

Registered number: SC311560 (Scotland)

# BREWDOG PLC

## ANNUAL REPORT AND FINANCIAL STATEMENTS

### FOR THE YEAR ENDED 31 DECEMBER 2013

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**BREWDOG PLC**

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**COMPANY INFORMATION**

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**DIRECTORS**

A M Dickie  
J Watt  
C K Greggor  
A P Foglio  
N A Simpson  
M Dempster

**REGISTERED NUMBER**

SC311560 (Scotland)

**REGISTERED OFFICE**

Balmacassie Commercial Park  
Ellon  
Aberdeenshire  
AB41 8BX

**INDEPENDENT AUDITORS**

Johnston Carmichael LLP  
29 Albyn Place  
Aberdeen  
AB10 1YL

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**BREWDOG PLC**

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**GROUP STRATEGIC REPORT  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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**INTRODUCTION**

We present our Strategic Report with the financial statements of the company and the group for the year ended 31 December 2013.

**REVIEW OF BUSINESS INCLUDING DEVELOPMENT AND PERFORMANCE**

The principal activity of the group continues to be that of brewing beer and operating bars. The results of the group show a pre-tax profit of £2,360,769 (2012 - £485,936) for the year and turnover of £18,087,583 (2012 - £10,654,514).

The directors consider the financial key performance indicators for the group to be profit before tax and turnover.

2013 has been a big year for us; once again we're one of the fastest growing food and drink brand companies in the UK (according to the Sunday Times Fast Track 100) and we've had our most successful year to date (again). Here are some of the highlights:

**1) Our new brewery**

2013 was the year we moved into our awesome new brewery. Funded by Equity for Punks and manned by a constantly growing team of craft beer mavericks, our brewery is big enough for us to cope with the huge increase in demand for great beer. It also houses some cutting-edge new equipment, including our custom built hop cannon. It gives us the space and the platform to continue our fast growth.

**2) Equity for Punks III**

This year, we launched Equity for Punks III, and the response was phenomenal. We broke loads of crowd-funding records, sold £1 million worth of shares in the first day and raised £4.25 million in total. Oh, and we still closed a month early due to the demand.

**3) Brew Dogs (the TV show)**

We brewed beer on a keg-raft on the Willamette river, on top of a mountain and on an Independence Day parade. We used the hottest chillis in the world, meat smoked malt, lobsters, and encoded DNA, in the beers. We brewed fog into beer, then turned the beer back into fog. The TV show was a huge hit in the US and we are already signed up for a second series.

**4) Jack Hammer**

If we needed proof that beer geeks are addicted to hop bitterness, we need look no further than Jack Hammer. More bitter than a pre-spectral-visitation Ebenezer Scrooge, Jack Hammer has been hugely popular. Perhaps it's to do with having more IBUs than the human tongue can detect.

**5) Angela singing Christmas songs in the office**

Best Christmas Ever!

**6) Fake BrewDog China**

At first we were pretty lost for words when we discovered that we were now on a list featuring the likes of Calvin Clain boxers, McDonalds burgers, Robert Cop and Star Knight action figures. We're still not sure how this happened; we think it might have been a hop-induced lucid dream.

**GROUP STRATEGIC REPORT (continued)**

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2013 was as much about building a scalable, passionate, talented and driven team as it was about building brewing capacity. We now have a team and infrastructure capable of supporting our long term growth and that will help us execute our ambitious plans for 2014 and beyond.

Demand for our beer continues to grow exponentially from all over the world and we finally have the new brewery bedded in, firing on all cylinders and now expanding with the constant addition of new equipment. Our new warehouse in Elton is now operational giving us much more control logistically and we are just shaping up to move into our new offices.

We have already opened bars in Tokoyo, Sao Paulo and Sheffield in the first few months of 2014 and we are targeting at least 7 further openings this year with BottleDog King's Cross now open and also home to our new London offices.

With a little bit of luck, loads of hardwork and mountains of hops, 2014 looks to be even better for BrewDog than 2013 was.

Keep on rocking in the free world.

**PRINCIPAL RISKS AND UNCERTAINTIES**

We consider the key risks and uncertainties affecting the group to be the availability and cost of ingredients for our beers and the growing prominence of the craft beer market brings with it more competition. In order to mitigate these risks and uncertainties, we continue to source quality hops and malt to brew our innovative beers and continue to look for opportunities to bring our beers to the wider public.

This report was approved by the Board and signed on its behalf by:



**J Watt**  
Director

Date: 29 April 2014

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**BREWDOG PLC**

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**DIRECTORS' REPORT  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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We present our Directors' Report and the financial statements for the year ended 31 December 2013.

**DIRECTORS' RESPONSIBILITIES STATEMENT**

The directors are responsible for preparing the Group Strategic Report, the Directors' Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and the group 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 judgments and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's and the group'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.

**DIVIDENDS**

No dividends will be distributed for the year ended 31 December 2013 (2012: £nil).

**DIRECTORS**

The directors who served during the year and up to the date of this report (unless otherwise stated) were:

A M Dickie  
J Watt  
C K Greggor  
A P Foglio  
N A Simpson  
M Dempster

The company secretary continues to be A M Dickie.

The group has made qualifying third party indemnity provisions for the benefit of its directors which were made during the year and remain in force at the date of this report.

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**BREWDOG PLC**

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**DIRECTORS' REPORT  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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**FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES**

The group's activities expose it to a number of financial risks including credit and liquidity risk.

**Credit risk**

The group's financial assets are bank balances and cash, trade and other receivables.

The group's credit risk is primarily attributable to its trade receivables for beer sales. The amounts presented in the balance sheet are net of allowances for doubtful receivables. An allowance for impairment is made where there is an identified loss event which, based on previous experience, is evidence of a reduction in the recoverability of the cash flows.

The group's market is such that beer sales are concentrated towards a number of key customers. Credit risk is managed through maintaining good customer relationships and the monitoring of credit levels and settlement periods.

