

# **ECO Animal Health Group plc**

Annual report and accounts 2016



... applying science carefully

1 July 2016

## ECO Animal Health Group plc ("ECO") (AIM: EAH)

### Results for the year ended 31 March 2016

### ECO ANIMAL HEALTH REPORTS ANOTHER STRONG PERFORMANCE

### **HIGHLIGHTS**

### **Financials**

- 51% increase in pre tax profit to £7.7m (2015: £5.1m)
- 21% increase in sales to £47.1m (2015: £39.0m)
- 21% increase in gross profit to £21.0m (2015: £17.5m) maintaining margin
- 29% increase in adjusted EBITDA to £11.1m (2015: £8.6m)
- 27% increase in second interim dividend to 3.80p (2015: 3.0p) making total dividend for the
- year up 20% to 5.7p (2015:4.75p)
- Strong cash generation from operations
- Net cash of £16.0 million at year end

### **Operations**

- Demand for Aivlosin® continues to grow strongly with sales up 22%
- New marketing authorisations gained in USA and Europe (post period end)
- Strong performances in all major geographic areas
- Continued investment in product development and stockholding to support growth

Peter Lawrence, Executive Chairman of ECO Animal Health Group plc, commented:

"The new financial year has started well with sales maintaining momentum. The recent weakness in the value of sterling may benefit ECO as virtually all our sales and majority of costs arise locally in dollars, RMB or the euro. Our newly gained approvals for Aivlosin should provide another platform for future growth and I look forward with confidence to ECO delivering another impressive performance."

### Contacts:

ECO Animal Health Group plc

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Peel Hunt LLP (Nominated Adviser)

Dan Webster, Adrian Trimmings, George Sellar 020 7418 8900

ECO Animal Health Group plc is a leader in the development, registration and marketing of pharmaceutical products for animals. Our products for these global growth markets promote well-being. Our financial goals are achieved through the careful and responsible application of science to generate value for our shareholders.

## **DIRECTORS AND ADVISORS**

Directors Peter Lawrence Chairman

Marc Loomes

Kevin Stockdale

Brett Clemo

Julia Trouse

David Danson

Anthony Rawlinson

Chief Executive

Finance Director

Executive Director

Executive Director

Non Executive Director

Non Executive Director

Non Executive Director –

Secretary Julia Trouse

Company Number 1818170

Registered office 78 Coombe Road

New Malden

Surrey KT3 4QS

Registered auditors Kreston Reeves LLP

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London EC1Y 4YX

Registrars Share Registrars Limited

Suite E, First Floor 9 Lion and Lamb Yard

Farnham Surrey GU9 7LL

Bankers Natwest plc

Mitcham Branch 282 London Road

Mitcham Surrey CR4 2ZP

Nominated Adviser

And Broker Moor House

120 London Wall

Peel Hunt LLP

London EC2Y 5ET

## CHAIRMAN'S STATEMENT FOR THE YEAR ENDED 31 MARCH 2016



I am again delighted to report that ECO Animal Health Group has delivered a record set of results. Profit before tax increased by over 51 per cent compared to the previous year and, for the second successive year, ECO has achieved sales growth in excess of 20 per cent. This growth record is reflected in the rising market capitalisation of your company, which recently exceeded £260m, placing it among the 60 largest companies traded on London's AIM market.

ECO is a global business, selling its products in almost sixty countries. The US dollar and the Chinese RMB each account for approximately 30 per cent of sales, followed by the euro at around 15 per cent. Less than 3 per cent of sales are invoiced in sterling.

### **Financial Performance**

Sales for the year increased by almost 21 per cent to £47.1m (2015: £39m). Earnings before interest, tax, depreciation, amortisation, non-controlling (minority) interests, foreign exchange and share based payments (EBITDA) were £11.1m (2015: £8.6m), an increase of 29 per cent. Cash generated from operations remained positive at £3.2m for the year - this was achieved despite our planned programme of investment in both new technology and an increase in strategic stock holding to support our growth. Pre-tax profits rose over 51 per cent to £7.7m (2015: £5.1m) and earnings per share increased 42 per cent to 9.71 pence per share. Gross profit increased by 21% to £21 million maintaining margin.

The Board is pleased to declare a second interim dividend of 3.80 pence per share to be paid on 5 October 2016 to shareholders on the register on 9 September 2016. The total dividend for the year of 5.7 pence per share (2015: 4.75 pence) is 20 per cent above the level of last year and reflects the Board's continued confidence in the growth potential of the Company and its desire to implement a progressive dividend policy.

### Marketing and development

ECO operates in a market segment that provides essential medications to the global animal protein production industry, which seeks to meet ever growing demand. These treatments, when used under veterinary supervision, help ensure animal health, welfare and food safety. The company is now realising the commercial benefit from its investment, totalling some £60m, made over many years in the intellectual property inherent in Aivlosin®, its patented molecule. Aivlosin® is used for the treatment of economically important diseases of pigs and poultry and is prescribed under veterinary control at low, yet efficacious, dose rates for the short duration treatment of specified diseases.

We now hold over six hundred marketing authorisations around the globe and our focus is to capitalise on the sales potential of these assets. The benefit to ECO of such a high investment cost and the lengthy time scale associated with obtaining marketing authorisations is the barrier to entry it creates for potential competition.

In March 2016, we announced the granting of a marketing authorisation for Aivlosin® Type A Medicated Article (or Premix) formulation in the United States by the Center for Veterinary Medicine of the Food & Drug Administration. This second drug licence in the USA is for the treatment of ileitis, an enteric (gut) disease in swine. This approval complements the first licence, which was for the water soluble presentation of Aivlosin®. Importantly, with global concerns about the use of antibiotics in food production animals, both formulations meet all the guidelines for the responsible use of antimicrobials. These treatments are under the strict control of veterinarians and have low, yet highly effective, therapeutic dose rates, short treatment durations and a zero day drug withholding period. The overall and desired beneficial effect is to reduce the level of antibiotics used in the production of food.



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In April 2016, after the year end, we received a positive opinion from the Committee for Medicinal Products for Veterinary Use of the European Medicines Agency for the use of Aivlosin® 625 mg/g



water soluble granules in chickens laying eggs for human consumption, with formal approval granted in June 2016. This licence was also given a zero drug withdrawal period which means that the eggs can still be collected from treated and recovering laying birds and sent to market. These licenses, once commercial layers are approved in the key global egg producing markets, have the potential to generate significant revenue.

We have continued to invest in our product development project pipeline which encompasses the roll out of existing approvals into new geographies, new disease indications for pigs and poultry and new species, all of which should offer continuing growth opportunities for sales of our patented medication.

### **Operations**

Worldwide revenue growth was derived from existing licenses in the major food producing regions that we serve, with strong performances in all major territories. Sales of Aivlosin®, our flagship antibiotic, increased by 22 per cent compared with the same period last year. Sales of Aivlosin® in North America, a region that accounts for more than one third of Aivlosin's® potential market, grew by 11 per cent during a year of unusually mild weather and consequently low disease pressure. The approval, after the year end, of Aivlosin® Type A Medicated Article (or Premix) formulation in the United States will enable us to build on the excellent start that we have made in this key market.

Sales in the Far East were up by 34 per cent. In China, our subsidiary, Zhejiang ECO Biok Animal Health Products, which was established over a decade ago, had another extremely successful year with sales rising almost 35 per cent, buoyed by the recent high price of pork and increased investment by producers in high value breeding stock. In Japan sales grew by nearly 15 per cent driven by increased volume. Following the acquisition in 2014 of our Southeast Asian distributor, revenue from this region advanced by 40 per cent. The performance was boosted by a strategic business review and investment in additional staff.

In Latin America revenue grew by 16 per cent. ECO Brazil had another good year with sales up 17 per cent although there was a softening of demand in the last quarter in the face of increasing political and economic uncertainty. Our subsidiary in Mexico continued to demonstrate growth despite the difficult economic climate with sales increasing by 26 per cent compared with the previous year.

In Europe, sales grew by close to 9 per cent driven by increased Aivlosin® penetration, notably to customers in Denmark, Germany, Poland, Spain and the UK.

### **People**

On behalf of all shareholders I would like to thank our people worldwide for their individual contribution to the results. Their team working and dedicated commitment underpin our performance and generate considerable optimism for the future of ECO.

It is unusual to highlight individual performances but I will break that rule to thank Tony Chen, managing director of our ECO Shanghai operation, for his outstanding and loyal service to the company. Tony, who established our Shanghai office in 1994, has decided to step down and we wish him a long, happy and healthy retirement and thank him for his immense contribution to the success of ECO.

### **Outlook**

Following two years of record results, ECO has started the current year strongly with increasing demand for our specialist veterinary medications in our key global markets. The recent weakness in the value of sterling may benefit ECO as virtually all our sales and the majority of costs arise locally in dollars, RMB or the euro.

Our balance sheet remains robust with good cash generation, allowing us to invest in the business to ensure it is able to maximise efficiency and capitalise on market opportunities. Demand for Aivlosin®, our flagship patented treatment, is building rapidly and gives us great confidence in the future potential and long term growth of the business.

Peter A Lawrence 30th June 2016

## STRATEGIC REPORT FOR THE YEAR ENDED 31 MARCH 2016

### **Financial**

Group sales in the year to 31 March 2016 rose by over 20% to £47.1m. Our flagship, patented, therapeutic (disease treating) drug, Aivlosin, also rose by over 20% in sterling above the level of the previous year. This encouraging performance continues to reflect our strategic decision to focus primarily on our core high margin products and less on lower margin generics and therefore margins were substantially maintained on the increased business.

EBITDA (Earnings before interest, tax, depreciation, amortisation, share based payments, foreign exchange movements and non-controlling (minority) interests) is our main key performance indicator because we are required to amortise our drug registration costs even though we believe they are increasing in value and this figure increased over 29% to almost £11.1m, another new record for the company. Pre-tax profit increased by over 51% to £7.7m.

Group cash at the year end was £15.7m. Inventories were intentionally much higher than last year, which ensures continuity of supply of key products and will also delay the impact of a weaker sterling on the cost of goods bought in foreign currencies following the recent vote to leave the EU. The inventory figure also includes £925,000 of expenditure on a property that the group has acquired for renovation and resale. Management expect that the return will far exceed the rates available on bank deposits and expect to repeat the exercise as suitable opportunities arise.

### **Key Performance Indicators**

The key performance indicators ('KPIs') for the Group are those that communicate the financial performance and strength of the group as a whole to shareholders.

A summary of the KPI's is as follows:

Financial	2016	2015	2014
Revenue £m	47.1	39.0	31.9
Gross Profit £m	21.0	17.5	14.1
Gross Margin %	44.6	44.7	44.5
EBITDA £m	11.1	8.60	7.05
Cash balances, net of borrowing £m	15.7	17.7	18.2
Non Financial			
Health and Safety - major accidents reported to the board in the			
year	Nil	Nil	Nil

## STRATEGIC REPORT (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2016

### Currency

Under IFRS rules, financial assets at the period end are translated from foreign currencies using the period end exchange rates. It has been our practice not to convert the majority of the currency balances into sterling, but to use them to pay overseas suppliers in local currency and invest in the business. As expected, the currency losses experienced on bank balances during the year ended March 2015 did indeed reverse in the year ended March 2016.

#### **Risks and Uncertainties**

All businesses face a number of strategic and operational risks and uncertainties and the Board considers that the following could influence the Group's performance:

### **Currency Movements**

The Group exports its products to almost 60 countries and is exposed to movements in currency. It has not been the company's practice to convert currencies which are used for purchasing raw materials and services in those currencies and this acts as an extensive hedge against currency fluctuations.

### **Commercial Risks**

There is increasing pressure on veterinarians to prescribe medications appropriately and in accordance with the product label. Aivlosin® meets all current guidelines for the judicious and prudent use of antimicrobials for food producing animals and is never used in human health. The Group spends considerable effort and resource liaising with regulatory authorities and leading consultants to ensure that it remains compliant with all prescribing guidelines.

### **Supply Risks**

The Group is dependent on a small number of suppliers for some of its raw materials and maintains business interruption insurance in respect of each of these. In the longer term the Group continues to build strategic manufacturing partnerships internationally and has increased safety stock levels in order to protect its complex global supply chain.

### Dependence on key customers

The Group is dependent on a number of customers and distributors in each of the territories into which it sells. The loss of one or more of its key customers could result in lower than expected sales and have a significant impact on the scale of its operations. The Group seeks to minimise reliance on key territories and individual customers and distributors by expanding its sales base to new regions of the world, most recently by increasing its presence in South East Asia.

### **Disease**

Although outbreaks of diseases for which our products are indicated are generally beneficial to our sales, some disease outbreaks temporarily impact on production, disrupt the free movement of animals and affect trade. In the face of continued global demand for animal protein, however, any reduction in supply leads to increased prices and therefore benefits those who have taken effective measures to prevent or control the disease. In the medium term, most disease outbreaks are generally well controlled by appropriate intervention strategies.

### Timing of approval of marketing authorisations

Aivlosin® has been licenced for use in pigs and/or in poultry by Europe, the USA, Canada, Japan, China and by many other regulatory bodies globally but the exact timing of new approvals of marketing authorisations is difficult to predict. Regulatory authorities may submit additional questions or require supplementary trial work to be performed prior to granting of a license and this can lead to some delay. Therefore, considerable resource is devoted to our licensing work in order to address any issues that may arise in as timely a manner as is possible.

## STRATEGIC REPORT (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2016

### Strategy

ECO Animal Health Group plc is a leader in the development, registration and marketing of pharmaceutical products for animals. The company has developed into a significant UK based business with subsidiaries, joint operation and distributors in 60 countries. ECO has been granted over six hundred drug registrations around the world for its pharmaceutical products, which are principally, but not exclusively, for the treatment of various conditions in pigs and poultry. The company uses advanced science in order to offer a wide and effective range of specialist treatments, underpinned by strong customer service.

The company will continue to pursue organic growth by developing its markets and expanding its customer base. It will also continue to research and develop additional applications for its established and proven ranges of active pharmaceutical ingredients including new species. ECO will also consider acquisition opportunities as they arise, provided they meet its market, financial and strategic objectives.

### Post balance sheet event

The Company paid a dividend of £1,209,000 (net of £9,000 waived by the Employee Benefit Trust) on 4<sup>th</sup> April 2016 to its shareholders.

### Trading update and outlook

The current year has started well with major markets maintaining their rate of growth and particularly good demand from customers in China and North America (aided by the launch of Aivlosin Premix in the USA). The consequences of a weaker pound against the main currencies in which we trade following last week's vote to "leave" the EU will be largely beneficial for our business, as less than 3% of the group sales are in sterling.

