

**AVON CROWNCAPS AND CONTAINERS (NIGERIA) PLC**  
**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**  
**FOR THE YEAR ENDED 31 MARCH 2013**

|                                                       | Note | GROUP            |               | COMPANY       |               |
|-------------------------------------------------------|------|------------------|---------------|---------------|---------------|
|                                                       |      | 2013<br>N'000    | 2012<br>N'000 | 2013<br>N'000 | 2012<br>N'000 |
| Revenue                                               | 7.1  | 11,713,545       | 11,463,816    | 8,628,262     | 9,022,138     |
| Cost of sales                                         |      | (9,877,845)      | (9,733,634)   | (7,163,734)   | (7,685,858)   |
| Gross profit                                          |      | 1,835,700        | 1,730,182     | 1,464,528     | 1,336,280     |
| Other income                                          | 8    | 19,299           | 7,150         | 12,880        | 1,035         |
| Distribution expenses                                 |      | (233,144)        | (240,491)     | (212,597)     | (228,118)     |
| Administrative expenses                               |      | (830,583)        | (724,781)     | (538,416)     | (517,991)     |
| Operating profit                                      |      | 791,272          | 772,060       | 726,395       | 591,206       |
| Finance costs                                         | 9    | (918,973)        | (651,350)     | (593,089)     | (506,476)     |
| (Loss)/profit before taxation                         |      | (127,701)        | 120,710       | 133,306       | 84,730        |
| Income tax expense                                    | 11   | 22,535           | (36,182)      | (131,529)     | (16,912)      |
| (Loss)/profit for the year from continuing operations |      | (105,166)        | 84,528        | 1,777         | 67,818        |
| <b>Other comprehensive income:</b>                    |      |                  |               |               |               |
| Net change in available for sale financial assets     |      | 685              | (463)         | 685           | (463)         |
| <b>Total comprehensive (loss)/income</b>              |      | <b>(104,481)</b> | <b>84,065</b> | <b>2,462</b>  | <b>67,355</b> |
| <b>(Loss)earnings per share</b>                       |      | <b>(15.38)</b>   | <b>12.36</b>  | <b>0.26</b>   | <b>9.92</b>   |

The accompanying notes on pages 7 to 38 form an integral part of these consolidated financial statements.