The credit risk on liquid funds is limited because the counterparties are banks with credit ratings assigned by international credit rating agencies.

**Liquidity risk**

In order to maintain liquidity to ensure that sufficient funds are available for ongoing operations and future developments, the group uses a mixture of long-term and short-term debt finance.

Forecasts are produced to assist management in identifying liquidity requirements and maintaining adequate reserves.

**RESEARCH AND DEVELOPMENT**

During the year the group continued to undertake research and development on new brewing methods and techniques.

**GOING CONCERN**

We have a reasonable expectation that the company and the group have adequate resources to continue in operational existence for the foreseeable future. Thus we continue to adopt the going concern basis in preparing these financial statements.

**GROUP'S POLICY ON PAYMENT OF CREDITORS**

The group does not follow any code or standard on payment practice. It is the group's policy that payments to suppliers are made in accordance with those terms and conditions agreed between the group and its suppliers, provided that all trading terms and conditions have been complied with.

At 31 December 2013, the group had an average of 40 days (2012 - 51 days) purchases outstanding in trade creditors.

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**BREWDOG PLC**

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**DIRECTORS' REPORT  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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**DISCLOSURE OF INFORMATION TO AUDITORS**

Each of the persons who are directors at the time when this Directors' Report is approved has confirmed that:

- so far as that director is aware, there is no relevant audit information of which the company and the group's auditors are unaware, and
- that director has taken all the steps that ought to have been taken as a director in order to be aware of any relevant audit information and to establish that the company and the group's auditors are aware of that information.

This confirmation is given and should be interpreted in accordance with the provisions of section 418 of the Companies Act 2006.

**AUDITORS**

The auditors, Johnston Carmichael LLP, will be proposed for re-appointment at the forthcoming Annual General Meeting.

This report was approved by the Board and signed on its behalf by:



**J Watt**  
Director

Date: 29 April 2014



**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF BREWDOG PLC**

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We have audited the financial statements of BrewDog plc for the year ended 31 December 2013, set out on pages 8 to 34. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

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, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). 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 the 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 presentation 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 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 the parent company's affairs as at 31 December 2013 and of the group's profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

**OPINION ON OTHER MATTER 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.

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**BREWDOG PLC**

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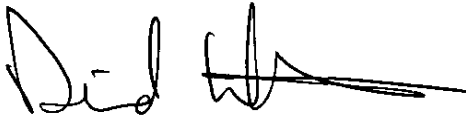
**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF BREWDOG PLC**

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**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 by the parent company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent company 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 the information and explanations we require for our audit.



David Wilson (Senior Statutory Auditor)

for and on behalf of

**Johnston Carmichael LLP**

Chartered Accountants and Registered Auditors

29 Albyn Place

Aberdeen

AB10 1YL

29 April 2014

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**BREWDOG PLC**

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**CONSOLIDATED PROFIT AND LOSS ACCOUNT  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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	Note	2013 £	2012 £
<b>TURNOVER</b>	1,2	18,087,583	10,654,514
Cost of sales		<u>(11,202,251)</u>	<u>(7,942,443)</u>
<b>GROSS PROFIT</b>		6,885,332	2,712,071
Administrative expenses		(4,652,562)	(2,314,512)
Other operating income	3	<u>281,725</u>	<u>118,196</u>
<b>OPERATING PROFIT</b>	4	2,514,495	515,755
Income from interests in associated undertakings		24,058	24,421
Interest receivable and similar income		11,462	3
Interest payable and similar charges	8	<u>(189,246)</u>	<u>(54,243)</u>
<b>PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION</b>		2,360,769	485,936
Tax on profit on ordinary activities	9	<u>(142,475)</u>	<u>(48,823)</u>
<b>PROFIT FOR THE FINANCIAL YEAR</b>	19	<u><u>2,218,294</u></u>	<u><u>437,113</u></u>

All amounts relate to continuing operations.

There were no recognised gains and losses for 2013 or 2012 other than those included in the consolidated profit and loss account above.

The notes on pages 13 to 34 form part of these financial statements.

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**BREWDOG PLC**

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**NOTE OF CONSOLIDATED HISTORICAL COST PROFITS AND LOSSES  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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	2013 £	2012 £
<b>REPORTED PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION</b>	2,360,769	485,936
Realisation of valuation gains of previous periods	-	113,020
<b>HISTORICAL COST PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION</b>	<u>2,360,769</u>	<u>598,956</u>
<b>HISTORICAL PROFIT FOR THE YEAR AFTER TAXATION</b>	<u>2,218,294</u>	<u>550,133</u>

The notes on pages 13 to 34 form part of these financial statements.

**BREWDOG PLC**  
**REGISTERED NUMBER: SC311560 (SCOTLAND)**

**CONSOLIDATED BALANCE SHEET**  
**AS AT 31 DECEMBER 2013**

	Note	£	2013 £	£	2012 £
<b>FIXED ASSETS</b>					
Intangible assets	10		2,942		4,902
Tangible assets	11		13,250,122		9,245,884
Investments	12		567,241		573,862
Investments in associates	12		81,102		81,930
			<u>13,901,407</u>		<u>9,906,578</u>
<b>CURRENT ASSETS</b>					
Stocks	13	1,599,032		1,068,902	
Debtors	14	2,710,965		1,489,305	
Cash at bank and in hand		3,242,012		1,048,179	
			<u>7,552,009</u>	<u>3,606,386</u>	
<b>CREDITORS:</b> amounts falling due within one year	15	(4,214,214)		(2,960,597)	
<b>NET CURRENT ASSETS</b>			<u>3,337,795</u>		<u>645,789</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>			<u>17,239,202</u>		<u>10,552,367</u>
<b>CREDITORS:</b> amounts falling due after more than one year	16	(4,635,840)		(4,107,583)	
<b>PROVISIONS FOR LIABILITIES</b>					
Deferred tax	17		(207,968)		(80,744)
<b>NET ASSETS</b>			<u><u>12,395,394</u></u>		<u><u>6,364,040</u></u>
<b>CAPITAL AND RESERVES</b>					
Called up share capital	18		58,825		56,720
Share premium account	19		7,059,069		3,248,114
Revaluation reserve	19		824,679		824,679
Profit and loss account	19		4,452,821		2,234,527
<b>SHAREHOLDERS' FUNDS</b>	20		<u><u>12,395,394</u></u>		<u><u>6,364,040</u></u>

The financial statements were approved and authorised for issue by the Board and were signed on its behalf on 29 April 2014 by:



**J Watt**  
Director



**N A Simpson**  
Director


The notes on pages 13 to 34 form part of these financial statements.