Peter Lawrence Executive Chairman 30 June 2016

## CORPORATE GOVERNANCE FOR THE YEAR ENDED 31 MARCH 2016

### **Principles of Corporate Governance**

The Company is quoted on the AIM market of the London Stock Exchange and the Company is therefore not required to report on compliance with the UK Corporate Governance Code. However, the Directors support the UK Corporate Governance Code and are implementing many of the recommendations which are relevant to a business of the size of Eco Animal Health Group plc. The Board is committed to high standards of corporate governance.

#### The Board

At the 31st March 2016, the Board comprised of two Non-Executive Directors and five Executive Directors.

The composition of the board of directors as well as Directors' biographies can be found on our website <a href="www.ecoanimalhealthgroupplc.com">www.ecoanimalhealthgroupplc.com</a> under the section "About the Company" and then "Directors".

The full Board is responsible and accountable to the shareholders for the management and success of the Company and provides effective controls to assess and manage the risks in the Company.

The Board meets at least once a quarter to review the operational and financial performance of the Company and to determine and monitor the Company's strategy and to ensure that the necessary resources are in place to meet the Company's objectives. The Board members each receive an agenda prior to the meeting and the Financial Director prepares a financial pack which is distributed to the Directors every month.

The roles of the Chief Executive Officer and Executive Chairman are well defined and clearly separated. The Chairman oversees the Board's work, ensures the Board's decision-making is balanced and that the Non-Executive Directors have all the relevant information on matters to be decided and discussed. The Chief Executive Officer is responsible for implementing the strategy of the Board and managing the day to day business activities of the Company.

All Directors are subject to reappointment by shareholders at the first Annual General Meeting following their appointment and thereafter by rotation. The Board considers that it has sufficient independence and that both of the Non-Executive Directors are of sufficient competence and calibre to add strength and objectivity to the Board.

The Board delegates its authority for certain matters to its Audit and Remuneration Committees, details of which can be found on our website at <a href="https://www.ecoanimalhealthgroupplc.com/investor-relations/rule-26.aspx">www.ecoanimalhealthgroupplc.com/investor-relations/rule-26.aspx</a>.

### The Audit Committee

Throughout the financial year, the committee comprised of two Non-Executive Directors, Mr Anthony Rawlinson ACA BA (Hons) as Chairman and Mr David Danson BVSc MRCVS and meets at least twice each financial year with the external auditors and considers any issues that are identified during the course of the audit work. The Board is satisfied that the Committee members have both recent and relevant experience.

# CORPORATE GOVERNANCE (Continued) FOR THE YEAR ENDED 31 MARCH 2016

### The Audit Committee (Continued)

In the year ended 31 March 2016 and up to the date of this report, the actions taken by the Audit Committee to discharge its duties included:

- Reviewing the 2016 Annual Report and financial statements and the Interim Report issued in December 2015. As part of these reviews, the Committee received a report from the external auditors on their audit of the annual financial statements;
- Reviewing the effectiveness of the Group's internal controls and disclosures made in the Annual Report and financial statements;
- Meeting with the external auditors, without management being present, to discuss any issues arising from the audit;
- Considering the need for a new internal audit function; and
- Reviewing the performance and independence of the external auditors.

### The Remuneration Committee

In view of the size of the Board, the duties and responsibilities of the remuneration committee have been assumed by the Board as a whole. The Board expects this situation to continue for the foreseeable future until further development of the business gives rise to the appointment of one or more additional directors.

### **Relations with Shareholders**

The Board recognizes the importance of communication with its shareholders. The Group maintains an informative website at <a href="www.ecoanimalhealthgroupplc.com">www.ecoanimalhealthgroupplc.com</a>. Copies of the Annual Report and financial statements are issued to all shareholders who have requested hard copies and electronic copies are available on the Group's website. The Group also uses its website to provide information likely to be of interest to shareholders and other interested parties. The Company Secretary, Mrs Julia Trouse, also deals with correspondence as and when it arises throughout the year.

Following the announcement of the Company's half year and full year results the Chairman, the Chief Executive Officer and other Directors, although usually only two, make detailed presentations to institutional shareholders and investment analysts.

The Board encourages shareholder participation at its Annual General Meeting, where shareholders may ask questions and can be updated on the Group's activities and strategies, which are already in the public domain.

### Internal control

The Board is ultimately responsible for the Group's system of internal controls and for reviewing its effectiveness throughout the year. The system is designed to manage rather than eliminate the risk of failure to achieve the Group's strategic objectives and can only provide reasonable and not absolute assurance against material misstatement or loss.

## CORPORATE GOVERNANCE FOR THE YEAR ENDED 31 MARCH 2016

### Internal control (continued)

The Board monitors financial controls through the setting and approval of an annual budget and the regular review of monthly management accounts. Management accounts contain a number of indicators that are designed to reduce the possibility of misstatement in the financial statements.

The Group has in place defined authorisation levels for expenditure, the placing of orders and signing authorities. The daily cash movements of the Group are reconciled and monitored by the finance department and circulated to the Directors daily and the Group's cash flow is monitored.

The Board maintains a continuous process for identifying, evaluating and managing significant risks across the Group together with a comprehensive annual review of risks which covers both financial and non-financial areas.

Where the management of operational risk requires outside advice, this is sought from expert consultants.

### Going concern

At the balance sheet date the Group had cash balances of £15.6 million and no borrowings. Since the year end the Group has continued to trade profitably and to generate cash. The Board considers that the Group has sufficient cash to meet its current and future liabilities when they fall due and that the Company and the Group have sufficient resources available to continue operating in the foreseeable future. Future uses of the cash are monitored against known and authorised budget expenses for the Company's planned growth and expansion. For this reason, the going concern basis continues to be adopted in preparing the financial statements.

By order of the Board

Julia Trouse Company Secretary 30 June 2016

# DIRECTORS REPORT FOR THE YEAR ENDED 31 MARCH 2016

The directors present their report and financial statements for the year ended 31 March 2016.

### **Directors**

The following directors have held office since 1 April 2016:
Peter Lawrence Chairman

Marc Loomes Chief Executive

Kevin Stockdale Finance Director

Brett Clemo Executive Director

Julia Trouse Executive Director

David Danson Non-Executive Director

Anthony Rawlinson Non-Executive Director

### **Principal activities**

The principal activities of the Group in the year under review were those of manufacturers and suppliers of animal health products. These activities were conducted on a global scale, through a network including both regional offices, (notably in Shanghai and Princeton) and overseas subsidiaries.

### Results and dividends

The consolidated income statement for the year is set out on page 15.

The profit for the year after tax was £6,709,000 (2015: £4,621,000). The directors have declared a dividend of 3.80p per share making a total for the year of 5.70p (2015: 4.75p).

### **Future Developments**

The likely future development of the business is covered in the Chairman's Statement and in the Strategic Report.

### Substantial shareholdings

At 30 May 2016, the Company had been notified of the following holdings of 3 per cent or more of its issued share capital.

	Ordinary shares	Per cent
P A Lawrence and family	11,397,030	17.78
Prudential plc	9,339,659	14.57
Schroder Investment Management Limited	7,653,343	11.96
Axa Investment Managers SA	6,403,424	10.00
Old Mutual plc	5,240,199	8.18
Artemis	3,621,983	5.65
Harrier Trading	2,350,000	3.67

# DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2016

### Group research and development activities

The Group is continually researching into and developing new products and markets. Details of expenditure incurred and written off during the year are shown in the notes to the financial statements. Following the approval of our second marketing authorisation for Aivlosin® in the USA, the Group remains committed to obtaining further authorisations of its Aivlosin® products in other key territories and for additional disease applications.

### **Share capital**

The company made purchases of 16,233 of its own ordinary shares of 5p each during the year for a consideration of £42,636. The Directors considered that the purchase would be in the best interests of shareholders as it will reduce dilution when options are exercised in the future. A total of 24,311 shares are now held in treasury representing 0.038% of the called up share capital of the company.

### **Directors' interests**

Under the Group's executive share option scheme the following directors have the right to acquire Ordinary shares.

M D Loomes	2016	4,040 at £2.15 135,000 at £2.26 150,000 at £1.96 30,000 at £1.615 100,000 at £2.005 400,000 at £2.65 350,000 at £3.125
	2015	4,040 at £2.15 135,000 at £2.26 150,000 at £1.96 30,000 at £1.615 100,000 at £2.005
K Stockdale	2016	45,000 at £2.26 50,000 at £1.96 12,500 at £1.615 40,000 at £2.005 150,000 at £2.65
		50,000 at £3.125
	2015	27,640 at £1.085 45,000 at £2.26 50,000 at £1.96 12,500 at £1.615 40,000 at £2.005
J Trouse	2016	13,950 at £2.15 45,000 at £2.26 50,000 at £1.96 12,500 at £1.615 40,000 at £2.005
		150,000 at £2.65 50,000 at £3.125
	2015	13,950 at £2.15 45,000 at £2.26 50,000 at £1.96 12,500 at £1.615 40,000 at £2.005
B Clemo	2016	8,070 at £2.15 75,000 at £2.26 100,000 at £1.96 20,000 at £1.615 60,000 at £2.005
		250,000 at £2.65 250,000 at £3.125
	2015	8,070 at £2.15 75,000 at £2.26 100,000 at £1.96 20,000 at £1.615 60,000 at £2.005
D Danson	2016	30,000 at £0.85 30,000 at £2.65
	2015	30,000 at £0.85
A Rawlinson	2016	30,000 at £2.005 30,000 at £2.65
	2015	30,000 at £2.005

The following directors also have an interest in shares which they hold jointly with the ECO Animal Health Group plc Employee Benefit Trust, as more fully described in note 22 to the accounts.

M D Loomes	2016	Nil shares (2015: 1,131,110 shares)
J Trouse	2016	125,000 shares (2015: 518,460 shares)
K Stockdale	2016	362,360 shares (2015: 362,360 shares)
B Clemo	2016	Nil shares (2015: 432,360 shares)

# DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2016

### **Directors' emoluments**

The directors who served in the year received the following; emoluments, pension contributions, share-based payments and benefits in kind.

	Audited Info	Audited Information		
	2016	2015		
	£000's	£000's		
P A Lawrence	-	1		
M D Loomes	412	379		
J Trouse	129	145		
K Stockdale	143	127		
B Clemo	262	243		
D Danson	18	16		
J Henderson	-	15		
A Rawlinson	20	4		
	984	930		

### **Directors' insurance**

The Company maintains directors' and officers' liability insurance for the benefit of its directors which remained in place at 31 March 2016 and throughout the preceding year.

### **Financial instruments**

The Group's accounting policies for financial instruments and strategy for management of those financial instruments are given in notes 2 and 32 to the financial statements respectively.

### Internal financial control

The board of directors is responsible for the Group's system of internal financial control. Internal control systems are designed to meet the particular needs of the companies concerned and the risks to which they are exposed. This provides reasonable, but not absolute, assurance against material misstatement or loss. Strict financial and other controls are exercised by the Group over its subsidiary companies by day to day supervision of the businesses by the directors.

### **Stockbrokers**

Peel Hunt LLP were the Company's nominated advisor and stockbrokers at the year end. The closing share price on 31 March 2016 was 327.5p per share (2015: 205p). During the year the average share price was 294.62p (2015: 183.1p).

### **Auditors**

The auditors Kreston Reeves LLP will be proposed for reappointment in accordance with the provisions of section 489 of the Companies Act 2006.

## DIRECTORS' REPORT (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2016

### Statement of directors' responsibilities

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have prepared the Group and Parent Company financial statements in accordance with International Financial Reporting Standards (IFRSs) as adopted by the European Union. Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Group and the Company and of the profit or loss of the Group for that period. In preparing these financial statements, the directors are required to:

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

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and the Group and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Company and the Group 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 United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

### Statement of disclosure to auditors

So far as each of the directors are aware;

- (a) there is no relevant audit information of which the Company's auditors are unaware, and
- (b) they have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

### **Forward-Looking Statements**

This document contains certain forward-looking statements. The forward-looking statements reflect the knowledge and information available to the Company and Group during preparation and up to the publication of this document. By their very nature, these statements depend upon circumstances and relate to events that may occur in the future and thereby involving a degree of uncertainty. Therefore, nothing in this document should be construed as a profit forecast by the Company or Group.

On behalf of the board

Peter Lawrence Director 30 June 2016

# INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF ECO ANIMAL HEALTH GROUP PLC

We have audited the financial statements (the "financial statements") of ECO Animal Health Group plc for the year ended 31 March 2016 which comprise the Consolidated income statement, the Consolidated statement of comprehensive income, the Consolidated and company statements of financial position, the Consolidated and company statements of changes in equity, the Consolidated and company statements of cash flows and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and International Financial Reporting Standards (IFRSs) as adopted by the European Union and, as regards the Parent Company financial statements, as applied in accordance with the provisions of the Companies Act 2006.

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

### Respective responsibilities of directors and auditors

As explained more fully in the Directors' Responsibilities Statement set out on page 12, 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 the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

### Scope of the audit of the financial statements

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 Parent Company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall position of the financial statements.

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 will consider the implications for our report.

### **Opinion on financial statements**

In our opinion:

- the financial statements give a true and fair view of the state of the Group's and of the Parent Company's affairs as at 31 March 2016 and of the Group's profit for the year then ended;
- the Group's financial statements have been properly prepared in accordance with IFRSs adopted by the European Union;
- the Parent Company's financial statements have been properly prepared in accordance with IFRSs as adopted by the European Union and as applied in accordance with the provisions of the Companies Act 2006; and
- the financial statements have been prepared in accordance with the requirements of the Companies Act 2006.

# INDEPENDENT AUDITORS' REPORT (Continued) TO THE SHAREHOLDERS OF ECO ANIMAL HEALTH GROUP PLC

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

In our opinion the information given in the Group Strategic Report and the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

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

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

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

Stephen Tanner BSc (Econ) FCA Senior Statutory Auditor For and on behalf of; Kreston Reeves LLP Statutory Auditors Chartered Accountants London EC1Y 4YX 30 June 2016

The maintenance and integrity of the Group's website is the responsibility of the directors; the work carried out by the auditors does not involve consideration of these matters and, accordingly, the auditors accept no responsibility for any changes that may have occurred to the financial statements since they were initially presented on the website.