# AVON CROWNCAPS AND CONTAINERS (NIGERIA) PLC

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION AT 31 MARCH 2013

|                                         | Notes | 2013<br>N'000    | GROUP<br>2012<br>N'000 | 2011<br>N'000    | 2013<br>N'000    | COMPANY<br>2012<br>N'000 | 2011<br>N'000    |
|-----------------------------------------|-------|------------------|------------------------|------------------|------------------|--------------------------|------------------|
| <b>Assets</b>                           |       |                  |                        |                  |                  |                          |                  |
| <b>Non-current assets</b>               |       |                  |                        |                  |                  |                          |                  |
| Property, plant and equipment           | 13    | 2,644,025        | 877,632                | 970,040          | 641,216          | 672,897                  | 794,516          |
| Advances under finance lease            | 14    | 26,590           | 53,701                 | 99,550           | -                | -                        | -                |
| Capital work-in-progress                | 15    | -                | 1,872,238              | 67,400           | -                | -                        | -                |
| Investment in subsidiaries              | 16    | -                | -                      | -                | 46,000           | 46,000                   | 46,000           |
| Available for sale financial assets     | 17    | 983              | 297                    | 760              | 983              | 297                      | 760              |
| Deferred tax                            | 27    | 74,494           | 1,583                  | 1,035            | -                | -                        | -                |
| <b>Total non-current assets</b>         |       | <b>2,746,092</b> | <b>2,805,451</b>       | <b>1,138,785</b> | <b>688,199</b>   | <b>719,194</b>           | <b>841,276</b>   |
| <b>Current assets</b>                   |       |                  |                        |                  |                  |                          |                  |
| Inventories                             | 18    | 4,469,439        | 5,884,855              | 4,025,699        | 3,502,234        | 4,247,452                | 2,808,642        |
| Trade receivables                       | 19    | 2,348,234        | 2,030,523              | 1,628,941        | 1,809,593        | 1,764,549                | 1,280,945        |
| Other receivables                       | 20    | 98,611           | 108,641                | 113,197          | 79,921           | 72,534                   | 102,695          |
| Prepayments                             | 21    | 100,396          | 163,276                | 183,412          | 67,320           | 110,789                  | 124,687          |
| Cash and cash equivalents               | 22    | 146,261          | 186,976                | 89,527           | 36,861           | 133,683                  | 36,806           |
| <b>Total current assets</b>             |       | <b>7,162,941</b> | <b>8,374,271</b>       | <b>6,040,776</b> | <b>5,495,929</b> | <b>6,329,007</b>         | <b>4,353,775</b> |
| <b>Total assets</b>                     |       | <b>9,909,033</b> | <b>11,179,722</b>      | <b>7,179,561</b> | <b>6,184,128</b> | <b>7,048,201</b>         | <b>5,195,051</b> |
| <b>Equity and liabilities</b>           |       |                  |                        |                  |                  |                          |                  |
| <b>Equity and reserves</b>              |       |                  |                        |                  |                  |                          |                  |
| Ordinary share capital                  | 28    | 341,987          | 341,987                | 341,987          | 341,987          | 341,987                  | 341,987          |
| Share premiums                          | 29    | 285,607          | 285,607                | 285,607          | 285,607          | 285,607                  | 285,607          |
| Other reserves                          | 30    | 184,295          | 184,295                | 184,295          | 184,295          | 184,295                  | 184,295          |
| Retained earnings                       | 31    | 1,178,036        | 1,283,202              | 1,198,544        | 718,136          | 716,359                  | 648,411          |
| Fair value reserve.                     | 32    | 388              | (297)                  | 166              | 388              | (297)                    | 166              |
| <b>Total equity and reserves</b>        |       | <b>1,990,313</b> | <b>2,094,794</b>       | <b>2,010,599</b> | <b>1,530,413</b> | <b>1,527,951</b>         | <b>1,460,466</b> |
| <b>Non-current liabilities</b>          |       |                  |                        |                  |                  |                          |                  |
| Deferred tax                            | 27    | 178,560          | 224,169                | 261,435          | 178,560          | 134,646                  | 171,906          |
| Long term borrowings                    | 24    | 878,269          | 1,227,938              | 155,255          | -                | 52,128                   | 155,255          |
|                                         |       | <b>1,056,829</b> | <b>1,452,107</b>       | <b>416,690</b>   | <b>178,560</b>   | <b>186,774</b>           | <b>327,161</b>   |
| <b>Current liabilities</b>              |       |                  |                        |                  |                  |                          |                  |
| Trade payables                          |       | 538,912          | 1,027,422              | 323,057          | 61,728           | 49,898                   | 44,862           |
| Other payables                          | 23    | 853,614          | 344,343                | 385,071          | 362,151          | 351,635                  | 395,458          |
| Finance lease payable                   |       | -                | -                      | 4,088            | -                | -                        | -                |
| Current portion of long term borrowings | 24    | 373,575          | 205,177                | 106,121          | 52,128           | 103,127                  | 106,121          |
| Short term borrowings                   | 25    | 4,886,246        | 5,878,412              | 3,772,953        | 3,844,848        | 4,710,274                | 2,767,840        |
| Current tax payable                     | 11.2  | 136,036          | 141,029                | 131,483          | 113,909          | 83,040                   | 64,291           |
| Employee benefits                       | 26    | 73,508           | 36,438                 | 29,499           | 40,391           | 35,502                   | 28,852           |
| <b>Total current liabilities</b>        |       | <b>6,861,891</b> | <b>7,632,821</b>       | <b>4,752,272</b> | <b>4,475,155</b> | <b>5,333,476</b>         | <b>3,407,424</b> |
| <b>Total liabilities</b>                |       | <b>7,918,720</b> | <b>9,084,928</b>       | <b>5,168,962</b> | <b>4,653,715</b> | <b>5,520,250</b>         | <b>3,734,585</b> |
| <b>Total equity and liabilities</b>     |       | <b>9,909,033</b> | <b>11,179,722</b>      | <b>7,179,561</b> | <b>6,184,128</b> | <b>7,048,201</b>         | <b>5,195,051</b> |