**BREWDOG PLC**  
**REGISTERED NUMBER: SC311560 (SCOTLAND)**

**COMPANY BALANCE SHEET**  
**AS AT 31 DECEMBER 2013**

	Note	£	2013 £	£	2012 £
<b>FIXED ASSETS</b>					
Tangible assets	11		11,502,796		7,842,965
Investments	12		2,162,356		676,363
			<u>13,665,152</u>		<u>8,519,328</u>
<b>CURRENT ASSETS</b>					
Stocks	13	1,408,864		916,572	
Debtors	14	2,527,090		2,607,962	
Cash at bank and in hand		2,990,558		811,084	
		<u>6,926,512</u>		<u>4,335,618</u>	
<b>CREDITORS: amounts falling due within one year</b>	15	<u>(3,171,750)</u>		<u>(2,208,715)</u>	
<b>NET CURRENT ASSETS</b>			<u>3,754,762</u>		<u>2,126,903</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>			<u>17,419,914</u>		<u>10,646,231</u>
<b>CREDITORS: amounts falling due after more than one year</b>	16		<u>(4,560,840)</u>		<u>(3,912,583)</u>
<b>PROVISIONS FOR LIABILITIES</b>					
Deferred tax	17		<u>(207,968)</u>		<u>(80,744)</u>
<b>NET ASSETS</b>			<u><u>12,651,106</u></u>		<u><u>6,652,904</u></u>
<b>CAPITAL AND RESERVES</b>					
Called up share capital	18		58,825		56,720
Share premium account	19		7,059,069		3,248,114
Revaluation reserve	19		824,679		824,679
Profit and loss account	19		4,708,533		2,523,391
<b>SHAREHOLDERS' FUNDS</b>	20		<u><u>12,651,106</u></u>		<u><u>6,652,904</u></u>

The financial statements were approved and authorised for issue by the Board and were signed on its behalf on 29 April 2014 by:

  
**J Watt**  
 Director

  
**N A Simpson**  
 Director

The notes on pages 13 to 34 form part of these financial statements.

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**BREWDOG PLC**

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**CONSOLIDATED CASH FLOW STATEMENT  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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	Note	2013 £	2012 £
Net cash flow from operating activities	21	2,228,151	1,402,359
Returns on investments and servicing of finance	22	(160,284)	(36,740)
Taxation		(1,799)	4,034
Capital expenditure and financial investment	22	(2,922,290)	(3,631,577)
<b>CASH OUTFLOW BEFORE FINANCING</b>		<u>(856,222)</u>	<u>(2,261,924)</u>
Financing	22	3,050,070	1,253,212
<b>INCREASE/(DECREASE) IN CASH IN THE YEAR</b>		<u><u>2,193,848</u></u>	<u><u>(1,008,712)</u></u>

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**RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET FUNDS/DEBT  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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	2013 £	2012 £
Increase/(decrease) in cash in the year	2,193,848	(1,008,712)
Net cash outflow/(inflow) from decrease/(increase) in debt and lease financing	<u>762,990</u>	<u>(899,519)</u>
<b>CHANGE IN NET DEBT RESULTING FROM CASH FLOWS</b>	<u>2,956,838</u>	<u>(1,908,231)</u>
New finance lease	(930,318)	(3,461,355)
<b>MOVEMENT IN NET DEBT IN THE YEAR</b>	<u>2,026,520</u>	<u>(5,369,586)</u>
Net (debt)/funds at 1 January	(3,530,214)	1,839,372
<b>NET DEBT AT 31 DECEMBER</b>	<u><u>(1,503,694)</u></u>	<u><u>(3,530,214)</u></u>

The notes on pages 13 to 34 form part of these financial statements.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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**1. ACCOUNTING POLICIES**

**1.1 Basis of preparation of financial statements**

The financial statements have been prepared under the historical cost convention as modified by the revaluation of certain fixed assets and are in accordance with applicable United Kingdom accounting standards.

**1.2 Basis of consolidation**

The financial statements consolidate the financial statements of BrewDog plc and all of its subsidiary undertaking BrewDog Bars Limited.

The results of subsidiaries acquired during the year are included from the effective date of acquisition.

**1.3 Turnover**

Turnover comprises revenue recognised by the group in respect of goods and services supplied during the year, exclusive of value added tax and trade discounts. Revenue is recognised in the financial statements when the risks and rewards of owning the goods has passed to the customer and when cash has been received or is receivable.

**1.4 Goodwill**

On consolidation the excess of the parent's investment in its subsidiary over the subsidiary's equity is treated as goodwill. It is amortised to the profit and loss account over its estimated useful life of 5 years.



**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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**1. ACCOUNTING POLICIES (continued)**

**1.5 Tangible fixed assets and depreciation**

Tangible fixed assets are recognised at depreciated historic cost with the exception of land, which is recognised at current market value.

Depreciation is provided at the following annual rates in order to write-off each asset over its estimated useful life or, if held under a finance lease, over the lease term, whichever is the shorter.

Certain brewing equipment, included within plant and machinery, is depreciated at 10% on reducing balance method and has been allocated a residual value of between 10% - 55% of cost, dependent on the tank's use.

