

Annual Report

YEAR END 2022



STABLISHED 1872

PRIDE IN OUR PEOPLE: OUR YOUNG PROFESSIONALS



Rebecca Leith, Digital Marketing Co-ordinator

Rebecca joined ANM's marketing team in November 2021 after completing a Public Relations degree at Robert Gordon University. In her role she leads our marketing activities for Thainstone Events and Porterhouse divisions as well as supporting day-to-day marketing activities across all aspects of the Group.

"Working with ANM and its co-operative business model, it's great to know you are part of something that makes a difference within the local and wider community. The support and career development opportunities at ANM are unparalleled and the team continues to challenge and push me to reach my career goals and brogress in my role with the Group."



Melissa Buchan, Canvasser / Fieldsperson

While studying at Scotland's Rural College, Melissa took on a part time role in the Marts division batching and lotting livestock. After completing her Bachelor of Arts degree in Rural Business Management, Melissa joined the full time team working in the Marts office supporting business and auction transactions, and has now progressed into to a Fieldperson role visiting members and customers, procuring stock and providing advice on the Group's services.

"I enjoy working in a wonderful team who have helped me grow my skills. ANM Group offers great career diversity, inspiring me to be open to opportunities with my hopes to climb my way further up the ladder."



Joe Orme, Vehicle and Specialist Auctions Co-ordinator and Trainee Auctioneer

After leaving school Joe joined the Thainstone Specialist Auctions division as Vehicle and Specialist Auctions Co-ordinator. His role includes organising regular vehicle auctions including sourcing stock, taking delivery of goods, preparing and lotting goods ready for sale as well as following up with buyers and sellers, during and after sales.

"With my ambition of becoming an auctioneer I am currently undertaking a Market Operations and Management course at Harper Adams University, a course which provides me with good insight and allows me to apply my knowledge within the workplace."



Harvey Stuart, Trainee Auctioneer

Harvey joined ANM as a school leaver, initially working part time in Thainstone Centre, before taking on the full time position of Trainee Auctioneer. As part of his training, Harvey is learning hands-on about the full auction process from booking in stock, speaking to customers and learning about valuing stock, to working the online bidding system during sales, delivering sale reports and processing transactions.

"Working at ANM Group has allowed me to grow in confidence, extend my knowledge and the Group continues to help me achieve my goal of becoming a fully qualified auctioneer.

I look forward to enrolling in the Livestock Management and Operations course at Harpers Adams University with the support of the Group."



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As a leading co-operative enterprise, we bring together inter-related rural businesses forming a unique and integrated offer for our clients.

LIVESTOCK MARKETING

Aberdeen & Northern Marts Direct Marketing Services

ESTATE AGENCY SERVICES AND VALUATIONS

Aberdeen & Northern (Estates) Limited

SPECIALIST VALUATION & AUCTION SERVICES

Thainstone Specialist Auctions

CATERING SERVICES & EVENT MANAGEMENT

Thainstone Events Ltd

ANM GROUP COMPANIES









Always moving forward - always with our members' interests at heart



As I reflect on our 2022 year, I would describe it as a year full of challenges, and opportunities, with businesses seeking to recover lost ground from the pandemic years. At ANM we looked to face up to those challenges, take our opportunities and improve all that we do, reinforcing our resolve.

I am pleased to present an annual report which demonstrates that through hard work, determination, and continuing investment, we have a business that has met head on the strong headwinds we faced in 2022, delivering a very positive set of trading results, meeting targets and securing excellent returns for our

Our relentless focus on our service and support to members has been the driver to grow and succeed, no matter what other factors are at play. The last twelve months have been testament to that and I'm proud of the results we have achieved.

The live auction ring remains central to the best interest of buyers and sellers.

Our core auction business has once again performed well, with members and customers seeing the benefits of the live auction ring. We continue to be the strongest advocate of the live ring - undoubtedly being the best and most efficient way of establishing true value.

I am delighted to report that the livestock division has delivered reassuring results for 2022, increasing our already strong throughput, with values significantly higher, demonstrating that with our industry-leading commission rates and service levels, our sales rings and co-operative model provides value for our members and customers.

The success of our monthly collective and specialist sales continues, with sales conversion rates consistently over 80%. Strong values were achieved for good second-hand equipment and vehicles, however the pressure on the supply chain has meant that sourcing stock through the year remained difficult for the team.

I am pleased that the core auction teams have done incredibly well in delivering a positive outcome in conditions that have often been beyond our control. Our service levels remain second to none and that is entirely down to our staff who pride themselves in delivering for their customers and the livestock, plant, machinery and equipment entrusted into our system for sale.