# CONSOLIDATED INCOME STATEMENT FOR THE YEAR ENDED 31 MARCH 2016

	Notes	2016 £000's	2015 £000's
Revenue Cost of sales	2,3	<b>47,138</b> (26,109)	<b>38,997</b> (21,546)
Gross profit		21,029	17,451
Other income Administrative expenses	4	337 (13,918)	293 (12,407)
Profit from operating activities	5	7,448	5,337
Finance income Finance costs Net finance income/(expense)	6 6	208 (7) <b>201</b>	(327) (259)
Share of profit of associate Reversal of impairment of associate	14 14	25 30 <b>55</b>	<u> </u>
Profit before income tax Income tax (charge) Profit for the year	8	7,704 (995) <b>6,709</b>	5,078 (457) <b>4,621</b>
Profit attributable to: Owners of the parent company Non-controlling interest Profit for the year	24	6,037 672 <b>6,709</b>	4,094 527 <b>4,621</b>
Earnings per share (pence)	7	9.71	6.82
Diluted earnings per share (pence)	7	9.56	6.79

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 MARCH 2016

	Notes	2016 £000's	2015 £000's
Profit for the year		6,709	4,621
Other comprehensive income (net of related tax effects): Items that will or may be reclassified to (loss)/profit in future periods:			
Foreign currency translation differences  Items that will not be reclassified:		(198)	350
Defined benefit plan actuarial gains/(losses) Revaluation of property Deferred tax on revaluations Other comprehensive income for the year	21	27 108 (22) <b>(85)</b>	(55) 44 (9) <b>330</b>
Total comprehensive income for the year		6,624	4,951
Attributable to:			
Owners of the parent company Non-controlling interest	24	6,049 575 <b>6,624</b>	4,090 861 <b>4,951</b>

All items listed in other comprehensive income have gone through reserves and are shown in the consolidated statement of changes in equity.

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 MARCH 2016

CONSOLIDATED	Attributak	le to the o	wners of t	he Parent					
	Share Capital	Share Premium Account	Treasury Reserve	Revaluation Reserve	Other Reserves	Retained Earnings	Total	Non- controlling Interest	Total Equity
	£000's	£000's	£000's	£000's	£000's	£000's	£000's	£000's	£000's
Balance as at 31 March 2014	3,124	53,429	(5,217)	533	1,816	16,955	70,640	2,168	72,808
Profit for the year	-	-	-	-	-	4,094	4,094	527	4,621
Other comprehensive income: Foreign currency differences Actuarial (losses) on pension scheme	-	-	-	-	-	16	16	334	350
assets	-	-	-	-	-	(55)	(55)	-	(55)
Revaluation of investment property	-	-	-	44	-	-	44	-	44
Deferred taxation	-	-	-	(9)	-	-	(9)	-	(9)
Total comprehensive income for the				0.5		4.055	4.000	004	4.054
year Transactions with owners recorded directly in equity Contributions by and distributions to owners				35		4,055	4,090	861	4,951
Issue of shares in the year	33	769	-	-	-	-	802	-	802
Purchase of shares into treasury	-	-	-	-	-	(17)	(17)	-	(17)
Share-based payments	-	-	-	-	252	-	252	-	252
Transfers on expiry of options	-	-	-	-	(293)	293	-	-	-
Dividends relating to 2014  Transactions with owners recorded	-	-	-	-	-	,	(2,515)	-	(2,515)
directly in equity	33	769	- (= 0.1=)	-	(41)	(2,239)	(1,478)	-	(1,478)
Balance as at 31 March 2015	3,157	54,198	(5,217)	568	1,775	•	73,252	•	76,281
Profit for the year Other comprehensive income:	-	-	-	-	-	6,037	6,037	672	6,709
Foreign currency differences Actuarial gains on pension scheme	-	-	-	-	-	(101)	(101)	(97)	(198)
assets	-	-	-	-	-	27	27	-	27
Revaluation of freehold property	-	-	-	108	-	-	108	-	108
Deferred taxation				(22)	-	-	(22)	-	(22)
Total comprehensive income for the year	-	-	-	86	-	5,963	6,049	575	6,624
Transactions with owners recorded directly in equity Contributions by and distributions to owners									
Movement in Treasury Reserve arising									
from disposal of jointly owned shares	-	-	4,073	-	-	-	4,073	-	4,073
Issue of shares in the year	48	1,392	-	-	-	-	1,440	-	1,440
Purchase of shares into treasury	-	-	-	-	-	(43)	(43)	-	(43)
Share-based payments	-	-	-	-	326	-	326	-	326
Transfers on expiry of options	-	-	-	-	(73)	73		-	-
Dividends relating to 2015	-		4.0==	-	-	, ,	(2,940)	(402)	(3,342)
Transactions with owners	48	1,392	4,073	-	253	(2,910)	2,856	(402)	2,454
Balance as at 31 March 2016	3,205	55,590	(1,144)	654	2,028	21,824	82,157	3,202	85,359

# STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 MARCH 2016

COMPANY							
	Share Capital	Share Premium Account	Treasury Reserve	Revaluation Reserve	Other Reserves	Retained Earnings	Total
	£000's	£000's	£000's	£000's	£000's	£000's	£000's
Balance as at 31 March 2014	3,124	53,429	(5,217)	264	1,816	10,399	63,815
Profit for the year	-	-	-	-	-	4,760	4,760
Other comprehensive income:							
Actuarial (losses) on pension scheme assets	-	_	_	_	_	(55)	(55)
Revaluation of investment property	_	_	_	44	_	(00)	44
Deferred taxation	_	<u>-</u>	_	(9)	-	_	(9)
Total comprehensive income for the		·		(5)			(3)
year	-	-	-	35	-	4,705	4,740
Transactions with owners recorded							
directly in equity							
Contributions by and distributions to owners							
leave of charge in the year	00	700					200
Issue of shares in the year Share-based payments	33	769	-	-	-	-	802
Purchase of shares into treasury	-	-	-	-	252	(17)	252
Transfers on expiry of options	-	-	-	-	(293)	(17) 293	(17)
Dividends relating to 2014	-	-	_	-	(293)	(2,515)	- (2,515)
Transactions with owners	33	769			(41)	(2,239)	(1,478)
Balance as at 31 March 2015	3,157	54,198	(5,217)	299	1,775	12,865	67,077
Profit for the year	-	-	(0,217)	-	1,770	91	91
Other comprehensive income:						0.	0.1
Actuarial gains on pension scheme							
assets	-	-	-	-	-	27	27
Revaluation of property	-	-	-	108	-	-	108
Deferred taxation	-	-	-	(22)	-	-	(22)
Total comprehensive income for the							
year	-	-	-	86	-	118	204
Transactions with owners recorded directly in equity							
Contributions by and distributions to							
owners							
Issue of shares in the year	48	1,392	-	_	-	-	1,440
Movement in Treasury Reserve arising							
from disposal of shares	-	-	4,073	-	-	-	4,073
Share-based payments	-	-	-	-	326	-	326
Purchase of shares into treasury	-	-	-	-	-	(43)	(43)
Transfers on expiry of options	-	-	-	-	(73)	73	-
Dividends relating to 2015	-	-	-	-	-	(2,940)	(2,940)
Transactions with owners	48	1,392	4,073	-	253	(2,910)	2,856
Balance as at 31 March 2016	3,205	55,590	(1,144)	385	2,028	10,073	70,137

# STATEMENTS OF FINANCIAL POSITION (CO. NUMBER: 01818170) AS AT 31 MARCH 2016

		Group	Group		Company		
		2016	2015	2016	2015		
	Notes	£000's	£000's	£000's	£000's		
Non-current assets							
Intangible assets	11	49,337	45,660	-	-		
Property, plant and equipment	12	1,833	1,619	738	640		
Investment property	13	185	189	185	189		
Investments	14	64	9	20,082	20,082		
_		51,419	47,477	21,005	20,911		
Current assets							
Inventories	15	15,593	9,833	925	<u>-</u>		
Trade and other receivables	16	13,629	11,522	41,409	36,505		
Income tax recoverable		140	39	-	-		
Other taxes and social security		517	110	309	8		
Cash and cash equivalents	18	15,665	20,091	7,109	13,219		
Total current assets		45,544	41,595	49,752	49,732		
Liabilities							
Trade and other payables	19	(10,373)	(9,542)	(229)	(931)		
Short -term borrowings	20	-	(2,356)	-	(2,356)		
Income tax		(280)	(223)	-	-		
Other taxes and social security		(240)	(343)	(156)	(69)		
Dividends		(38)	(35)	(38)	(35)		
Current liabilities		(10,931)	(12,499)	(423)	(3,391)		
Net current assets	-	34,613	29,096	49,329	46,341		
Total assets less current liabilities		86,032	76,573	70,334	67,252		
Non current liabilities							
Provisions							
Deferred tax	17	(573)	(192)	(97)	(75)		
Dilapidations on property leases	_	(100)	(100)	(100)	(100)		
TOTAL ASSETS LESS TOTAL LIABILITIES	:	85,359	76,281	70,137	67,077		
EQUITY							
Issued share capital	23	3,205	3,157	3,205	3,157		
Share premium account	20	55,590	54,198	55,590	54,198		
Treasury reserve		(1,144)	(5,217)	(1,144)	(5,217)		
Revaluation reserve		654	568	385	299		
Other reserves	26	2,028	1,775	2,028	1,775		
Retained earnings		21,824	18,771	10,073	12,865		
•	-	82,157	73,252	70,137	67,077		
Non-controlling interests	24	3,202	3,029	-	-		
TOTAL EQUITY		85,359	76,281	70,137	67,077		

Approved by the Board and authorised for issue on 30 June 2016

Peter Lawrence Director

## STATEMENT OF CASHFLOWS FOR THE YEAR ENDED 31 MARCH 2016

	Notes	Group 2016 £000's	Group 2015 £000's	Company 2016 £000's	Company 2015 £000's
Cashflows from operating activities					
Profit before income tax		7,704	5,078	94	4,761
Adjustment for:					
Net finance (income)/costs	6	(201)	259	(635)	503
Depreciation	12 & 13	242	186	20	20
(Profit)/loss on disposal of non-current assets		(2)	41	-	-
Amortisation of intangible assets	11	2,681	2,538	-	-
Impairment of intangible assets		-	256	-	-
Pension payments	21	(55)	(59)	(55)	(59)
Pension operating costs	21	-	4	-	4
Share of associate's results	14	(25)	-	-	-
Reversal of impairment of associate	14	(30)	-	-	-
Share based payments	22 _	326	252	326	252
Operating cash flows before movements in					
working capital		10,640	8,555	(250)	5,481
Change in inventories		(5,761)	(2,861)	(925)	_
Change in receivables		(2,432)	(1,460)	(5,122)	(2,503)
Change in payables		728	3,463	(616)	886
Change in payables	_	720	3,403	(010)	000
Cash generated from/(absorbed by) operation	ons	3,175	7,697	(6,913)	3,864
Finance costs		(7)	(31)	(6)	(533)
Income tax		(680)	(446)	(3)	-
Net cash from/(absorbed by) operating active	vities	2,488	7,220	(6,922)	3,331
Cash flows from investing activities					
Acquisition of property, plant and equipment	12	(364)	(778)	(6)	(3)
Disposal of property, plant and equipment		6	9	(0)	(0)
Purchase of intangibles	11	(6,358)	(5,280)	_	_
Purchase of own shares		(43)	(17)	(43)	(17)
Finance income	6	67	68	642	30
Net cash (used in)/from investing activities	· _	(6,692)	(5,998)	593	10
Net cash (used in // noin investing activities		(0,032)	(3,990)	393	10
Cash flows from financing activities					
Proceeds from issue of share capital and sale	of				
jointly owned shares		5,513	802	5,513	802
Dividends paid		(3,437)	(2,510)	(2,938)	(2,510)
Net cash from/(used in) financing activities		2,076	(1,708)	2,575	(1,708)
Net (decrease)/increase in cash and cash		2,010	(1,700)	2,010	(1,100)
equivalents		(2,128)	(486)	(3,754)	1,633
Foreign exchange movements		58	(19)	-	-
Balance at 1 April 2015	_	17,735	18,240	10,863	9,230
Balance at 31 March 2016	18	15,665	17,735	7,109	10,863

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2016

### 1. General information

Eco Animal Health Group plc ("the company") and its subsidiaries (together "the group") manufacture and supply animal health products globally.

The Company is traded on the AIM market of the London Stock Exchange and is incorporated and domiciled in the UK. The address of its registered office is 78 Coombe Road, New Malden, Surrey, KT3 4QS.

### 2. Summary of significant accounting policies

### 2.1 Basis of preparation

The group has presented its annual report and accounts in accordance with International Financial Reporting Standards (IFRS), as adopted by the European Union, IFRIC interpretations and the Companies Act 2006 applicable to companies reporting under IFRS.

The preparation of financial statements, in conformity with IFRS as adopted by the European Union, requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Although these estimates are based on management's best knowledge of the amount, event or actions, actual results ultimately may differ from those estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods.

The principal accounting policies of the group are set out below and have been applied consistently in dealing with items which are considered material in relation to the Group's financial statements.

### 2.2 Adoption of new and revised standards

The following amendments to existing standards and interpretations were effective for periods beginning after 1 January 2015, but the adoption of these amendments to existing standards and interpretations did not have a material impact on the financial statements of the Group:

- IAS 19 (Amendments) Defined Benefit Plans Employee Contributions
- IAS 39 (Amendments) Novation of Derivatives and Continuation of Hedge Accounting
- IFRIC 21 Levies

The following new standards, amendments and interpretations to existing standards have been published that are mandatory for accounting periods beginning after 1 January 2016 (unless otherwise stated) and have not been applied in preparing these consolidated financial statements.

- IAS 1 Disclosure Initiative
- IAS 16 and IAS 38 Clarification of Acceptable Methods of Depreciation and Amortisation
- IAS 16 and IAS 41 Bearer Plants
- IAS 27 Equity Method in Separate Financial Statements
- IAS 28 and IFRS 10 Sale or Contribution of Assets between an Investor and its Associate or Joint Venture
- IAS 28, IFRS 10 and IFRS 12 Investment Entities; Applying the consolidation exception
- IFRS 9 Financial Instruments (effective 1 January 2018)
- IFRS 11 Accounting for Acquisitions of Interests in Joint Operations
- IFRS 14 Regulatory Deferral Accounts
- IFRS 15 Revenue from contracts with customers (effective from 1 January 2017)
- IFRS 16 Leases (effective from 1 January 2019)

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

### 2.2 Adoption of new and revised standards (continued)

The directors do not expect that the adoption of the Standards and Interpretations listed above will have a material impact on the financial statements of the Group in future periods.

Beyond the information above, it is not practicable to provide a reasonable estimate of the effect of these standards until a detailed review has been completed.