Assets under construction	-	not provided
Land	-	not provided
Buildings	-	2% on cost
Long-term leasehold property	-	over lease term
Plant and machinery	-	10 - 25% on reducing balance and 33% - 50% on cost
Fixtures and fittings	-	25% on cost
Motor vehicles	-	25% on reducing balance
Computer equipment	-	33% on cost

**1.6 Investments**

Except as stated below, fixed asset investments are shown at cost less any provision for impairment.

Unlisted investments are held at valuation as derived by the directors.

In the group financial statements, investments in associates are accounted for using the equity method. The consolidated profit and loss account includes the group's share of associate's profit less losses while the group's share of the net assets of the associate is shown in the consolidated balance sheet.

**1.7 Hire purchase and leasing commitments**

Assets obtained under hire purchase contracts or finance leases are capitalised in the balance sheet. Those held under hire purchase contracts are depreciated over their estimated useful lives. Those held under finance leases are depreciated over their estimated useful lives or the lease term, whichever is the shorter.

The interest element of these obligations is charged to the profit and loss account over the relevant period. The capital element of the future payments is treated as a liability.

Rentals paid under operating leases are charged to the profit and loss account on a straight line basis over the period of the lease.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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**1. ACCOUNTING POLICIES (continued)**

**1.8 Stocks and work in progress**

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

Work in progress is valued using cost of materials, labour and a proportion of overheads to reflect the cost of beer being brewed.

**1.9 Deferred taxation**

Deferred tax is provided in full on timing differences which result in an obligation at the balance sheet date, to pay more tax, or a right to pay less tax, at a future date, at the rates expected to apply when they crystallise based on current rates and law. Deferred tax is not provided on non-monetary asset revaluations unless there is a binding commitment to sell the asset at the balance sheet date.

Timing differences arise from the inclusion of items of income and expenditure in tax computations in periods different from those in which they are included in the financial statements. Deferred tax assets are recognised to the extent that it is regarded as more likely than not that they will be recovered. Deferred tax assets and liabilities are not discounted.

**1.10 Foreign currencies**

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at rates of exchange ruling at the balance sheet date.

Transactions in foreign currencies are translated into sterling at the rate ruling on the date of the transaction.

Exchange gains and losses are recognised in the profit and loss account.

**1.11 Research and development**

Research and development expenditure is written off in the year in which it is incurred.

**1.12 Government grants**

Government grants received for revenue expenditure are recognised in the profit and loss account in the same period as the relevant expenditure. Government grants received for capital expenditure are deferred and released to the profit and loss account over the useful life of the associated asset.

**1.13 Financial instruments**

Financial instruments are classified and accounted for, according to the substance of the contractual arrangement, as either financial assets, financial liabilities or equity instruments. An equity instrument is any contract that evidences a residual interest in the assets of the company after deducting all liabilities.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013**

**2. TURNOVER**

The turnover and profit before taxation are attributable to the one principal activity of the group.

An analysis of turnover by geographical market is given below:

	2013 £	2012 £
UK	11,470,238	6,546,071
Europe	5,060,247	3,237,054
USA and Canada	484,258	303,607
Rest of the world	1,072,840	567,782
	<u>18,087,583</u>	<u>10,654,514</u>

**3. OTHER OPERATING INCOME**

	2013 £	2012 £
Other operating income	1,034	-
Government grants receivable	143,097	105,328
Sundry income	137,594	12,868
	<u>281,725</u>	<u>118,196</u>

**4. OPERATING PROFIT**

The operating profit is stated after charging:

	2013 £	2012 £
Amortisation - intangible fixed assets	1,960	-
Depreciation of tangible fixed assets:		
- owned by the group	412,414	187,223
- held under finance leases	223,887	56,114
Operating lease rentals:		
- other operating leases	465,382	277,301
Loss on foreign exchange	27,128	23,261
Loss on disposal of fixed assets	1,758	46,667
Research and development expenditure	<u>610,000</u>	<u>320,000</u>

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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**5. AUDITORS' REMUNERATION**

	2013 £	2012 £
Fees payable to the group's auditors and its associates for the audit of the group's annual financial statements	27,000	28,500
Fees payable to the group's auditors and its associates in respect of:		
All other non-audit services not included above	<u>51,747</u>	<u>43,119</u>

**6. STAFF COSTS**

Staff costs, including directors' remuneration, were as follows:

	2013 £	2012 £
Wages and salaries	3,403,790	1,886,584
Social security costs	278,278	157,293
	<u>3,682,068</u>	<u>2,043,877</u>

The average monthly number of employees, including the directors, during the year was as follows:

	2013 No.	2012 No.
Directors	6	5
Administration	18	9
Production	48	45
Bar staff	114	69
	<u>186</u>	<u>128</u>

**7. DIRECTORS' REMUNERATION**

	2013 £	2012 £
Remuneration	<u>288,184</u>	<u>141,667</u>

The highest paid director received remuneration of £100,000.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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**8. INTEREST PAYABLE AND OTHER SIMILAR CHARGES**

	2013 £	2012 £
On bank loans and overdrafts	55,331	16,229
On finance leases and hire purchase contracts	118,959	37,014
Other interest payable	14,956	1,000
	<u>189,246</u>	<u>54,243</u>

**9. TAXATION**

	2013 £	2012 £
<b>Analysis of tax charge in the year</b>		
<b>Current tax</b> (see note below)		
UK corporation tax charge on profit for the year	15,251	-
<b>Deferred tax</b>		
Origination and reversal of timing differences	155,556	48,823
Adjustments in respect of prior periods	(28,332)	-
<b>Total deferred tax</b> (see note 17)	<u>127,224</u>	<u>48,823</u>
<b>Tax on profit on ordinary activities</b>	<u>142,475</u>	<u>48,823</u>

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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**9. TAXATION (continued)****Factors affecting tax charge for the year**

The tax assessed for the year is lower than (2012 - lower than) the standard rate of corporation tax in the UK of 20% (2012 - 20%). The differences are explained below:

	2013 £	2012 £
Profit on ordinary activities before tax	2,360,769	485,936
Profit on ordinary activities multiplied by standard rate of corporation tax in the UK of 20% (2012 - 20%)	472,154	97,187
<b>Effects of:</b>		
Expenses not deductible for tax purposes, other than goodwill amortisation and impairment	4,352	40,418
Capital allowances for year in excess of depreciation	(9,359)	(85,362)
Utilisation of tax losses	-	(20,944)
Fixed asset adjustments relating to taxable capital grants and ineligible depreciation	(124,398)	-
Other timing differences leading to an increase (decrease) in taxation	1,532	-
Non-taxable income	(3,500)	-
Utilisation of tax losses and other deductions	(179,916)	-
Unrelieved tax losses carried forward	-	39,817
Deduction for R&D expenditure	(153,000)	(76,000)
Share of tax of associate	7,386	4,884
<b>Current tax charge for the year (see note above)</b>	<b>15,251</b>	<b>-</b>

**Factors that may affect future tax charges**

The estimated tax payable if the group's revalued assets are sold at the values shown is £45,158 (2012 - £155,905).

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013

10. INTANGIBLE FIXED ASSETS

Group	Goodwill £
<b>Cost</b>	
At 1 January 2013 and 31 December 2013	4,902
<b>Amortisation</b>	
At 1 January 2013	-
Charge for the year	1,960
At 31 December 2013	1,960
<b>Net book value</b>	
At 31 December 2013	2,942
At 31 December 2012	4,902

11. TANGIBLE FIXED ASSETS

Group	Assets under construction £	Land and buildings £	Long-term leasehold property £	Plant and machinery £
<b>Cost or valuation</b>				
At 1 January 2013	75,151	3,138,129	1,075,634	4,845,278
Additions	1,594,394	660,579	300,266	1,777,678
Disposals	-	-	-	-
At 31 December 2013	1,669,545	3,798,708	1,375,900	6,622,956
<b>Depreciation</b>				
At 1 January 2013	-	6,944	70,000	295,353
Charge for the year	-	42,102	91,008	325,141
On disposals	-	-	-	-
At 31 December 2013	-	49,046	161,008	620,494
<b>Net book value</b>				
At 31 December 2013	1,669,545	3,749,662	1,214,892	6,002,462
At 31 December 2012	75,151	3,131,185	1,005,634	4,549,925

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013

11. TANGIBLE FIXED ASSETS (continued)

Group	Fixtures and fittings £	Motor vehicles £	Computer equipment £	Total £
<b>Cost or valuation</b>				
At 1 January 2013	497,810	56,215	47,232	9,735,449
Additions	284,601	14,672	10,356	4,642,546
Disposals	(2,381)	(1,150)	(855)	(4,386)
At 31 December 2013	<u>780,030</u>	<u>69,737</u>	<u>56,733</u>	<u>14,373,609</u>
<b>Depreciation</b>				
At 1 January 2013	67,276	25,071	24,921	489,565
Charge for the year	155,098	10,235	12,717	636,301
On disposals	(1,356)	(436)	(587)	(2,379)
At 31 December 2013	<u>221,018</u>	<u>34,870</u>	<u>37,051</u>	<u>1,123,487</u>
<b>Net book value</b>				
At 31 December 2013	<u>559,012</u>	<u>34,867</u>	<u>19,682</u>	<u>13,250,122</u>
At 31 December 2012	<u>430,534</u>	<u>31,144</u>	<u>22,311</u>	<u>9,245,884</u>

The net book value of assets held under finance leases or hire purchase contracts, included above, are as follows:

Group and company	2013 £	2012 £
Plant and machinery	3,776,835	3,109,349
Motor vehicles	30,810	28,054
Furniture and fittings	69,298	33,571
	<u>3,876,943</u>	<u>3,170,974</u>

Included within the cost or valuation of Land and Buildings within both the group and company is land at valuation of £1,637,493 and buildings at cost of £2,161,215.

Land at Potterton was valued on an open market basis on 30 March 2011 by Ryden LLP, Chartered Surveyors at a value of £299,144. Since 2012 the group has acquired land at Balmacassie (Sites 1, 2 and 3) which cost £1,260,000. At the balance sheet date the directors believe these figures reflect the current market value of the land.



NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013

11 TANGIBLE FIXED ASSETS (continued)

<b>Company</b>	Assets under construction £	Land & Buildings £	Plant and machinery £	
<b>Cost or valuation</b>				
At 1 January 2013	75,151	3,138,129	4,845,278	
Additions	1,594,394	660,579	1,777,678	
At 31 December 2013	<u>1,669,545</u>	<u>3,798,708</u>	<u>6,622,956</u>	
<b>Depreciation</b>				
At 1 January 2013	-	6,944	295,353	
Charge for the year	-	42,102	325,141	
At 31 December 2013	<u>-</u>	<u>49,046</u>	<u>620,494</u>	
<b>Net book value</b>				
At 31 December 2013	<u>1,669,545</u>	<u>3,749,662</u>	<u>6,002,462</u>	
At 31 December 2012	<u>75,151</u>	<u>3,131,185</u>	<u>4,549,925</u>	
	Fixtures and fittings £	Motor vehicles £	Computer equipment £	Total £
<b>Company</b>				
<b>Cost or valuation</b>				
At 1 January 2013	48,708	55,065	42,475	8,204,806
Additions	8,960	14,672	9,938	4,066,221
At 31 December 2013	<u>57,668</u>	<u>69,737</u>	<u>52,413</u>	<u>12,271,027</u>
<b>Depreciation</b>				
At 1 January 2013	11,222	24,879	23,443	361,841
Charge for the year	17,713	9,991	11,443	406,390
At 31 December 2013	<u>28,935</u>	<u>34,870</u>	<u>34,886</u>	<u>768,231</u>
<b>Net book value</b>				
At 31 December 2013	<u>28,733</u>	<u>34,867</u>	<u>17,527</u>	<u>11,502,796</u>
At 31 December 2012	<u>37,486</u>	<u>30,186</u>	<u>19,032</u>	<u>7,842,965</u>