The consolidated financial statements on pages 2 to 41 were approved by the Board of Directors on 3 July 2013 and signed on its behalf:

Ranjit Shripad Bhonsle  
Managing Director

Kodukula Lakshmi Mohan Rao  
Group Finance Director

The accompanying notes on pages 7 to 38 form an integral part of these consolidated financial statements.

# AVON CROWNCAPS AND CONTAINERS (NIGERIA) PLC

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED 31 MARCH 2013

At 1 April 2011

### Changes in equity for 2012

Profit for the year

### Other comprehensive income

Fair value movements on equity financial assets

### Total comprehensive income for the year

Issue of share capital

Transaction costs for equity issue

Share-based payment transaction

Prior year unclaimed dividend

Dividends paid during the year

Contributions by and to owners of the business

At 31 March 2012

|                                                 | Issued share capital<br>N'000 | Share Premium<br>N'000 | Other reserves<br>N'000 | Retained earnings<br>N'000 | Fair value reserve<br>N'000 | Total equity<br>N'000 |
|-------------------------------------------------|-------------------------------|------------------------|-------------------------|----------------------------|-----------------------------|-----------------------|
| At 1 April 2011                                 | 341,987                       | 285,607                | 184,295                 | 1,198,544                  | 166                         | 2,010,599             |
| Profit for the year                             | -                             | -                      | -                       | 84,528                     | -                           | 84,528                |
| Other comprehensive income                      | -                             | -                      | -                       | -                          | (463)                       | (463)                 |
| Fair value movements on equity financial assets | -                             | -                      | -                       | 84,528                     | (463)                       | 84,065                |
| Total comprehensive income for the year         | -                             | -                      | -                       | -                          | -                           | -                     |
| Issue of share capital                          | -                             | -                      | -                       | -                          | -                           | -                     |
| Transaction costs for equity issue              | -                             | -                      | -                       | -                          | -                           | -                     |
| Share-based payment transaction                 | -                             | -                      | -                       | 130                        | -                           | 130                   |
| Prior year unclaimed dividend                   | -                             | -                      | -                       | -                          | -                           | -                     |
| Dividends paid during the year                  | -                             | -                      | -                       | 130                        | -                           | 130                   |
| Contributions by and to owners of the business  | -                             | -                      | -                       | -                          | -                           | -                     |
| At 31 March 2012                                | 341,987                       | 285,607                | 184,295                 | 1,283,202                  | (297)                       | 2,094,794             |