### 2.3 Basis of consolidation

The consolidated financial statements comprise the accounts of the Company and its subsidiaries drawn up to 31 March 2016.

An entity is classed as a subsidiary of the Company when as a result of contractual arrangements the Company has the power to govern its financial and operating policies so as to obtain benefits from its activities.

The purchase method of accounting is used to account for the acquisition of subsidiaries by the Group. The cost of an acquisition is measured, as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange. Identifiable assets acquired and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any minority interest. The excess of the cost of acquisition over the fair value of the Group's share of the identifiable net assets acquired is recorded as goodwill. If the cost of acquisition is less than the fair value, the difference is recognised directly in the income statement.

Accounting policies have been changed where material to ensure consistency with the policies adopted by the Group. Although the subsidiaries in Brazil and China and the Joint Operations in the USA and Canada all have December year ends, the Group uses management accounts to the end of March to prepare the Group accounts.

Subsidiaries are wholly consolidated from the date on which control is transferred to the Group. They are deconsolidated from the date that control ceases.

Intercompany transactions, balances and unrealised gains on transactions between group companies are eliminated on consolidation.

### 2.4 Segment reporting

Operating segments are reported in a manner consistent with the internal reporting 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.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

### 2.5 Foreign currency translation

(a) Functional and presentational currency

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates ("functional currency"). The consolidated financial statements are presented in Pounds Sterling, which is the Company's functional and the Group's presentational currency.

### (b) Transactions and balances

Monetary assets and liabilities denominated in foreign currencies are translated into Pounds Sterling at the rates of exchange ruling at the date of the financial statements.

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the date of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at period end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the income statement.

Foreign exchange gains and losses that relate to borrowing and cash and cash equivalents are presented in the income statement within finance income or finance costs.

### (c) Group companies

The results and financial position of all Group entities that have a functional currency different from the presentation currency are translated into the presentation currency as follows;

- assets and liabilities for each balance sheet presented are translated at the closing exchange rate at the date of the balance sheet;
- income and expenses for each income statement are translated at average exchange rates unless this average is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case the income and expenses are translated at the rate on the dates of the transaction; and
- all resulting exchange differences are recognised as a separate component of equity.

When a foreign operation is partially disposed or sold, exchange differences that were recognised in equity are recognised in the income statement as part of the gain or loss on sale. Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as assets and liabilities of the foreign entity and translated at the closing exchange rate.

### 2.6 Financial instruments

### a) Non-derivative financial assets

The Group initially recognises loans and receivables and deposits on the date that they are originated. All other financial assets (including assets designated at fair value through profit or loss) are recognised initially on the trade date at which the Group becomes a party to the contractual provisions of the instrument.

The Group derecognises a financial asset when the contractual rights to the cash flows from the asset expire, or it transfers the rights to receive the contractual cash flows from the financial asset in a transaction in which substantially all the risks and rewards of ownership of the financial asset are transferred. Any interest in transferred financial assets that is created or retained by the Group is recognised as a separate asset or liability.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

### 2.6 Financial instruments (continued)

Financial assets and liabilities are offset and the net amount presented in the statement of financial position when, and only when, the Group has a legal right to offset the amounts and intends to settle on a net basis or to realise the asset and settle the liability simultaneously.

The Group has the following non-derivative financial assets:

### b) Loans and receivables

Loans and receivables are financial assets with fixed or determinable payments that are not quoted in an active market. Such assets are recognised initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition loans and receivables are measured at amortised cost using the effective interest method, less any impairment losses.

Loans and receivables comprise trade and other receivables and cash and cash equivalents.

Cash and cash equivalents comprise cash balances and call deposits with original maturities of three months or less. Bank overdrafts that are repayable on demand and form an integral part of the Group's cash management are included as a component of cash and cash equivalents for the purpose of the statement of cash flows.

### c) Non-derivative financial liabilities

All financial liabilities (including liabilities designated at fair value through profit or loss) are recognised initially on the date at which the Group becomes a party to the contractual provisions of the instrument.

The Group derecognises a financial liability when its contractual obligations are discharged or cancelled or expire.

The Group has the following non-derivative financial liabilities: bank overdrafts and trade and other payables.

Such financial liabilities are recognised initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition these financial liabilities are measured at amortised cost using the effective interest method.

### 2.7 Goodwill

Goodwill arising on the acquisition of an entity represents the excess of the costs of acquisition over the Group's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities of the entity recognised at the date of acquisition.

Goodwill is initially recognised as an asset at cost and is subsequently measured at cost less any accumulated impairment losses. Goodwill is not subject to amortisation but is tested for impairment.

Negative goodwill arising on an acquisition is recognised directly in the income statement. On disposal of a subsidiary or a jointly controlled entity, the attributable amount of goodwill is included in the determination of the profit or loss recognised in the income statement on disposal. Goodwill arising before the date of transition to IFRS, on 1 April 2004, has been retained at the previous UK GAAP amounts, subject to being tested for impairment at that date. Goodwill written off to reserves under UK GAAP prior to 1998 has not been reinstated and is not included in determining any subsequent profit or loss on disposal.

### 2.8 Other intangible assets

### Drug registrations, patents and licences

The Group recognises internally generated or externally acquired intangible assets at cost and subsequently recognises them at cost less accumulated amortisation and impairment losses. Intangible assets acquired as part of a business combination are recognised at fair value.

Expenditure on drug registrations and licences is recognised as an internally generated or externally acquired intangible asset only if all the following conditions are met:

- an asset is created that can be identified
- it is probable that the asset created will generate future economic benefits: and
- the development cost of the asset can be measured reliably.

All drug registrations and licences have previously been amortised on a straight-line basis over their useful economic life of 10 years. However, following the granting of Aivlosin's® first marketing authorisation in the USA in July 2012, which greatly increased the economic potential of the product, management revised their estimate of the useful life of the Aivlosin drug registrations only from 10 to 20 years and in accordance with IAS8 have amortised the remaining book value of the Aivlosin registrations over the remainder of the useful life of these registrations from that date.

### **Distribution rights**

Distribution rights are recognised at cost and amortised on a straight line basis over their estimated useful economic life of 20 years. They are reviewed for impairment when any indication of potential impairment exists.

### 2.9 Property, plant and equipment and depreciation

Plant and equipment are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows;

Plant and machinery 20% on cost Fixtures, fittings and equipment 20% on cost Motor Vehicles 25% on cost

Freehold land and buildings are stated at valuation less depreciation. The property is professionally valued by a qualified surveyor at least once every three years. Surpluses and deficits arising from the periodic valuations are taken to the revaluation reserve in the statement of financial position and are recognised in the statement of comprehensive income for the year. Depreciation is provided at a rate calculated to write off the valuation less estimated residual value over the remaining useful life of the building at a rate of 2 per cent per annum. Land is not depreciated.

### 2.10 Impairment of non-financial assets

The carrying amounts of the Group's assets are reviewed at each year end, to determine whether there is any indication of impairment. If any such indication exists, the asset's recoverable amount is estimated in order to determine the impairment loss if any. The recoverable amount is the higher of its fair value and its value in use. For intangible assets with an indefinite useful life, an impairment test is performed at each year end.

In assessing value in use, the expected future cash flows from the asset are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. An impairment loss is recognised in the income statement whenever the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount.

A previously recognised impairment loss is reversed if the recoverable amount increases as a result of a change in the estimates used to determine the recoverable amount, but not to an amount higher than the carrying amount that would have been determined (net of depreciation) had no impairment loss been recognised in prior years.

### 2.11 Investment property

The investment property is property held either to earn rental income or for capital appreciation or for both, but not for sale in the ordinary course of business, use in the production or supply of goods or services or for administrative purposes. Investment property is measured at cost on initial recognition and subsequently at its valuation less any accumulated impairment and depreciation.

The property is professionally valued by a qualified surveyor at least once every three years. Surpluses and deficits arising from the periodic valuations are taken to the revaluation reserve in the statement of financial position and are recognised in the statement of comprehensive income for the year. Depreciation is provided on a straight line basis over the property's expected useful economic life of 50 years.

### 2.12 Investments

Non-current asset investments are stated at fair value, including transaction costs, less impairment. They are recognised or derecognised on the date when the contract for acquisition or disposal requires the delivery of that investment.

Investments in subsidiaries are stated at cost less impairment in the Parent Company's statement of financial position.

An impairment is recognised in profit or loss when there is objective evidence that the asset is impaired and is measured on the difference between the investment's carrying amount and the present value of estimated future cash flows discounted at the effective interest rate adjusted for a risk premium. Impairment losses are reversed in subsequent periods when an increase in the investment's recoverable amount can be related objectively to an event occurring after the impairment was recognised, subject to the restriction that the carrying amount of the investment at the date the impairment is reversed shall not exceed what the amortised costs would have been had the impairment not been recognised.

Investments classified as available-for-sale are stated at fair value. Where securities are held for trading purposes, gains and losses arising from changes in fair value are included in net profit or loss for the period. For available-for-sale investments, gains and losses arising from changes in fair value are recognised directly in equity, until the security is disposed of or is determined to be impaired, at which time the cumulative gain or loss previously recognised in equity, determined using the weighted average cost method, is included in the net profit or loss for the period.

### 2.13 Interest in joint operations

A joint operation is a contractual arrangement whereby the Group and other parties undertake an economic activity that is subject to joint control; that is, when the strategic financial and operating policy decisions relating to the activities require the unanimous consent of the parties sharing control. The group accounts for its interest in joint operations using proportional consolidation, as it has rights to substantially all of the economic benefits of the assets and obligations for the liabilities shown in these financial statements relating to those operations. Under proportional representation, the Group's share of the assets, liabilities, income, expenses and cash flows of jointly controlled entities are combined with the equivalent items in the results on a line by line basis.

### 2.14 Investments in Associates

An associate is an entity in which an investor has significant influence but not control or joint control. Significant influence is defined as "the power to participate in the financial and operating policy decisions but not to control them".

The group reports its interests in associates using the equity method of accounting. Under this method, an equity investment is initially recorded at cost (subject to initial fair value adjustment if acquired as part of the acquisition of a subsidiary), and is subsequently adjusted to reflect the group's share of the net profit or loss of the associate. If the group's share of losses of an associate equals or exceeds its "interest in the associate", the group discontinues recognising its share of further losses. If the associate subsequently reports profits, the investor resumes recognising its share of those profits only after its share of the profits equals the share of losses not recognised.

### 2.14 Investments in Associates (continued)

During the year, one associated company, ECOPharma.com (which had previously had insignificant net assets) was recognised in the consolidated financial statements for the first time.

### 2.15 Leasing

The Group leases certain property, plant and equipment.

Assets obtained under finance leases, where the Group has substantially all the risks and rewards of ownership are capitalised as property, plant and equipment and depreciated over the shorter of the lease term and their useful lives. Obligations under such agreements are included in borrowings net of the financial charge allocated to future periods. The financial element of the rental payment is charged to the income statement so as to produce constant periodic rates of charge on the net obligations outstanding in each period.

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 are charged to the income statement on a straight-line basis over the period of the lease.

#### 2.16 Inventories

Inventories (including property under development) are valued at the lower of cost and net realisable value. Cost is determined using the first-in, first-out method. The cost of finished goods comprises raw materials, direct labour and other direct costs. Net realisable value is the estimated selling price in the ordinary course of business, less any costs which would be incurred in completing the goods and rendering them ready for sale.

### 2.17 Trade receivables

Trade receivables are initially measured at fair value and are subsequently measured at amortised cost using the effective interest rate method. Appropriate allowance for estimated, irrecoverable amounts are recognised in profit or loss when there is objective evidence that the asset is impaired. The allowance recognised is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the effective interest rate computed at initial recognition.

### 2.18 Cash and cash equivalents

Cash and cash equivalents include 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. Bank overdrafts are shown within borrowings in current liabilities in the statement of financial position.

### 2.19 Financial liabilities and equity

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 Group after deducting all of its liabilities.

### 2.20 Bank borrowings and loans

Interest-bearing bank loans and overdrafts are recorded as the proceeds received, net of direct issue costs (which equate to fair value). Finance charges including premiums payable on settlement or redemption and direct issue costs are accounted for on an accruals basis in profit or loss using the effective interest rate method and are added to the carrying amount of the instrument to the extent that they are not settled in the period in which they arise.

### 2.21 Trade payables

Trade payables are initially measured at fair value and are subsequently measured at amortised cost using the effective interest rate method.

#### 2.22 Provisions

Provisions are recognised when the Group has a present obligation as a result of a past event and it is probable that the Group will be required to settle the obligation. Provisions are measured at the directors' best estimate of the expenditure required to settle the obligation outstanding at the year end and are discounted to present value where the effect is material.

### 2.23 Revenue recognition

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

The Group recognises revenue on despatch of the goods (which the directors believe transfers substantially all the risks and rewards of ownership to the buyer). No goods are despatched on a sale or return basis. Distributors trade on their own account and not as agents.

The Group also receives interest, rental income, royalty income and management charges for Non-Executive Director's and accounting services supplied. The amounts are small and are recognised on an accruals basis.

#### 2.24 Pensions

### **Defined Contribution Scheme**

The pension costs charged against operating profits represent the amount of the contributions payable to the schemes in respect of the accounting period.

### **Defined Benefit Scheme**

The regular cost of providing retirement pensions and related benefits is charged to the income statement over the employees' service lives on the basis of a constant percentage of earnings. The present value of the defined benefit obligation less the fair value of the plan assets is disclosed as an asset or liability in the statement of financial position in accordance with IAS19. The disclosure of a net defined benefit asset is limited to the present value of any economic benefit available in the form of refunds from the plan or reductions in future contributions to the plan.

Actuarial gains or losses are taken directly to equity in the statement of comprehensive income.

### 2.25 Share-based payments

The Group has applied the requirements of IFRS2 Share-based payments. In accordance with the transitional provisions, IFRS2 has been applied to all grants of equity instruments after 7 November 2002 that were unvested at 1 January 2005.

The Group issues equity-settled share-based payments to certain employees in exchange for services from those employees. Equity-settled share-based payments are measured at fair value (excluding the effect of non-market based vesting conditions) at the date of grant. The fair value determined at the grant of such equity-settled share-based payments is expensed on a straight-line basis over the vesting period, based on the Group's estimate of shares that will eventually vest and adjusted for the effect of non-market based vesting conditions (with a corresponding movement in equity).

The Group's Employee Benefit Trust ("the Trust") was set up on 6 October 2011 to administer the Group's Joint Share Ownership Plan (JSOP). The trust is funded by loans from the Group, with its assets comprising shares in the Company. The Group recognises the assets and liabilities of the Trust in its own accounts and the carrying value of the Company's shares held by the Trust are recorded as a deduction in total equity until such a time as the shares vest unconditionally to employees.