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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**12. FIXED ASSET INVESTMENTS**

<b>Group</b>	<b>Interest in associate £</b>	<b>Unlisted investments £</b>	<b>Total £</b>
<b>Cost or valuation</b>			
At 1 January 2013	81,930	573,862	655,792
Disposals	-	(6,621)	(6,621)
Share of profit (less dividends)	(828)	-	(828)
	<hr/>	<hr/>	<hr/>
At 31 December 2013	81,102	567,241	648,343
	<hr/>	<hr/>	<hr/>
<b>Net book value</b>			
At 31 December 2013	81,102	567,241	648,343
	<hr/>	<hr/>	<hr/>
At 31 December 2012	81,930	573,862	655,792
	<hr/>	<hr/>	<hr/>

Unlisted investments are valued on an open market basis by the directors. The historical cost of these unlisted investments was £1,656 (2012 - £8,277).

**Participating interests**

Details of associates can be found at note 29.

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013

12. FIXED ASSET INVESTMENTS (continued)

The cost and net book value of the interest in associate undertakings is represented by:

	2013 £	2012 £
Purchase price	87,500	87,500
Share of profits since acquisition	48,602	31,930
Dividends received	(55,000)	(37,500)
	<u>81,102</u>	<u>81,930</u>

The group's aggregate share of the associates' turnover and net assets at the balance sheet date was as follows:

	£	2013 £	£	2012 £
<b>Share of turnover</b>		<u>156,668</u>		<u>146,278</u>
<b>Share of assets</b>				
Fixed assets	89,147		90,649	
Current assets	<u>22,947</u>		<u>15,023</u>	
		112,094		105,672
<b>Share of liabilities</b>				
Due within one year or less	(27,015)		(22,096)	
Provisions for liabilities	<u>(3,977)</u>		<u>(1,646)</u>	
		(30,992)		(23,742)
<b>Share of net assets</b>		<u>81,102</u>		<u>81,930</u>

Company	Investments in subsidiary companies £	Interest in associate £	Unlisted investments £	Total £
<b>Cost or valuation</b>				
At 1 January 2013	15,001	87,500	573,862	676,363
Additions	1,500,000	-	-	1,500,000
Disposals	-	-	(6,621)	(6,621)
Share of profit/(loss)	-	(7,386)	-	(7,386)
At 31 December 2013	<u>1,515,001</u>	<u>80,114</u>	<u>567,241</u>	<u>2,162,356</u>
<b>Net book value</b>				
At 31 December 2013	<u>1,515,001</u>	<u>80,114</u>	<u>567,241</u>	<u>2,162,356</u>
At 31 December 2012	<u>15,001</u>	<u>87,500</u>	<u>573,862</u>	<u>676,363</u>

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013

12. FIXED ASSET INVESTMENTS (continued)

The addition in relation to the subsidiary investments relates to the capitalisation of an intercompany loan during the year.

Details of the principal subsidiaries, joint ventures and associates can be found at note 29.

13. STOCKS

	Group		Company	
	2013 £	2012 £	2013 £	2012 £
Raw materials	407,071	430,744	407,071	430,744
Work in progress	378,052	283,102	378,052	283,102
Finished goods and goods for resale	813,909	355,056	623,741	202,726
	<u>1,599,032</u>	<u>1,068,902</u>	<u>1,408,864</u>	<u>916,572</u>

14. DEBTORS

	Group		Company	
	2013 £	2012 £	2013 £	2012 £
<b>Due after more than one year</b>				
Other debtors	249,264	269,435	-	-
<b>Due within one year</b>				
Trade debtors	1,576,894	830,677	1,563,420	830,027
Amounts owed by group undertakings	-	-	317,955	1,492,082
Amounts owed by undertakings in which the company has a participating interest	58,095	21,835	58,095	21,835
Other debtors	549,888	186,662	457,662	152,639
Prepayments and accrued income	276,824	180,696	129,958	111,379
	<u>2,710,965</u>	<u>1,489,305</u>	<u>2,527,090</u>	<u>2,607,962</u>

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013

15. CREDITORS:  
Amounts falling due within one year

	<u>Group</u>		<u>Company</u>	
	2013 £	2012 £	2013 £	2012 £
Bank loans and overdrafts	253,087	125,249	103,087	100,249
Other loans	-	3,644	-	3,644
Net obligations under finance leases and hire purchase contracts	717,824	564,393	717,824	564,393
Trade creditors	1,936,477	1,643,080	1,449,515	1,174,445
Corporation tax	7,865	-	7,865	-
Other taxation and social security	258,700	66,738	93,957	30,218
Other creditors	312,146	30,282	293,493	19,703
Accruals and deferred income	728,115	527,211	506,009	316,063
	<u>4,214,214</u>	<u>2,960,597</u>	<u>3,171,750</u>	<u>2,208,715</u>

16. CREDITORS:  
Amounts falling due after more than one year

	<u>Group</u>		<u>Company</u>	
	2013 £	2012 £	2013 £	2012 £
Bank loans	1,644,002	1,867,089	1,569,002	1,672,089
Net obligations under finance leases and hire purchase contracts	2,130,792	2,018,018	2,130,792	2,018,018
Government grants received	861,046	222,476	861,046	222,476
	<u>4,635,840</u>	<u>4,107,583</u>	<u>4,560,840</u>	<u>3,912,583</u>

Included within the above are amounts falling due as follows:

	<u>Group</u>		<u>Company</u>	
	2013 £	2012 £	2013 £	2012 £
<b>Between one and two years</b>				
Bank loans	181,022	386,310	106,022	236,310
<b>Between two and five years</b>				
Bank loans	336,397	399,465	336,397	354,465
<b>Over five years</b>				
Bank loans	1,126,583	1,081,314	1,126,583	1,081,314

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013**

**16. CREDITORS:  
Amounts falling due after more than one year (continued)**

Creditors include amounts not wholly repayable within 5 years as follows:

	<u>Group</u>		<u>Company</u>	
	2013 £	2012 £	2013 £	2012 £
Repayable by instalments - Bank loans	1,126,583	1,081,314	1,126,583	1,081,314

The bank loan relates to two separate loans. The first in the name of the parent company originally for a maximum of £1,820,000 repayable by monthly instalments until October 2027. The second in the name of the subsidiary originally for a maximum of £250,000 repayable in four tranches during the period to June 2015. Both loans are subject to interest charged at 2.31% over the bank's Sterling Base Rate.