At 31 March 2012

### Changes in equity for 2013

Profit for the year

### Other comprehensive income

Fair value movements on equity financial assets

Total comprehensive income for the year

Issue of share capital

Transaction costs for equity issue

Share-based payment transaction

Prior year unclaimed dividend

Dividends paid during the year

Contributions by and to owners of the business

At 31 March 2013

|                                                 | Issued share capital<br>N'000 | Share Premium<br>N'000 | Other reserves<br>N'000 | Retained earnings<br>N'000 | Fair value reserve<br>N'000 | Total equity<br>N'000 |
|-------------------------------------------------|-------------------------------|------------------------|-------------------------|----------------------------|-----------------------------|-----------------------|
| At 31 March 2012                                | 341,987                       | 285,607                | 184,295                 | 1,283,202                  | (297)                       | 2,094,794             |
| Changes in equity for 2013                      | -                             | -                      | -                       | (105,166)                  | -                           | (105,166)             |
| Profit for the year                             | -                             | -                      | -                       | -                          | -                           | -                     |
| Other comprehensive income                      | -                             | -                      | -                       | -                          | 685                         | 685                   |
| Fair value movements on equity financial assets | -                             | -                      | -                       | (105,166)                  | 685                         | (104,481)             |
| Total comprehensive income for the year         | -                             | -                      | -                       | -                          | -                           | -                     |
| Issue of share capital                          | -                             | -                      | -                       | -                          | -                           | -                     |
| Transaction costs for equity issue              | -                             | -                      | -                       | -                          | -                           | -                     |
| Share-based payment transaction                 | -                             | -                      | -                       | -                          | -                           | -                     |
| Prior year unclaimed dividend                   | -                             | -                      | -                       | -                          | -                           | -                     |
| Dividends paid during the year                  | -                             | -                      | -                       | -                          | -                           | -                     |
| Contributions by and to owners of the business  | -                             | -                      | -                       | -                          | -                           | -                     |
| At 31 March 2013                                | 341,987                       | 285,607                | 184,295                 | 1,178,036                  | 388                         | 1,990,313             |

The accompanying notes on pages 7 to 38 form an integral part of these consolidated financial statements.

# AVON CROWNCAPS AND CONTAINERS (NIGERIA) PLC

## COMPANY STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 MARCH 2013

At 1 April 2011

### Changes in equity for 2012

Profit for the year

### Other comprehensive income

Fair value movements on equity financial assets

### Total comprehensive income for the year

Issue of share capital

Transaction costs for equity issue

Share-based payment transaction

Prior year unclaimed dividend

Dividends paid during the year

Contributions by and to owners of the business

At 31 March 2012

| Issued share capital<br>N'000 | Share Premium<br>N'000 | Other reserves<br>N'000 | Retained earnings<br>N'000 | Fair value reserve<br>N'000 | Total equity<br>N'000 |
|-------------------------------|------------------------|-------------------------|----------------------------|-----------------------------|-----------------------|
| 341,987                       | 285,607                | 184,295                 | 648,411                    | 166                         | 1,460,466             |
| -                             | -                      | -                       | 67,818                     | -                           | 67,818                |
| -                             | -                      | -                       | -                          | (463)                       | (463)                 |
| -                             | -                      | -                       | 67,818                     | (463)                       | 67,355                |
| -                             | -                      | -                       | -                          | -                           | -                     |
| -                             | -                      | -                       | -                          | -                           | -                     |
| -                             | -                      | -                       | -                          | -                           | -                     |
| -                             | -                      | -                       | 130                        | -                           | 130                   |
| -                             | -                      | -                       | -                          | -                           | -                     |
| -                             | -                      | -                       | 130                        | -                           | 130                   |
| 341,987                       | 285,607                | 184,295                 | 716,359                    | (297)                       | 1,527,951             |

At 31 March 2012

### Changes in equity for 2013

Profit for the year

### Other comprehensive income

Fair value movements on equity financial assets

Total comprehensive income for the year

Issue of share capital

Transaction costs for equity issue

Share-based payment transaction

Prior year unclaimed dividend

Dividends paid during the year

Contributions by and to owners of the business

At 31 March 2013

| Issued share capital<br>N'000 | Share Premium<br>N'000 | Other reserves<br>N'000 | Retained earnings<br>N'000 | Fair value reserve<br>N'000 | Total equity<br>N'000 |
|-------------------------------|------------------------|-------------------------|----------------------------|-----------------------------|-----------------------|
| 341,987                       | 285,607                | 184,295                 | 716,359                    | (297)                       | 1,527,951             |
| -                             | -                      | -                       | 1,777                      | -                           | 1,777                 |
| -                             | -                      | -                       | -                          | 685                         | 685                   |
| -                             | -                      | -                       | 1,777                      | 685                         | 2,462                 |
| -                             | -                      | -                       | -                          | -                           | -                     |
| -                             | -                      | -                       | -                          | -                           | -                     |
| -                             | -                      | -                       | -                          | -                           | -                     |
| -                             | -                      | -                       | -                          | -                           | -                     |
| -                             | -                      | -                       | -                          | -                           | -                     |
| -                             | -                      | -                       | -                          | -                           | -                     |
| 341,987                       | 285,607                | 184,295                 | 718,136                    | 388                         | 1,530,413             |

The accompanying notes on pages 7 to 38 form an integral part of these consolidated financial statements.