### 2.25 Share-based payments (continued)

Fair value, for both options and jointly owned shares is measured by use of the Black-Scholes model. The expected life used in the model has been adjusted, based on management's best estimate, for the effects of non-transferability, exercise restrictions and behaviour considerations.

Further details of the inputs to the Black-Scholes model can be found in note 22 to the accounts.

### 2.26 Taxation

Tax expense for the period comprises current and deferred tax.

Current tax, including UK corporation tax and foreign tax is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantially enacted by the year end. Tax expenses are recognised in the income statement or statement of comprehensive income according to the treatment of the transactions which give rise to them.

Deferred income tax is recognised, using the liability method, on temporary differences arising between the tax basis of assets and liabilities and their carrying amount in the financial statements.

Deferred income tax is determined using tax rates (and laws) that have been enacted, or substantially enacted, by the date of the statement of financial position and are expected to apply when the related deferred tax asset is realised or deferred tax liability is settled.

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

### 2.27 Equity

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds.

Amounts arising on the restructuring of equity and reserves to protect creditor interests are credited to the capital redemption reserve.

The cost of its own shares bought into treasury by the company is debited to retained earnings as required by the Companies Act 2006. A subsequent sale of these shares would result in this entry being wholly or partly reversed with any profit on the sale being credited to Share Premium.

The Treasury reserve arises when the Company issues equity share capital under its Joint Share Ownership Plan, which is held in trust by ECO Animal Health Group plc Employee Benefit Trust. The interests of this trust are consolidated into the Group's financial statements and the relevant amount treated as a reduction in equity. The expenses of the trust are included in the consolidated income statement.

### 2.28 Non-controlling (minority) interest

For each business combination, the Group elects to measure any non-controlling interest in the acquiree either at fair value or at their proportionate share of the acquiree's identifiable net assets which are generally at fair value. Changes in the Group's interest in a subsidiary that do not result in a loss of control are accounted for as transactions with owners in their capacity as owner. Adjustments to non-controlling interests are based on a proportionate amount of the net assets of the subsidiary. No adjustments are made to goodwill and no gain or loss is recognised in the statement of profit or loss.

### 2.29 Dividend distribution

Final dividend distributions to the Company's shareholders are recognised as liabilities in the financial statements in the period in which they are approved by the Company's shareholders. Interim dividends are recognised when they are paid.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

### 2.30 Critical accounting estimates and judgements

The Group makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, 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:

### (a) Estimated impairment value of intangible assets

The Group tests annually whether intangible assets with indefinite life have suffered any impairment. Other intangible assets are reviewed for impairment when an indication of potential impairment exists. Impairment provisions are recorded as applicable based on directors' estimates of recoverable values. Details of the impairment reviews performed can be found in note 11 of the financial statements.

### (b) Income taxes

The Group is subject to income taxes predominantly in the United Kingdom but also in other jurisdictions.

Significant estimates are required in determining the provision for income taxes. There are some transactions and calculations for which the ultimate tax determination is uncertain. The Group recognises assets and liabilities based on estimates of the final agreed position.

Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the income tax and deferred tax provisions in the period in which such determination is made.

### (c) Pension scheme

The Group maintains one defined benefit pension scheme which has been accounted for according to the provisions of IAS19. Although the assumptions were determined by a qualified actuary, any change in those assumptions may materially impact the financial position and results of the Group. Details of the assumptions used can be found in note 21 of the financial statements.

### (d) Share-based payments

The charge to the Income Statement in respect of share-based payments has been externally calculated using management's best estimates of the amount of options expected to vest and various other inputs to the Black-Scholes model, as disclosed in note 22. Any variation in those assumptions may have a material impact on the Group's future results and financial position.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

### 3. Segment information

Management has determined the operating segments based on the reports reviewed by the Board that are used to make strategic decisions. The Board considers the business from a geographical perspective. Geographically, management considers the performance in the UK and Europe, the Far East, Latin America, North America and the Middle East and Africa.

Management considers Earnings before Interest, Tax, Depreciation and Amortisation ("EBITDA"), adjusted for share-based payments.

,	Corporate/ U.K. £000's	Europe £000's	Far East £000's	Latin America £000's	North America £000's	Middle East and Africa £000's	Total £000's
Year ended 31 March 2016							
Total segmental revenue Inter-segment revenue	1,202 	6,943	29,024 (6,128)	11,372 (4,067)	16,287 (9,188)	1,693 -	66,521 (19,383)
Revenue from external customers	1,202	6,943	22,896	7,305	7,099	1,693	47,138
Sale of goods	1,202	6,943	22,896	7,305	7,099	1,535	46,980
Royalties	1,202	6,943	22,896	7,305	7,099	158 1,693	158 47,138
Adjusted EBITDA	(1,269)	1,388	6,913	1,019	2,275	369	10,695
Total assets	20,429	12,589	32,451	15,882	11,059	4,553	96,963
Year ended 31 March 2015							
Total segmental revenue Inter-segment revenue	885 	6,609 -	21,823 (4,784)	9,752 (3,480)	15,361 (8,948)	1,779 -	56,209 (17,212)
Revenue from external customers	885	6,609	17,039	6,272	6,413	1,779	38,997
Sale of goods	885	6,609	17,039	6,272	6,413	1,579	38,797
Royalties	885	6,609	17,039	6,272	6,413	200 1,779	200 38,997
Adjusted EBITDA	(1,504)	1,602	5,015	742	2,215	540	8,610
Total assets	22,775	11,581	27,193	13,547	9,166	4,810	89,072

Goodwill and other intangible assets are initially allocated to the geographical segments on the basis of the proportion of sales achieved by each segment.

## FOR THE YEAR ENDED 31 MARCH 2016

## 3. Segment information (Continued)

A reconciliation of adjusted EBITDA to profit before tax is provided as follows:

	2016	2015
	£000's	£000's
Adjusted EBITDA for reportable segments	10,695	8,610
Depreciation	(242)	(186)
Profits/(losses) on disposal of fixed assets	2	(41)
Amortisation	(2,681)	(2,538)
Impairment of intangible assets	-	(256)
Share-based payment charges	(326)	(252)
Finance income/(expense)	201	(259)
Share of associate's results	25	-
Reversal of impairment re associate	30	
Profit before tax on continuing activities	7,704	5,078

## 4. Other income

	2016 £000's	2015 £000's
Management charges	155	145
Rental income	177	143
Sundry income	5	5
	337	293

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

5. Result from operating activities		_
	2016	2015
	£000's	£000's
Result from operating activities is stated after charging/(crediting)		
Cost of inventories recognised as an expense	25,994	21,474
Employee benefits expenses	6,034	4,797
Amortisation of intangible assets	2,681	2,538
Impairment of intangible assets	-	256
Depreciation (notes 12 &13)	242	186
(Profit)/loss on disposal of assets	(2)	41
Loss/(profit) on foreign exchange transactions	361	(41)
Research and development	20 480	1 504
Operating lease rentals	400	504
Fees payable to the Company's auditor for the audit of the parent Company		
and Group annual accounts	17	19
For the audit of the Company's subsidiaries	36	33
Fees payable for audit of the Company's subsidiaries pursuant to legislation	8	6
	2016	2015
	£000's	£000's
Earnings due to shareholders before interest, tax, depreciation,		
amortisation, share-based payments and foreign exchange differences		
Profit from operating activities	7,448	5,337
Depreciation	242	186
(Profit)/loss on disposal of fixed assets	(2)	41
Amortisation	2,681	2,538
Impairment of intangible assets	-	256
Share-based payments	326	252
	10,695	8,610
Foreign exchange differences	361	(41)
	11,056	8,569

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

#### 6. Finance income/(expense) 2016 2015 £000's £000's Finance income Interest received on short term bank deposits 67 68 Foreign exchange differences on bank loans and overdrafts 141 208 68 **Finance costs** Interest paid (7) (31)Foreign exchange differences on bank loans and overdrafts (296)(7) (327)

### 7. Earnings per share

The calculation of basic earnings per share is based on the post-tax profit for the year divided by the weighted average number of shares in issue during the year.

		2016			2015	
	Earnings	Weighted average number of shares	Per share amount	Earnings	Weighted average number of shares	Per share amount
	£000's	000	(pence)	£000's	000	(pence)
Earnings attributable to ordinary shareholders on continuing operations after						
tax Dilutive effect of share	6,037	62,170	9.71	4,094	60,007	6.82
options	-	988	(0.15)	-	282	(0.03)
Fully diluted earnings per						
share	6,037	63,158	9.56	4,094	60,289	6.79

Diluted earnings per share takes into account the dilutive effect of share options. For the purposes of calculating earnings per share, shares held by the Employee Benefit Trust as part of the Joint Share Ownership Plan are excluded from the calculation of the weighted average number of shares. The weighted average number of shares held by the Trust during the year was 1,521,594 (2015: 2,603,290).

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

8. Taxation	2016 £000's	2015 £000's
Current tax year	2000 5	£000 S
Foreign corporation tax on profits for the year	693	451
Withholding tax on intercompany dividend	42	-
Research and development tax credits claimed	(98)	-
Deferred tax		
Origination and reversal of temporary differences	403	6
Due to change in effective rate	(45)	-
Income tax charge	995	457
	2016	2015
	£000's	£000's
Factors affecting the tax charge for the year		
Profit on ordinary activities before taxation	7,704	5,078
Profit on ordinary activities before taxation multiplied by the applicable		
rate of UK corporation tax of 20% (2015: 21%) Effects of:	1,541	1,066
Non deductible expenses	358	210
Non chargable credits	(291)	(190)
Witholding tax on inter-company dividends	42	-
Enhanced allowance on research and development expenditure	(764)	(829)
Different tax rate for foreign subsidiaries Reduced effective deferred tax rate	111	72
Unused tax losses carried forward	(45) 43	- 128
Income tax charge	995	457
	2016 %	2015 %
Applicable tax rate per UK legislation Effects of:	20.00	21.00
Non deductible expenses	4.65	4.14
Non chargable credits	(3.77)	(3.75)
Witholding tax on inter-company dividends	0.54	. ,
Enhanced allowance on research and development expenditure	(9.92)	(16.32)
Different tax rate for foreign subsidiaries	1.44	1.43
Reduced effective deferred tax rate	(0.58)	-
Unused tax losses caried forward	0.56	2.51
Effective tax rate	12.92	9.01

The UK corporation tax rate reduced from 21% to 20% with effect from 1 April 2015. Deferred tax balances at the year end have been measured at 18%, which is expected to be the rate in force when they become payable.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

9.	Profit for the financial year		
		2016	2015
		£000's	£000's
Paren	t Company's profit for the financial year	91	4,760
10.	Dividends		
		2016	2015
		£000's	£000's
Divide	end for the period ended 31 March 2014 of 4.2p per ordinary share	-	2,624
Divide	and for the period ended 31 March 2015 of 4.75p per ordinary share	3,020	-
Divide	end waived by Employee Benefit Trust	(80)	(109)
	- -	2,940	2,515

The Board is declaring a total dividend of 5.7 pence per share in respect of the year ended 31 March 2016.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

11. Intangible fixed assets				
Group	Goodwill	Distribution rights	Drug registrations, patents and license costs	Total
	£000's	£000's	£000's	£000's
Cost	17.000	4 000	40.050	07.440
At 1 April 2014	17,930	1,266	48,252	67,448
Additions - internally generated Additions- acquired separately	-	- 176	4,786 318	4,786 494
Additions- acquired separately At 1 April 2015	17,930	1,442	53,356	72,728
Additions - internally generated	17,930	1,442	5,885	5,885
Additions- acquired separately	_	_	473	473
Foreign exchange movements	_	_	(2)	(2)
At 31 March 2016	17,930	1,442	59,712	79,084
Amortisation				
At 1 April 2014	_	544	23,732	24,276
Charge for the year	_	71	2,467	2,538
Impairment in the year	-	-	256	256
Foreign exchange movements	-	-	(2)	(2)
At 1 April 2015	_	615	26,453	27,068
Charge for the year	-	72	2,609	2,681
Foreign exchange movements		-	(2)	(2)
At 31 March 2016		687	29,060	29,747
Net Book Value				
At 31 March 2016	17,930	755	30,652	49,337
At 31 March 2015	17,930	827	26,903	45,660
At 31 March 2014	17,930	722	24,520	43,172
			•	

The amortisation and impairment charges are included within administrative expenses on the income statement.

Distribution rights are amortised over their estimated useful life of 20 years and reviewed for impairment when any indication of potential impairment exists. The remaining amortisation period at the date of the financial statements ranged from 7 to 18 years.

The carrying value of goodwill is attributable to the following cash generating units:

Entity	Date of acquisition	
•	•	£000's
Eco Animal Health Limited	1 October 2004	17,359
Zhejiang Eco Biok Animal Health Products Limited	1 April 2007	94
ECO Animal Health Japan Inc.	24 December 2009	477
·		
		17,930

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

### 11. Intangible fixed assets (Continued)

Goodwill acquired in a business combination is allocated at acquisition to the cash generating units (CGU's) that are expected to benefit from the business combination.

The recoverable amounts of the CGU's are determined from value in use calculations. The key assumptions for the value in use calculations are those regarding discount rates, growth rates and the estimated remaining useful life of the asset which is maintained at 30 years through ongoing investment in the cash generating unit.

The Group prepares cash flow forecasts derived from the most recent financial budgets and projections that are approved by management for the year ahead and then extrapolates them assuming a 3% annual growth rate which is well below the current performance of the existing business. The directors believe that the long term growth rate assumed does not exceed the average long term growth rate for the relevant markets.

Management estimates discount rates using the pre-tax rates that reflect current market assessments of the time value of money and the risks specific to the CGU's. In the current year management estimated the applicable rate to be 11%. Management considers that there is adequate headroom when comparing the net present value of the cash flows to the carrying value of goodwill to conclude that no impairment is necessary this year. On current assumptions the excess of recoverable amount over carrying value is over £67 million (2015: £55 million).

Management believes that the most significant assumption in the calculation of value in use is the estimated growth rate. However, even if the growth rate were to be zero, the recoverable amount would still be over £43 million more than the carrying value and no impairment would be necessary.

The net book value of Drug registrations and licenses can be broken down as follows:

	£000's
Aivlosin	27,998
Ecomectin	1,293
Others	1,361
	30,652

Aivlosin is a highly effective antibiotic that treats a range of specific enteric (gut) and respiratory diseases in pigs and poultry, ensuring a rapid return to health. In addition to the welfare benefits, healthy animals gain weight faster, digest food more efficiently and get to market earlier which all bring economic benefit to the farmer. Substantial ongoing product development covering more formulations, species and diseases is expected to substantially further increase its revenue generating potential. The remaining amortisation period is from 7 to 20 years.