The bank loans are secured by standard and floating charges over the assets of the group. In addition, there is an unlimited cross guarantee between BrewDog plc and BrewDog Bars Limited.

Obligations under finance leases and hire purchase contracts, included above, are payable as follows:

	<u>Group</u>		<u>Company</u>	
	2013 £	2012 £	2013 £	2012 £
Between one and five years	2,130,792	2,018,018	2,130,792	2,018,018

The hire purchase contracts and finance leases are secured by a floating charge over the assets of BrewDog plc.

**17. DEFERRED TAXATION**

	<u>Group</u>		<u>Company</u>	
	2013 £	2012 £	2013 £	2012 £
At beginning of year	80,744	31,921	80,744	28,848
Charge for the year (P&L)	127,224	48,823	127,224	51,896
At end of year	207,968	80,744	207,968	80,744

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013

17. DEFERRED TAXATION (continued)

The provision for deferred taxation is made up as follows:

	Group		Company	
	2013 £	2012 £	2013 £	2012 £
Excess of taxation allowances over depreciation	207,968	158,412	207,968	158,412
Losses	-	(77,668)	-	(77,668)
	<u>207,968</u>	<u>80,744</u>	<u>207,968</u>	<u>80,744</u>

18. SHARE CAPITAL

	2013 £	2012 £
<b>Allotted, called up and fully paid</b>		
1,014,960 Ordinary A shares of £0.05 each	50,748	50,748
161,548 (2012 - 119,440) Ordinary B shares of £0.05 each	8,077	5,972
	<u>58,825</u>	<u>56,720</u>

During the year the company issued a further 42,108 Ordinary B shares to the public under its Equity for Punks III crowdfunding initiative, with an issue price of £95 per share. This created additional share premium (after expenses) of £3,810,955 in the year.

Both A and B Ordinary shares rank equally in terms of rights to receive dividends, rights to participate in a distribution of the assets of the company and voting at general meetings.

At the year end £49,756 (2012: £35,177) of share capital and share premium remains unpaid.

19. RESERVES

Group	Share premium account £	Revaluation reserve £	Profit and loss account £
At 1 January 2013	3,248,114	824,679	2,234,527
Profit for the financial year			2,218,294
Premium on shares issued during the year	3,810,955		
At 31 December 2013	<u>7,059,069</u>	<u>824,679</u>	<u>4,452,821</u>

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013

19. RESERVES (continued)

<b>Company</b>	Share premium account £	Revaluation reserve £	Profit and loss account £
At 1 January 2013	3,248,114	824,679	2,523,391
Profit for the financial year			2,185,142
Premium on shares issued during the year	3,810,955		
At 31 December 2013	<u>7,059,069</u>	<u>824,679</u>	<u>4,708,533</u>

20. RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS

<b>Group</b>	2013 £	2012 £
Opening shareholders' funds	6,364,040	5,589,760
Profit for the financial year	2,218,294	437,113
Shares issued during the year	2,105	1,154
Share premium on shares issued (net of expenses)	3,810,955	346,013
Other movements in profit and loss reserve	-	(10,000)
Closing shareholders' funds	<u>12,395,394</u>	<u>6,364,040</u>

<b>Company</b>	2013 £	2012 £
Opening shareholders' funds	6,652,904	5,625,678
Profit for the financial year	2,185,142	680,059
Shares issued during the year	2,105	1,154
Share premium on shares issued (net of expenses)	3,810,955	346,013
Closing shareholders' funds	<u>12,651,106</u>	<u>6,652,904</u>

The company has taken advantage of the exemption contained within section 408 of the Companies Act 2006 not to present its own profit and loss account.

The profit for the year dealt with in the accounts of the company was £2,185,142 (2012 - loss of £680,059).



NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013

21. NET CASH FLOW FROM OPERATING ACTIVITIES

	2013 £	2012 £
Operating profit	2,514,495	515,755
Amortisation of intangible fixed assets	1,960	-
Depreciation of tangible fixed assets	636,301	243,337
Loss on disposal of tangible fixed assets	1,758	46,667
Government grants amortisation	(85,603)	(2,868)
Increase in stocks	(530,130)	(203,512)
(Increase)/decrease in debtors	(1,219,860)	54,467
Increase in creditors	909,230	748,513
<b>Net cash inflow from operating activities</b>	<b>2,228,151</b>	<b>1,402,359</b>

22. ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN CASH FLOW STATEMENT

	2013 £	2012 £
<b>Returns on investments and servicing of finance</b>		
Interest received	11,462	3
Interest paid	(70,287)	(17,229)
Hire purchase interest	(118,959)	(37,014)
Income from investments	17,500	17,500
<b>Net cash outflow from returns on investments and servicing of finance</b>	<b>(160,284)</b>	<b>(36,740)</b>
	2013 £	2012 £
<b>Capital expenditure and financial investment</b>		
Purchase of tangible fixed assets	(3,712,228)	(3,969,610)
Sale of tangible fixed assets	250	5,360
Purchase of unlisted and other investments	-	(8,277)
Sale of unlisted and other investments	6,621	113,020
Government grants received	783,067	227,930
<b>Net cash outflow from capital expenditure</b>	<b>(2,922,290)</b>	<b>(3,631,577)</b>

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013

22. ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN CASH FLOW STATEMENT (continued)