# AVON CROWNCAPS AND CONTAINERS (NIGERIA) PLC

## CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 MARCH 2013

|                                                             |       | GROUP              |                    | COMPANY          |                  |
|-------------------------------------------------------------|-------|--------------------|--------------------|------------------|------------------|
|                                                             | Notes | 2013               | 2012               | 2013<br>N'000    | 2012<br>N'000    |
| <b>Cash flows from operating activities</b>                 |       |                    |                    |                  |                  |
| Cash receipts from customers                                |       | 11,897,892         | 11,434,115         | 8,595,327        | 8,539,103        |
| Payments to suppliers and employees                         |       | (10,152,835)       | (9,897,018)        | (7,717,751)      | (7,632,183)      |
| <b>Cash generated from operations</b>                       |       | <b>1,745,057</b>   | <b>1,537,097</b>   | <b>877,576</b>   | <b>906,920</b>   |
| Value added tax input                                       |       | 4,055,206          | 3,672,919          | 3,896,599        | 3,542,217        |
| Value added tax output                                      |       | (4,234,172)        | (3,826,501)        | (4,069,714)      | (3,695,664)      |
| Withholding tax credit note utilised                        |       | (249)              | (2,660)            | -                | -                |
| Income tax paid                                             | 11.2. | (100,728)          | (61,791)           | (56,745)         | (35,424)         |
| <b>Net cash from operating activities</b>                   | 33    | <b>1,465,114</b>   | <b>1,319,064</b>   | <b>647,716</b>   | <b>718,049</b>   |
| <b>Cash flows from investing activities</b>                 |       |                    |                    |                  |                  |
| Purchase of property, plant and equipment                   | 8     | (108,440)          | (98,347)           | (99,199)         | (10,391)         |
| Capital work in progress                                    |       | (221,660)          | (1,804,838)        | -                | -                |
| Proceed from disposal of property, plant and equipment      |       | 1,148              | 894                | 770              | 466              |
| <b>Net cash used in investing activities</b>                |       | <b>(328,952)</b>   | <b>(1,902,291)</b> | <b>(98,429)</b>  | <b>(9,925)</b>   |
| <b>Cash flows from financing activities</b>                 |       |                    |                    |                  |                  |
| Finance costs                                               | 9     | (918,973)          | (651,350)          | (593,089)        | (506,476)        |
| Long term borrowings                                        |       | (130,272)          | 1,174,733          | (52,128)         | (103,127)        |
| Short term borrowings                                       |       | (126,740)          | 163,025            | -                | -                |
| Finance lease                                               |       | -                  | (4,088)            | -                | -                |
| Dividend paid                                               |       | (892)              | (1,644)            | (892)            | (1,644)          |
| <b>Net cash (used in)/from financing activities</b>         |       | <b>(1,176,877)</b> | <b>680,676</b>     | <b>(646,109)</b> | <b>(611,247)</b> |
| <b>Net (decrease)/increase in cash and cash equivalents</b> |       | <b>(40,715)</b>    | <b>97,449</b>      | <b>(96,822)</b>  | <b>96,877</b>    |
| Cash and cash equivalents at 1 April                        |       | 186,976            | 89,527             | 133,683          | 36,806           |
| <b>Cash and cash equivalents at 31 March</b>                | 36    | <b>146,261</b>     | <b>186,976</b>     | <b>36,861</b>    | <b>133,683</b>   |

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