature.

OTTER PRODUCTS UK LIMITED

NOTES TO THE FINANCIAL STATEMENTS

10. TRADE AND OTHER PAYABLES - continued

The repayment terms of trade payables vary between on demand and 90 days. No interest is payable on trade payables.

The terms of other payables and accruals are based on the underlying contracts.

11. RELATED PARTY TRANSACTIONS

Total service income received from Otter Products EMEA during the year ended 31st December 2018 is disclosed in note 4. Amounts due from Otter Products EMEA as at 31 December 2018 total £115,013 (2017: £83,697).

The receivables at financial year end arise from sales transactions within the ordinary course of business. The receivables are unsecured in nature and bear no interest and are repayable within normal credit terms.

Key management compensation

For the purposes of the disclosure requirements of IAS 24, the term 'key management personnel' (i.e. those persons having authority and responsibility for planning, directing and controlling the activities of the company) comprises the Board of Directors which manages the business and affairs of the company, as set out on page 2.

Remuneration of key management personnel is borne by the parent company.

12. CAPITAL MANAGEMENT POLICIES AND OBJECTIVE

Capital management

The Company's and Company's objectives when managing capital are to safeguard the Company's and Company's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

The capital structure of the Company consists of equity attributable to owners of the Company, comprising issued capital and reserves.

There were no changes in the Company's and Company's approach to capital management during the year.

13. PARENT AND ULTIMATE PARENT COMPANY

The company's immediate parent company is Otter Products EMEA Unlimited Company. The address of Otter Products EMEA Unlimited Company is 3rd Floor, 2 George's Quay, Cork, Ireland.

The company's ultimate parent undertaking is Otter Products EMEA Holdings Limited.

The smallest group in which the results of the company are consolidated is Otter Products EMEA Unlimited Company.

The ultimate controlling parties are three trusts controlled by the Richardson family which are registered in the British Virgin Islands.

14. APPROVAL OF FINANCIAL STATEMENTS

The financial statements were approved by the directors on 16 April 2019

SUPPLEMENTARY INFORMATION RELATING TO THE FINANCIAL STATEMENTS.

SCHEDULES: DETAILED COMPANY PROFIT AND LOSS STATEMENT.

	Year ended 31 Dec 2018 £GBP	Year ended 31 Dec 2017 £GBP
Revenue	622,269	487,070
Total Turnover	<u>622,269</u>	<u>487,070</u>
Direct and operating expenses		
Wages and salaries	463,761	363,267
Pension	9,371	2,967
Telephone	6,274	6,757
Office costs	2,112	2,244
Travel and subsistence	83,806	61,760
Legal and professional fees	1,041	1,233
Audit, tax and company secretarial fees	11,060	14,152
Bank charges	506	509
Sundry expenses	<u>3,630</u>	<u>2,317</u>
	<u>581,561</u>	<u>455,206</u>
Profit on ordinary activities before taxation	40,708	31,864
Taxation	<u>11,201</u>	<u>9,637</u>
Profit on ordinary activities after taxation	<u>29,507</u>	<u>22,227</u>

OTTER PRODUCTS UK LIMITED

SUPPLEMENTARY INFORMATION

RELATING TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2018