	2013 £	2012 £
<b>Financing</b>		
Issue of ordinary shares	3,813,060	347,167
Repayment of loans	(95,234)	(17,477)
Other new loans	-	2,004,946
Repayment of other loans	(3,644)	(9,235)
Repayment of finance leases	(664,112)	(1,078,715)
Other movements	-	6,526
<b>Net cash inflow from financing</b>	<u>3,050,070</u>	<u>1,253,212</u>

23. ANALYSIS OF CHANGES IN NET DEBT

	1 January 2013 £	Cash flow £	Other non-cash changes £	31 December 2013 £
Cash at bank and in hand	1,048,179	2,193,833	-	3,242,012
Bank overdraft	(15)	15	-	-
	<u>1,048,164</u>	<u>2,193,848</u>	<u>-</u>	<u>3,242,012</u>
<b>Debt:</b>				
Finance leases	(2,582,411)	664,112	(930,318)	(2,848,617)
Debts due within one year	(128,878)	98,878	(223,087)	(253,087)
Debts falling due after more than one year	(1,867,089)	-	223,087	(1,644,002)
<b>Net debt</b>	<u>(3,530,214)</u>	<u>2,956,838</u>	<u>(930,318)</u>	<u>(1,503,694)</u>

24. CAPITAL COMMITMENTS

At 31 December 2013 the group and company had capital commitments as follows:

	<u>Group</u>		<u>Company</u>	
	2013 £	2012 £	2013 £	2012 £
Contracted for but not provided in these financial statements	<u>1,325,296</u>	<u>-</u>	<u>1,325,296</u>	<u>-</u>

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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**25. OPERATING LEASE COMMITMENTS**

At 31 December 2013 the group had annual commitments under non-cancellable operating leases as follows:

<b>Group</b>	Land and buildings		2013 £	Other 2012 £
	2013 £	2012 £		
<b>Expiry date:</b>				
Within 1 year	1,765	30,118	1,765	7,046
Between 2 and 5 years	48,488	-	48,488	33,584
After more than 5 years	450,975	334,000	3,600	-
	<u>450,975</u>	<u>334,000</u>	<u>3,600</u>	<u>-</u>

At 31 December 2013 the company had annual commitments under non-cancellable operating leases as follows:

<b>Company</b>	Land and buildings		2013 £	Other 2012 £
	2013 £	2012 £		
<b>Expiry date:</b>				
Within 1 year	4,987	30,118	729	7,046
Between 2 and 5 years	-	-	33,557	33,584
	<u>-</u>	<u>-</u>	<u>33,557</u>	<u>33,584</u>

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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**26. RELATED PARTY TRANSACTIONS**

Under FRS 8 Related Party Disclosures, the group has taken the exemption available in not disclosing transactions with other wholly owned parties within the group and transactions which are eliminated on consolidation.

During the year the group made sales of £211,398 (2012 - £182,064) to an associate company, BrewDog Aberdeen Limited. The balance due from BrewDog Aberdeen Limited at the year end was £32,650 (2012 - £21,389). The group received dividends of £17,500 (2012 - £17,500) from the associate.

During the year the group paid rent of £46,000 (2012 - £46,000) to JBW (77) Limited, a company in which J Watt, a director, has an interest. The balance due to JBW (77) Limited at the year end was £27,600 (2012 - £23,300).

During the year the group made sales of £8,211 (2012 - £3,290) and purchases of £14,723 (2012 - £nil) from Musa 77 Limited, a company controlled by J Watt, a director. The balance due to Musa 77 Limited at the year end was £3,384 (2012 - £443 due from Musa 77 Limited).

During the year the group advanced Mikkeller BrewDog Limited, a joint venture in which the group has a 50% interest, £25,445 (2012 - £nil) and this amount is still due to the group at the year end.

The group paid £7,355 in interest to both J Watt and A M Dickie respectively, during the year. At 31 December 2013 there is a balance due to the group from J Watt of £382 (2012 - £nil).

During the year the group made sales of £411,969 (2012 - £165,000) to Anchor Brewing Company, a company in which C K Greggor and A P Foglio have an interest. The balance due from Anchor Brewing Company at the year end was £109,465 (2012 - £20,153).

BrewDog plc has provided guarantees in respect of a number of property leases for BrewDog Bars Limited.

**27. CONTROLLING PARTY**

The controlling parties of the group are Mr J Watt and Mr M Dickie by virtue of their controlling interest in the group.

**28. POST BALANCE SHEET EVENTS**

The company issued a further 2,797 Ordinary B shares on 14 January 2014 raising proceeds of £265,715 as part of the final Equity for Punks III allotment. Expenses of £23,659 were paid as part of this issue.

The group has continued its bars expansion and post year end has agreed heads of terms on further locations in Cardiff, Dundee and Liverpool plus opened up a BottleDog location in King's Cross, London.

**29. PRINCIPAL SUBSIDIARIES, JOINT VENTURES AND ASSOCIATES****a. Principal subsidiaries**

<b>Company name</b>	<b>Country</b>	<b>Percentage Shareholding</b>	<b>Description</b>
BrewDog Bars Limited	Scotland	100	Bar operator

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2013**

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**29. PRINCIPAL SUBSIDIARIES, JOINT VENTURES AND ASSOCIATES (continued)**

At 31 December 2013, the aggregate capital and reserves were £1,268,686 (2012: Net liability position of £265,114) and a profit for the year of £33,800 (2012: loss - £242,954).

**b. Principal joint ventures**

<b>Company name</b>	<b>Country</b>	<b>Percentage Shareholding</b>	<b>Description</b>
Mikkeller BrewDog Limited	Scotland	50	Dormant

**c. Principal associates**

<b>Company name</b>	<b>Country</b>	<b>Percentage Shareholding</b>	<b>Description</b>
BrewDog Aberdeen Limited	Scotland	25	Bar operator

At 31 December 2013, the aggregate capital and reserves were £334,505 (2012: £337,816) and a profit for the year of £66,689 (2012: £73,406).