Ecomectin is an endectocide that controls worms, ticks, lice and mange in grazing stock and pigs. The remaining amortisation period is 0 to 10 years.

Drug registrations and licences are amortised over their estimated useful lives of 10 to 20 years, which is the directors' estimate of the time it would take to develop a new product allowing for the Group's patent protection and the exclusivity period which comes with certain registrations. Given the economic climate the directors have conducted an impairment review in the current year by preparing cash flow projections for the year ahead and extrapolating the results for the remaining life of the registrations assuming zero growth and an 11% discount rate to establish value in use. On the current assumptions the excess of the value in use over carrying value is over £12 million (2015: £5 million).

Fair value calculated as 10 times the current cash generated by the registrations gives an even higher value of £109m and this higher figure determines the recoverable amount, so management has again concluded that no impairment is necessary.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 March 2016

## 11. Intangible fixed assets (Continued)

A review of individual projects has not identified any necessary impairment in the year. (2015: £256,000 relating to Carprofen).

## 12. Property, plant and equipment

Group	Land and Buildings (freehold)	Plant and machinery	Fixtures, fittings and equipment	Motor Vehicles	Total
	£000's	£000's	£000's	£000's	£000's
Cost or valuation					
At 1 April 2014	650	1,205	473	75 2 <b>-</b>	2,403
Additions	-	593	158	27	778
Foreign exchange movements	-	153	-	(5)	148
Disposals		(524)		(11)	(535)
At 1 April 2015	650	1,427	631	86	2,794
Additions	80	285	79	-	444
Foreign exchange movements	-	(23)	-	-	(23)
Disposals	-	(31)	-	(33)	(64)
At 31 March 2016	730	1,658	710	53	3,151
Depreciation					
At 1 April 2014	9	934	402	57	1,402
Charge for the year	9	117	39	18	183
Foreign exchange movements	-	76	1	(2)	75
Disposals	-	(474)	-	(11)	(485)
At 1 April 2015	18	653	442	62	1,175
Charge for the year	10	157	62	9	238
Revaluation adjustment	(28)	-	-	-	(28)
Foreign exchange movements	· -	(9)	3	-	(6)
Disposals	-	(29)	-	(32)	(61)
At 31 March 2016	-	772	507	39	1,318
Net Book Value					
At 31 March 2016	730	886	203	14	1,833
At 31 March 2015	632	774	189	24	1,619
At 1 April 2014	641	271	71	19	1,002

The freehold property at 78 Coombe Road, New Malden was valued on 11 May 2016 by Mr R Sworn of Kelion Sworn Chartered Surveyors and Valuers, London, W1. The fair value in use of the freehold property was determined at £730,000 by means of applying a 7.5% discount rate to the annual rental value of the property as determined by local market conditions. The property will continue to be valued on a regular basis.

The value of non-depreciable land included within Land and Buildings is £180,000. The freehold property of 78 Coombe Road, New Malden is subject to a legal charge held by the company's bankers dated 20 March 1987.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

## 12. Property, plant and equipment (continued)

The value of the freehold property would have been recorded at £284,000 (2015: £295,000) on a historical cost basis giving rise to the current revaluation surplus of £350,000 net of deferred tax provision. This balance is not distributable to shareholders.

Depreciation has been included in the administrative expenses line on the income statement, except for £115,000 (2015: £72,000) of depreciation of production equipment in the Chinese subsidiary ECO Biok, which is included within cost of sales.

Company	Land and Buildings (freehold)	Fixtures, fittings and equipment	Motor Vehicles	Total
Cost or valuation	£000's	£000's	£000's	£000's
At 1 April 2014 Additions	650	146 3	26	822 3
At 1 April 2015 Additions	650	149 6	26	825 6
Revaluation in the year At 31 March 2016	80 730	155	- 26	80 911
Depreciation At 1 April 2014 Charge for the year At 1 April 2015 Charge for the year Revaluation adjustment At 31 March 2016	9 9 18 10 (28)	143 2 145 2 - 147	16 6 22 4 -	168 17 185 16 (28) 173
Net Book Value At 31 March 2016	730	8	_	738
At 31 March 2015	632	4	4	640
At 1 April 2014	641	3	10	654

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

13. Investment property			
Group and Company			
	Land and Buildings	Total	
	(freehold) £000's	£000's	
Cost /Revaluation			
At March 2014	157	157	
Revaluation in 2015	32	32	
Valuation at March 2015 and March 2016	189	189	
Depreciation At March 2014 Charge for the year Elimination on revaluation At March 2015	8 3 (11)	8 3 (11)	
Charge for the year	4	4	
At March 2016	4	4	
Net Book Value			
At 31 March 2016	185	185	
At 31 March 2015	189	189	
At 1 April 2014	149	149	

Depreciation has been included in the administrative expenses line on the income statement.

The property in Western Road, Mitcham was valued at £189,000 as at 31 March 2015 by Mr R. Sworn of Kelion Sworn Chartered Surveyors, London W1. This property was previously the Head Office of Lawrence plc (now ECO Animal Health Group plc) and is occupied by a charity.

The value of the investment property would have been recorded at £142,000 on a historical cost basis giving rise to the current revaluation surplus of £35,000 net of deferred tax provision. This balance is not distributable to shareholders.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

14.	Fixed asset investment			
Group	0			
		Investment in Associate (Equity)	Unlisted investments (Cost)	Total
		£000's	£000's	£000's
At Ma	rch 2014 and 2015	-	9	9
Rever	sal of previous impairments	30	-	30
Share	of associate's result for the year	25	-	25
At Ma	rch 2016	55	9	64
Comp	pany		Unlisted	Total
			investments	i Otai
Cost	or fair value		£000's	£000's
	rch 2014 ,2015 and 2016		21,273	21,273
At Ivia	1011 2014 ,2013 and 2010	=	21,273	21,275
Imnai	rment			
-	rch 2014 ,2015 and 2016	_	1,191	1,191
		=		
Net B	ook Value			
At Ma	rch 2014 ,2015 and 2016	_	20,082	20,082

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

## 14. Fixed asset investments (continued)

The Company holds more than 20% of the share capital of the following companies:

Country of registration or incorporation	Class	Shares held %
5.5.01	0 "	
P. R. China	Ordinary	3
P. R. China	Ordinary	3
Great Britain	Ordinary	91
Great Britain	Ordinary	100
South Africa P. R. China	Ordinary Ordinary	100 48
P. R. China	Ordinary	48
Brazil	Ordinary	100
Japan	Ordinary	100
U.S.A.	Ordinary	100
U.S.A.	Ordinary	100
Mexico	Ordinary	100
Argentina	Ordinary	100
Malaysia	Ordinary	100
	P. R. China P. R. China Great Britain Great Britain South Africa P. R. China P. R. China  P. R. China U.S.A. U.S.A. Mexico Argentina	registration or incorporation  P. R. China Ordinary P. R. China Ordinary Great Britain Ordinary Great Britain Ordinary Ordinary  P. R. China Ordinary Ordinary P. R. China Ordinary Ordinary U.S.A. U.S.A. U.S.A. Ordinary

The principal activity of these undertakings for the last relevant financial year was as follows:

Principal activity

ECO Animal Health Limited ECO Animal Health Southern Africa (Pty) Limited Petlove Limited Zhejiang ECO Biok Animal Health Products Limited Shanghai ECO Biok Veterinary Drug Sale Company Ltd.	Distribution of animal drugs Non-trading Non-trading Manufacture of animal drugs Distribution of animal drugs
ECO Animal Health do Brasil Comercio de Produtos Veterinarios Ltda	Distribution of animal drugs
ECO Animal Health Japan Inc. ECO Animal Health USA Corp.	Distribution of animal drugs Distribution of animal drugs
Interpet LLC	Non-trading
ECO Animal Health de Mexico, S. de R. L. de C. V. ECO Argentina S.A.	Distribution of animal drugs Non-trading
ECO Animal Health Malaysia Sdn. Bhd	Non-trading

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

### 14. Fixed asset investments (continued)

The aggregate amount of capital and reserves and the results of these undertakings for the last relevant financial year were:

	Equity Profit/(loss) for the year		Equity Profit/(loss) for the year	
	2016 £000's	2016 £000's	2015 £000's	2015 £000's
ECO Animal Health Limited ECO Animal Health Southern Africa (Pty) Limited	13,062 217	6,692 (121)	6,687 338	4,141 15
Zhejiang ECO Biok Animal Health Products Ltd ECO Animal Health do Brasil Comercio de Produtos	6,531	551	6,178	1,076
Veterinarios Ltda.	1,060	9	1,122	231
ECO Animal Health Japan Inc.	867	73	723	45
ECO Animal Health de Mexico, S. de R. L. de C. V.	(290)	(97)	(201)	(70)
ECO Animal Health USA Corp.	(11)	105	(107)	(62)

The equity and results of Shanghai ECO Biok Veterinary Drug Sale Company Ltd are included within those disclosed for Zhejiang ECO Biok Animal Health Products Limited.

All of the subsidiaries listed above were included in the consolidation for the year.

Zhejiang ECO Biok Animal Health Products Limited and ECO Animal Health do Brasil Comercio de Produtos Veterinarios Ltda both have 31 December year ends. The Group receives management accounts for the three months to 31 March for these subsidiaries for use in preparing the consolidated financial statements.

Both ECO Argentina S.A. and ECO Animal Health Malaysia Sdn. Bhd hold neither assets nor liabilities and which have not traded since formation have been excluded from consolidation. Interpet LLC has also been excluded from consolidation as it holds no assets or liabilities and has ceased trading.

The following trading subsidiaries have no requirement for audit under local legislation;

- ECO Animal Health do Brasil Comercio de Produtos Veterinarios Ltda.
- ECO Animal Health Japan Inc.
- ECO Animal Health USA Corp.
- ECO Animal Health de Mexico, S. de R. L. de C. V.

## **Joint Operations**

The Group also holds (by means of its ownership of ECO Animal Health USA Corp.), a 50% interest in Pharmgate Animal Health LLC, which is resident in the U.S.A. Pharmgate Animal Health LLC distributes the group's products in the U.S.A.

The Group also holds a 50% interest in Pharmgate Animal Health Canada Inc., which distributes its products into Canada.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

### 14. Fixed asset investments (continued)

Both Pharmgate Animal Health LLC and Pharmgate Animal Health Canada Inc. have accounting years which end on 31 December.

The group's holdings in each of the joint operations' share capital is given in the table below:

Pharmgate Animal Health Canada Inc	Holding (shares)	Shares in Issue	Holding %
Common shares	100	200	50
Class A shares	100	100	100
Class B shares	-	100	-
Pharmgate Animal Health USA LLC	Holding (shares)	Shares in Issue	Holding %
Pharmgate Animal Health USA LLC Common shares	•		•
-	(shares)	in Issue	%

In each case class A shares carry the rights to dividends payable out of profits attributable to the group. These are made up of profits made by products supplied by the ECO group plus 50% of any profit relating to new products developed jointly by the partners to the joint operation.

The following amounts included in the group's financial statements are related to its interest in these joint operations.

	Pharmga	te LLC	Pharmgate Anima Health LLC Canada Inc	
	2016	2015	2016	2015
	£000's	£000's	£000's	£000's
Current assets	1,483	1,325	494	335
Current liabilities	(1,461)	(1,308)	(493)	(335)
Sales	4,224	3,660	2,681	2,627
Expenses	(892)	(662)	(247)	(270)

#### **Associated Company**

The Group also holds (by means of its ownership of ECO Animal Health Japan Inc.) a 47.62% interest in EcoPharma.com which is resident in Japan. This company distributes Animal Health products and other general merchandise within Japan and has previously not had significant net assets.

ECO Animal Health Japan Inc's holding in Eco Pharma.com is 10,000,000 shares out of a total of 21,000,000 shares.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

## 14. Fixed asset investments (continued)

The following amounts included in the group's financial statements are related to its interests in this associated company.

	2016 £000's
Investments (share of net assets)	55
Share of results for the year Reversal of previous impairment	25 30 55

### 15. Inventories

	Group		Company					
	2016	2016	2016 2015	2016	2016	2016 2015 2016	2016 2015 2016	2015
	£000's	£000's	£000's	£000's				
Raw materials and consumables	9,824	5,868	-	-				
Finished goods and goods for resale	4,373	3,965	-	-				
Work in progress	472	-	-	-				
Property under development	925	-	925	-				
	15,594	9,833	925	-				

The cost of inventories recognised as an expense and included in cost of sales in the period amounted to £25,994,000 (2015: £21,474,000).

### 16. Trade and other receivables

	Group		Company	
	2016 £000's	2015 £000's	2016 £000's	2015 £000's
Trade receivables	12,036	9,870	-	-
Amounts owed by group undertakings	-	-	41,002	36,185
Amounts owed by joint operations	490	303	-	-
Other receivables	610	688	348	240
Prepayments and accrued income	493	661	59	80
- -	13,629	11,522	41,409	36,505

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

## 16. Trade and other receivables (continued)

As at 31 March 2016, trade receivables of £2,373,000 (2015: £2,085,000) due to the Group and £nil (2015: £nil) due to the Company were past due but not impaired. These relate to long standing distributors with whom we have agreed settlement terms and with whom there is no history of default. The ageing analysis of these trade receivables is as follows:

	Group		Company	
	2016 £000's	2015 £000's	2016 £000's	2015 £000's
Up to 3 months past due	1,621	1,546	-	-
3 to 6 months past due	709	504	-	_
Over 6 months past due	43	35	-	_
	2,373	2,085	-	-

As at 31 March 2016, trade receivables of £453,000 (2015: £276,000) were impaired and provided for. The impaired receivables mainly relate to historic debt for which recovery is still being sought. The Group mitigates its exposure to credit risk by extensive use of commercial credit reference agencies, close management of its customers' trading against terms offered and use of retention of title clauses wherever possible. The ageing analysis of the impaired balances is as follows:

	Group	Group		Company	
	2016 £000's	2015 £000's	2016 £000's	2015 £000's	
Up to 3 months past due	109	17	-	-	
3 to 6 months past due	167	17	-	-	
Over 6 months past due	177	242	-	-	
	453	276	-	-	

Movement on the Group provision for impairment of trade receivables is as follows:

Group	2016 £000's	2015 £000's
Balance at 1 April	276	105
Provided in the year	194	173
Written off in the year	(17)	(2)
Balance at 31 March	453	276

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

## 16. Trade and other receivables (continued)

The carrying amounts of trade and other receivables are denominated in the following currencies:

	Group		Company	
	2016 £000's	2015 £000's	2016 £000's	2015 £000's
Pounds Sterling	987	780	41,409	36,505
Euros	3,062	2,194	-	-
U S Dollars	5,442	4,672	-	-
Chinese RMB	1,195	1,208	-	-
Brazilian Real	748	1,117	-	-
Japanese Yen	563	478	-	-
Other currencies	1,632	1,073	-	-
	13,629	11,522	41,409	36,505

The carrying amounts of trade and other receivables are not significantly different to their fair values.

## 17. Deferred tax

#### Group

Deferred tax assets and liabilities are attributable to the following:

	Liabilities		Net	
	2016	2016 2015 2016	2016	2015
	£000's	£000's	£000's	£000's
Drug registration expenditure	(2,337)	(2,285)	(2,337)	(2,285)
Freehold property	(89)	(66)	(89)	(66)
Investment property	(8)	(9)	(8)	(9)
Plant and equipment	(27)	(28)	(27)	(28)
Tax losses carried forward	1,888	2,196	1,888	2,196
Amount (payable) after more than one year	(573)	(192)	(573)	(192)

The movement on the deferred tax account can be summarised as follows:

	Drug registration expenditure	Freehold property	Investment property	Total
	£000's	£000's	£000's	£000's
At 31 March 2015 (Charge) for the year through income statement (Charge)/credit for the year through revaluation	(117) (359)	(66)	(9)	(192) (359)
reserve	-	(23)	1	(22)
At 31 March 2016	(476)	(89)	(8)	(573)

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

### 17. Deferred tax (continued)

The tax losses carried forward are not expected to expire under current legislation. Any future dividend received from the Chinese subsidiary Zhejiang ECO Biok Animal Health Products Limited will be subject to a 10% withholding tax (reduced to 5% in respect of dividends paid out of profits made in 2015 or after). The deferred tax liability in respect of this has not been recognised.

Company	2016 Freehold property £000's	2016 Investment property £000's	2016 Total £000's	2015 Freehold property £000's	2015 Investment property £000's	2015 Total £000's
At 1 April	(66)	(9)	(75)	(66)	-	(66)
Movement in the year through revaluation reserve	(23)	1	(22)	_	(9)	(9)
At 31 March	(89)	(8)	(97)	(66)	(9)	(75)

No charge or credit (2015: no charge or credit) was recognised in the Company's income statement for the year. A charge of £22,000 (2015: charge of £9,000) was recognised in the Company's Revaluation Reserve.

## 18. Cash and cash equivalents

Cash and cash equivalents comprise cash and short term deposits held by the Group. The carrying amount of these assets are not significantly different to their fair value.

Note	Group	ס	Compa	ny
	2016	2015	2016	2015
	£000's	£000's	£000's	£000's
	15,665	20,091	7,109	13,219
20	-	(2,356)	-	(2,356)
_	15,665	17,735	7,109	10,863
		2016 £000's 15,665 20	2016 2015 £000's £000's 15,665 20,091 20 (2,356)	2016 2015 2016 £000's £000's £000's 15,665 20,091 7,109 20 - (2,356) -

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

## 19. Trade and other payables

	Group	Company		
	2016 £000's	2015 £000's	2016 £000's	2015 £000's
Trade payables	8,281	6,751	83	90
Amounts due to joint operation	87	99	-	-
Other payables	961	1,950	85	761
Accruals and deferred income	1,044	742	61	80
	10,373	9,542	229	931

## 20. Borrowings

Included within payables on the statement of financial position are the following amounts at fair value secured by a debenture on the assets of the group:

	Group		Company		
	2016 £000's	2015 £000's	2016 £000's	2015 £000's	
Short term borrowings	-	2,356	-	2,356	

### Currency analysis of short term borrowings

	Group		Compa	ny
	2016 £000's	2015 £000's	2016 £000's	2015 £000's
U S Dollars	-	2,356	-	2,356

The Group has the facility to overdraw in specific currencies but no net facility. The interest rate for all currency overdrafts is 2.75 per cent over the relevant currency base rate and the borrowings are secured by two debentures held over all assets of the company dated 28 January 1995 and 28 November 2006.

## 21. Pension and other post-retirement benefit commitments

## **Defined Contribution Pension Scheme**

The Group operates defined contribution pension schemes for the benefit of certain directors and senior employees. The assets of the schemes are held separately from the Group and independently administered by insurance companies. The pension cost charge represents contributions payable to the funds in the year and amounted to £452,000 (2015: £330,000).

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

## 21. Pension and other post-retirement benefit commitments (continued) Defined Benefit Pension Scheme

The Group operates a defined benefit scheme in the UK for ex-employees only. A full actuarial valuation was carried out at 6 April 2012 and updated 31 March 2016 by a qualified independent actuary. The major assumptions used by the actuary were:

	31 March	1 April
	2016	2015
Discount rate	3.50%	3.20%
Rate of increase in pension payment	1.95%	2.20%
Inflation assumption with a maximum of 5% p.a.	2.95%	2.90%

### Mortality rates

Pre-retirement mortality is based on the mortality table known as AMCOO for males and AFCOO for females and 70% of the mortality indicated by this table has been taken, as in the previous year.

Post retirement mortality is based on the mortality table known as S1NMA for males and S1NFA for females with reference to member's years of birth. Allowance has been made for the improvement in mortality experienced recently and expected in the future by using 100% of the CMI's 2015 improvement table, subject to a minimum improvement rate of 1.25% (2015: 1%) for males and 1% (2015: 0.7%) for females.

Under these mortality assumptions, the expected future lifetime for a member retiring at age 65 at the year end would be 22.4 years for males (2015: 22.8 years) and 24.4 years for females (2015: 24.7 years). For members retiring in 20 years time, the expectation of life would be 24 years for males (2015: 24.7 years) and 25.9 years for females (2015: 26.0 years).

The weighted average term of the liabilities is 16 years (2015: 17 years).

The scheme is exposed to a number of risks including:

- 1. Interest rate risk: Movements in the discount rate used could affect the present value of the defined benefit pension obligations.
- 2. Longevity risk: Changes in the estimated mortality rates of former employees could affect the present value of the defined benefit pension obligations.
- 3. Investment risk: Variations in the actual return from the scheme's investments could affect the scheme's ability to meet its future pension obligations.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

#### 21. Pension and other post-retirement benefit commitments (continued) Results 2016 2015 £000's £000's £000's £000's Assets at start of year 2,985 2,680 Defined benefit obligation at start of year (2,782)(2,478)Net asset at 1 April 203 202 Current service cost, including risk benefits (4) Operating cost (4) Expected return on assets 95 115 Interest cost (89)(107)8 (Loss)/gain on asset return (42)78 Experience gain 13 2 Gain/(loss) on changes in assumptions 56 (135)Statement of other comprehensive income 27 (55)Employer contributions gross 55 59 Expenses paid by trustees (7) (7) 48 52 Net asset at 31 March 2016 284 203 Actual assets at end of year 2,715 2,985 Actual defined benefit obligation at end of year (2,431)(2,782)

The pension fund assets are all held within a policy managed by an insurance company.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

## 21. Pension and other post-retirement benefit commitments (continued)

## Reconciliation of changes in the asset value during the year

	2016		201	5
	£000's	£000's	£000's	£000's
Fair value of assets at 1 April	2,985		2,680	
Expected return on assets	95		115	
(Loss)/gain on asset return	(42)		78	
Employer contributions (gross)	`55		59	
Death in service insurance premiums paid	-		(4)	
Expenses paid by trustees	(7)		(7)	
(Decrease)/increase in secured pensioners'				
value due to scheme experience	(371)	_	64	
Fair value of assets at 31 March 2016	=	2,715	=	2,985
Reconciliation of changes in the liability value	e during th	e year		
Defined benefit obligation at 1 April	2,782		2,478	
Interest cost	89		107	
Experience (gain) on liabilities	(13)		(2)	
(Gain)/loss on changes in assumptions	(56)		135	
(Decrease)/increase in secured pensioners'				
value due to scheme experience	(371)	_	64	
Defined benefit obligation at 31 March 2016	_	2,431	_	2,782

The expected contribution to be paid by the employer during the next accounting year is £59,000. This includes a provision of £4,000 for death in service risk premium, (2015: £4,000).

Year ended 31 March	2016 £000's	2015 £000's	2014 £000's	2013 £000's	2012 £000's
Fair value of plan assets	2,715	2,985	2,680	2,760	2,959
Present value of defined benefit obligation	2,431	2,782	2,478	2,631	2,957
Surplus in plan	284	203	202	129	2
Experience gains on plan liabilities	13	2	4	(31)	(5)

## Defined benefit obligation - sensitivity analysis

The following amounts are the effect (on the defined benefit obligation) of reasonably possible changes to the key actuarial assumptions, as required by IAS 19.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

## 21. Pension and other post-retirement benefit commitments (continued)

Actuarial assumption	Reasonably Possible Change	(Decrease)/Increase in Defined Benefit Obligation				
		2016 £000's		2015 £000's		
Discount rate	(+/- 1%)	(107)	138	(125)	162	
Increase in inflation	(+/- 1%)	-	-	6	(7)	
Members' life expectancy	(+/- 1year)	26	(27)	28	(29)	

## 22. Share-based payments

The measurement requirements of IFRS2 have been implemented in respect of share options that were granted after 7 November 2002. The expense recognised for share based payments made during the year is shown in the following table:

	2016 £000's	2015 £000's
Total expense arising from equity settled share-based transactions	356	252

The share based payment plans are described below:

## Movements in issued share options and jointly owned shares during the year

The following table illustrates the number and weighted average exercise prices (WAEP) of and movements in, share options and jointly owned shares during the period:

			Jointly o	wned			Joir	itly
	Optio	ons	shares		Options		owned	
	2016 000's	2016 WAEP	2016 000's	2016 WAEP	2015 000's	2015 WAEP	2015 000's	2015 WAEP
		£		£		£		£
Outstanding at 1 April	3,642	1.82	2,603	2.00	3,441	1.94	2,603	2.00
Granted during the period	3,029	2.83	-	-	874	1.89	-	-
Expired/cancelled during the period	(29)	1.95	-	-	(9)	1.89	-	-
Exercised during the period	(948)	1.52	(2,051)	1.99	(664)	1.20	-	-
Outstanding at 31 March	5,694	2.41	552	2.05	3,642	1.82	2,603	2.00
Exercisable at 31 March	836	1.79	552	2.05	1,406	1.48	2,603	2.00

The average share price during the year was 294.62p (2015: 183.1p).

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

### 22. Share-based payments (continued)

The maximum aggregate number of shares over which options may currently be granted cannot exceed 10 per cent of the nominal share capital of the Company on the grant date. The options outstanding at 31 March 2016 had a weighted average share price of £2.41 (2015: £1.82) and a weighted average contractual life of 5.7 years (2015: 4.9 years).

### **Eco Animal Health Group plc Executive Share Option Scheme**

In accordance with the Executive Share Option Scheme, approved and unapproved share options are granted to directors and employees who devote at least 25 hours per week to the performance of duties or employment with the Company.

Details of options granted to directors can be found in the Directors Report and notes 29 (Directors Emoluments) and 31 (Related Party Transactions).

The exercise price of the options is equal to the market price of the shares at the date of grant. The options vest three years from the date of grant and if the option holder ceases to be a director or employee of the Company due to injury, disability, redundancy or retirement on reaching pensionable age or any other age at which they are bound to retire at in accordance with the terms of their contract of employment, the option may be exercised within a period of six months after the option holders so ceasing, although the Board may, at its discretion, extend this period by up to 36 months after the date of cessation.

If the option holder ceases employment for any other reason, the option may not be exercised unless the Board permits. The approved and unapproved options will be forfeited where they remain unexercised at the end of their respective contractual lives of ten and seven years. An analysis of the expiry dates of the outstanding options is given below:

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

## 22. Share-based payments (continued)

Date of grant	Unapproved	Approved	Exercise price (pence)	Expiry date
03 March 2008		38,910	108.50	03 March 2018
18 September 2008		30,000		18 September 2018
30 April 2009		7,500		30 April 2019
06 August 2009		22,000		06 August 2019
06 August 2009	28,000	,		06 August 2016
20 May 2010	-,	22,650		20 May 2020
20 May 2010	175,350	,		20 May 2017
11 October 2011	,	40,000		11 October 2021
11 October 2011	147,000	,	186.50	11 October 2018
09 July 2012	325,000		222.50	09 July 2018
24 April 2013		26,060	215.00	24 April 2020
20 August 2013		13,200	226.00	20 August 2023
20 August 2013	306,800		226.00	20 August 2020
09 October 2013		82,940	196.00	09 October 2023
09 October 2013	478,060		196.00	09 October 2020
22 January 2014		14,450	207.50	22 January 2024
22 January 2014	50,550		207.50	22 January 2021
07 August 2014		79,800	161.50	07 August 2024
07 August 2014	178,700		161.50	07 August 2021
13 February 2015		118,800	200.50	13 February 2025
13 February 2015	479,200			13 February 2022
16 April 2015		4,000	239.00	16 April 2025
16 April 2015	41,000			16 April 2022
26 August 2015		136,100		26 August 2025
26 August 2015	1,694,900		265.00	26 August 2022
18 December 2015	700,000		312.50	18 December 2022
18 January 2016		12,800		18 January 2026
18 January 2016	365,200			18 January 2023
17 February 2016		24,600		17 February 2026
17 February 2016	400		312.50	17 February 2023
01 March 2016		9,600		01 March 2026
01 March 2016	40,400		312.50	02 March 2023
	5,010,560	683,410		

## ECO Animal Health Group plc Joint Share Ownership Plan

In accordance with the Group's Joint Share Ownership Plan (JSOP), jointly owned shares may be awarded to directors and employees of the company.

The shares are awarded at the market price on the day of the award and are held jointly by the employee concerned and the ECO Animal Health Group plc Employee Benefit Trust. After a three year vesting period, the shares may be sold at the option of the employee. The proceeds of sale are split between the trust and the employee so that the Trust receives the original market value of the shares sold plus a 5.9% per annum carry charge, with the employee receiving any excess over this amount.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

## 22. Share-based payments (continued)

Because these are actual issued shares in the company rather than options there is no expiry date associated with jointly owned shares. However, they will normally be forfeit if the employee ceases to be an employee of the company for any reason other than death, injury, redundancy, retirement on or after normal retirement age or disposal by the Group of the employing business entity.

The market price of the shares at 31 March 2016 was 335.0p with a range in the year of 202.50p to 335.0p.

### Inputs to the Valuation Model (for options and jointly owned shares)

The fair value of share options granted prior to 31 March 2007 were estimated at the time of grant using trinomial pricing model, taking into account all the terms and conditions upon which the options were granted. For options issued after 1 April 2007, the directors took the decision that a Black-Scholes model would be more appropriate.

The following table lists the inputs to the Black-Scholes model which applies to both options and jointly owned shares.

,,	2016	2015	2014	2013	2012
Vesting period (years)	3	3	3	3	3
Option expiry (years)	7-10 yrs				
Dividends expected on the shares	1.50%	2.0-2.3%	1.4-1.9%	1.40%	1.00%
Risk free rate (average)	1.00%	1.00%	0.5-1.2%	0.50%	2.00%
Volatility of share price	20%	15%	20%	25%	27%
Weighted average fair value (pence)	43.0	19.2	29.1	38.7	41.0

The risk free rate has been based on the yield from UK Government treasury coupons. The volatility of the share price was estimated based on standard deviation calculations on the historic share price.

No shares were issued under the Joint Share Ownership Plan during the year or the previous year.

The fair value of the part interest in the jointly owned shares was calculated using a Black-Scholes model with the same assumptions as those used for the options issued during the same year.

The weighted average fair value of the Jointly owned shares issued during the year ended 31 March 2012 was 26.1p.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

23. Share capital		
	2016	2015
	£000's	£000's
Authorised		
68,100,000 Ordinary shares of 5p each	3,405	3,405
10,790 Deferred ordinary shares of 10p each	1	1
32,334 Convertible preference shares of £1 each	32	32
	3,438	3,438
Allotted, called up and fully paid		
64,090,446 (2015: 63,142,421) Ordinary shares of 5p each	3,205	3,157

During the year the Company bought 16,233 of its own shares into treasury at an average price of £2.63.

During the year 948,025 shares were issued at a premium of £1,392,000 as a result of the exercise of options by employees.

## 24. Non-controlling (minority) interests

24. Non-controlling (millority) interests	2016 £000's	2016 £000's	2015 £000's	2015 £000's
Balance at 1 April		3,029		2,168
Share of subsidiary's profit for the year Share of foreign exchange (loss)/gain on net	672		527	
investment	(97)		334	
		575		861
Share of dividend paid by subsidiary	<del>-</del>	(402)	_	
Balance at 31 March	_	3,202	_	3,029

## 25. Treasury share reserve

	2016 £000's	2015 £000's
Balance at 1 April Repaid on disposal of jointly owned shares	5,217 4,073	5,217 -
Balance at 31 March	1,144	5,217

Treasury share reserve consists of £1,144,000 (2015: £5,217,000), being the cost of 552,360 (2015: 2,603,290) shares in the Company held by the Group's JSOP.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

26. Other reserves  Group and Company	redemption	Reserve for share- based payments £000's	Total £000's
At 31 March 2014	106	1,710	1,816
Share-based payments	-	252	252
Transfer to retained earnings on expiry of options	-	(293)	(293)
At 1 April 2015	106	1,669	1,775
Share-based payments	-	326	326
Transfer to retained earnings on expiry of options	-	(73)	(73)
At 31 March 2016	106	1,922	2,028

The only material reserve remaining at the year end is the reserve for share based payments which records the total amount which has been charged to the Group's results in respect of unexpired share based payment arrangements.

Included in the Group's retained earnings are the following exchange movements which have been taken directly to reserves on consolidation of the subsidiaries and joint operation listed below:

	At 1 April	Movement At	t 31 March	
	2015	in the year	2016	
	£000's	£000's	£000's	
In respect of:				
Zhejiang ECO Biok Animal Health Products Limited	746	(101)	645	
ECO Animal Health do Brasil Comercio de Produtos				
Veterinarios Ltda	(427)	(72)	(499)	
ECO Animal Health Japan Inc.	(161)	72	(89)	
Eco Animal Health USA Corp.	(7)	(9)	(16)	
ECO Animal Health de Mexico, S. de R. L. de C. V.	(33)	8	(25)	
ECO Animal Health Southern Africa (pty) Ltd.	-	-	-	
Pharmgate LLC	1	1	2	
Pharmgate Canada LLC	-	-	-	
Foreign currency differences attributable to owner (debited)	_			
directly to reserves.		(101)		
	<del>=</del>			

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

#### 27. Financial commitments

At 31 March 2016 the Group had minimum commitments under non-cancellable operating leases as follows:

	Land and Buildings		Othe	er
	2016	2015	2016	2015
	£000's	£000's	£000's	£000's
Expiry date:				
Within one year	462	403	84	70
Between the second and fifth year	764	582	102	95
In over five years	1,777	1,364	-	_
- -	3,003	2,349	186	165
Minimum expected sublease rental receipts:				
Within one year	140	140	-	-
Between two and five years	53	194	-	
	193	334	-	-

### 28. Capital commitments

The group had no authorised capital commitments as at 31 March 2016 (2015: Nil).

#### 29. Directors' emoluments

	2016	2015
	£000's	£000's
Emoluments for qualifying services	569	662
Company pension contributions to money purchase schemes	187	94
Share-based payments	204	151
Benefits in kind	24	23
	984	930

During the year the directors exercised 27,640 (2015: 112,910) share options realising a gain of £50,000 (2015: £83,000) and disposed of interests in 1,956,930 shares held under the joint share ownership plan realising gains of £1,952,000 (2015: £nil).

The number of directors for whom retirement benefits are accruing under money purchase pension schemes amounted to 4 (2015: 3). No directors accrued benefits under defined benefit schemes for this or the previous year.

The highest paid director received £412,000 (2015: £379,000) including £86,000 of share-based payments and £80,000 (2015: £40,000) of pension contributions.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

## 30. Employees Number of employees

The average number of employees (including directors) during the year was:

	2016 Number	2015 Number
Directors	7	7
Production and development	64	58
Administration	42	40
Sales	85	73
	198	178
Employment costs (including amounts capitalised)		
	2016	2015
	£000's	£000's
Wages and salaries	6,902	6,095
Share-based payments	326	252
Social security costs	641	419
Other pension costs	456	334
	8,325	7,100

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

## 31. Related party transactions

During the year P Lawrence and his family received dividends to the value of £541,000 (2015: £478,000). At the year end ECO Animal Health Group plc owed P A Lawrence and members of his family a total of £64,000 (2015: £619,000). No interest was paid in respect of these balances which are payable on demand.

The other directors and their families received dividends to the value of £8,000 (2015: £1,000).

During the year the Group paid £55,000 to Emmelle Developments Limited, a company in which P A Lawrence is a Director and shareholder, in respect of work done on a property acquired by the Group for renovating.

During the year, the Group provided management services to Anpario plc, a company in which P A Lawrence is a Director and holds share options. Fees of £36,000 (2015: £33,000) were charged.

During the year, the Group provided the services of two employees to C-Corp Limited, a company in which P A Lawrence is a Director and shareholder. Fees of £43,000 (2015: £43,000) were charged.

During the year ECO Animal Health Limited made sales on an arm's length basis to the following other companies. The sales and year end balances are given in the table below. Since all of these companies are wholly owned by the Group, these transactions and balances have all been eliminated on consolidation.

	**	Year end payables)/ ceivables		Year end (payables)/receivables
Subsidiary companies	Sales 2016 £000's	(net) 2016 £000's	Sales 2015 £000's	(net) 2015 £000's
Zhejiang ECO Biok Animal Health Products Limited ECO Animal Health do Brasil Comercio de	5,043	1,657	3,814	292
Produtos Veterinarios Ltda.	3,929	(182)	3,334	162
ECO Animal Health Japan Inc.	1,085	162	970	196
ECO Animal Health de Mexico, S. de R. L. de C. V.	138	80	146	839
ECO Animal Health USA Corp.	2,999	1,594	3,324	890

### Interest and management charges from Parent to the other Group companies

During the year the Company made management charges on an arm's length basis to ECO Animal Health Limited amounting to £190,000 (2015: £195,000) and charged interest of £600,000 (2015: £490,000) to the Company. Both of these charges were made through the inter-company account and were eliminated on consolidation.

ECO Animal Health Limited also made management charges on an arm's length basis to ECO Animal Health Japan Inc. amounting to £46,000 (2015: £30,000). The whole transaction was eliminated on consolidation.

ECO Animal Health Limited also paid £145,000 (2015: £341,000) of service charges to ECO Animal Health USA Corp. during the year. This transaction was eliminated on consolidation.

During the year ECO Animal Health Limited paid interest of £13,000 (2015: £15,000) to ECO Animal Health Southern Africa (Pty) Limited. This transaction was eliminated on consolidation.

During the year Zhejiang ECO Biok Animal Health Products Limited paid dividends of £32,000 to ECO Animal Health Group plc (2015: £nil) and £386,000 to ECO Animal Health Limited (2015: £nil).

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

### 31. Related party transactions (continued)

During the year ECO Animal Health Limited declared no dividend to ECO Animal Health Group plc (2015: £5,000,000).

### **Inter Company Guarantee**

ECO Animal Health Group plc and ECO Animal Health Limited have each given a guarantee dated 28 January 1995 to the company's bankers in respect of the foreign currency overdraft facility which has been extended to them jointly.

#### Joint operations

During the year ECO Animal Health Limited made sales on an arm's length basis of £1,965,000 (2015: £1,962,000) to Pharmgate Animal Health Canada LLC. The balance outstanding at the year end was £449,000 (2015: £286,000).

### Key management compensation

The group regards the board of directors as its key management.

	2016 £000's	2015 £000's
Salaries and short term benefits Retirement benefits	593 187	686 94
Share-based payments	204	150
	984	930

The number of directors for which retirement benefits are accruing is 4 (2015: 3).

#### 32. Financial instruments

The Group uses financial instruments comprising borrowings, cash and liquid resources and various items, such as trade receivables, trade payables etc. that arise directly from its operations. The main purpose of these financial instruments is to raise finance for the Group's operations. The directors are responsible for the overall risk management.

The main risks arising from the Group's use of financial instruments are interest rate risk, capital and liquidity risk, credit risk and foreign currency risks and they are summarised below. The policies have remained unchanged throughout the year.

### Interest rate risk

The Group finances its operations through a mixture of retained earnings and bank borrowings. At the year end the Group was exposed to interest rates on currency overdraft facilities of £nil (2015: £2,356,000).

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

## 32. Financial instruments (Continued) Capital and liquidity risk

The Group manages its capital to ensure continuity as a going concern whilst maximising returns through the optimisation of debt and equity. As part of this, the Board considers the cost and risk associated with each class of capital. The capital structure of the Group consists of debt which includes the borrowings disclosed in note 20, cash and cash equivalents in note 18 and equity attributable to equity holders of the parent comprising issued capital, reserves and retained earnings as disclosed in the Group's statement of changes in equity.

Liquidity risk is managed by maintaining adequate reserves and banking facilities with continuous monitoring of the latest developments by management.

At 31 March 2016 the Group was contractually obliged to make repayments as detailed below:

WITHIN ONE YEAR OR ON DEMAND	2016 £000's	2015 £000's
Bank overdrafts Trade payables	- 8,281	2,356 6,751
	8,281	9,107

#### Credit risk

Credit risk is that of financial loss as a result of default by a counterparty on its contractual obligations. The Group's exposure to credit risk arises principally in relation to trade receivables from customers and on short term bank deposits. Customers' creditworthiness is wherever possible checked against independent rating databases and filing authorities or otherwise assessed on the basis of trade knowledge and experience. Exposure and customer credit limits are continually monitored both on specific debts and overall.

The credit risk in relation to short term bank deposits and derivatives is limited because the counterparties are banks with good credit ratings.

The Group operates in certain geographical areas (for example Venezuela) which are from time to time subject to restrictions in the free movement of funds. The Board seeks to minimise the group's exposure to these markets but the nature of our business makes it impossible to eliminate this exposure completely.

### **Currency risk**

The Group operates in overseas markets particularly through its subsidiaries in China, Brazil, the USA and Japan and its Joint operation in Canada and is subject to currency exposure on transactions undertaken during the year. The Group does some simple economic hedging of receivables when the Board feels it is appropriate to do so and foreign exchange differences on retranslation of foreign monetary items are taken to the income statement.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

## 32. Financial instruments (Continued)

The table below shows the extent to which the Group companies have monetary assets and liabilities in currencies other than in Sterling:

### Foreign currency of Group operations

				Chinese Japanese Brazilian Canadian				
2016	US Dollar	Euros	Rand	RMB	Yen	Real	Dollar (	Other
Sterling equivalent (000's)	2,793	3,164	225	2,799	605	821	1,008	498
2015								
Sterling equivalent (000's)	(2,644)	2,974	364	3,334	422	1,227	1,210	540

At 31 March 2016 the Group was mainly exposed to the Dollar, Euro, the Chinese RMB, the Japanese Yen, the Brazilian Real and the Canadian Dollar. The following table details the effect of a 10 per cent movement in the exchange rate of these currencies against sterling when applied to outstanding monetary items denominated in foreign currency as at 31 March 2016. A positive number indicates the decrease in profit which would arise from a 10 per cent weakening of the foreign currency concerned.

	2016 £000's	2015
	2000 5	£000's
U S Dollar	254	(240)
Euro	288	270
Chinese RMB	254	303
Japanese Yen	55	38
Brazilian Real	75	111
Canadian Dollar	92	110

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Continued) FOR THE YEAR ENDED 31 MARCH 2016

## 32. Financial instruments (Continued) Analysis of financial instruments by category

### Group

2016	Loans and receivables £000's	Total £000's
Investments Trade and other receivables (excluding prepayments) Cash and cash equivalents	64 13,136 15,665	64 13,136 15,665
2015	Loans and receivables £000's	Total £000's
Investments Trade and other receivables (excluding prepayments) Cash and cash equivalents	9 10,861 20,091	9 10,861 20,091
Company		
2016	Loans and receivables £000's	Total £000's
Trade and other receivables (excluding prepayments) Cash and cash equivalents	41,350 7,109	41,350 7,109
2015	Loans and receivables £000's	Total £000's

All financial liabilities in the Group's and Company's statements of financial position are classified as held at amortised cost for both the current and previous year.

36,425

13,219

36,425

13,219

### 33. Post balance sheet event

Cash and cash equivalents

Trade and other receivables (excluding prepayments)

The Company paid a dividend of £1,209,000 on  $4^{th}$  April 2016 to shareholders on the register, net of £9,000 waived by the Employee Benefit Trust.