Our customers continue to benefit from the lowest commission rates in the country and the more who use the service, the more who will see this benefit. Our co-operative model means that low commission rates, and the highest standards of service, continue to set us apart. That is why our customers continue to return time and time again, and why our membership continues to grow year after year.

Performance across the Group

Our focus on delivering the best experience for our customers is not limited to our livestock division, this is a model replicated across the whole Group.

For our estates division, 2022 has proved to be a tough year. The combination of fewer rural properties coming to the market and the

shockwaves from the mini-budget on lending and interest rates, created a difficult set of circumstances. However, against that uncertain backdrop, ours is a business which invests in its future and people. The team's agility and market knowledge ensures we will continue to support our customers now and into the future as the market builds.

Like many similar businesses, our events division is still recovering from the huge effect of the pandemic and loss of footfall through the centre during this period. However, I'm very pleased to report that efforts to rebuild during 2022 are paying dividends and a new look to our events team has brought a refreshed focus which will continue throughout 2023.

Our property portfolio remains a key asset with progress continuing at our Maverston, Balmedie, Elgin and Thainstone sites. Thainstone Business Park is now contributing to our property portfolio revenue with growing interest in the small business industrial units. Our investment in this development demonstrates our commitment to Thainstone as a business hub for the future and the North East business community.

Pension Scheme.

2022 was a particularly difficult year for the pensions sector, especially towards the latter end of the year with Q4 and wider government influence proving extremely challenging for all investment markets. Whilst our scheme performed well under the circumstances with strong liquidity available, it was still adversely affected and the value of the fund fell over the period, eroding some of the sizeable gains made in previous years as demonstrated in the year end valuation reported in the accounts. That being said, whilst 2022 was a difficult year, we remain ahead of target having reduced the deficit from £8m to £2.4m in three years. Close management and scrutiny of the fund will continue understanding the volatility of the markets, and we have in place a robust investment plan with a diverse investment portfolio.

Conclusion

In many ways, 2022 was the year we had anticipated with continued challenges and opportunities as "normality" returned. I'm very proud of everything my team has achieved - performing well, strengthening the business, and delivering an excellent set of results for our members. To produce these results against the backdrop of the previous twelve months demonstrates the commitment to succeed we have here at ANM.

It would be remiss of me not to offer a note of prudence though as we absolutely cannot risk complacency. The continued high cost of energy, interest rates and inflation remain with us and appear set to continue for the short to medium term. We will continue to safeguard the business against the ever-growing costs of running a Group like ANM, ensure operations are as efficient as possible whilst maintaining our professional service levels. I am confident we can and will continue to build on the strong foundations we have to do this.

So much of ANM is about our people, and I want to thank the entire team and the Board for their relentless dedication and hard work towards making our co-operative the success it is today. Our co-operative values are deeply rooted in everything we do, and that gives us the commitment and momentum to deliver success which we can share with you, our members.

We'll keep moving forward, improving what we do, with our members and customers' interests at heart.

Our cornerstone is community



I'm delighted to be writing to you with my first Chairman's report after an incredible 150th Anniversary year and I must say it is an honour for me to serve as Chairman of ANM Group.

I'd like to start by thanking our former Chairman, Pete Watson, for his commitment to the co-operative over the years and to my fellow directors on the Board, our Chief Executive Grant Rogerson and the management team for their ongoing support. I am pleased to report the business is in a fundamentally good position delivering a trading surplus and a strong balance sheet providing stability and strength.

Over the last twelve months, we have celebrated ANM's I 50th anniversary year and for me, this has consolidated everything that is positive about co-operative values.

The co-operative model - supporting the industry and members we represent - has been key to the success of the Group over the years and despite the turbulent times we are all being faced with, we are reassured that our co-operative has been constant. Community is at the heart of everything we do and that's why we're so proud of our co-operative status.

"The co-operative model – supporting the industry and members we represent – has been key to the success of the Group over the years"

The Board is clear: delivering value for our members is fundamental in our priorities. The number of members is growing with record share capital levels at $\pounds 7.3$ m, we have in place a scale of members benefits we are exceptionally proud of including enhanced rates of interest on offer through our Members Investment Scheme, and we can be confident that our strategy is bearing fruit.

ANM's co-operative status means that we have only one objective - to work in our members' interests and that will remain our focus as we progress through 2023.

ANM's co-operative status means that we have only one objective - to work in our members' interests and that will remain our focus as we progress through 2023.

We are also pleased to be able to deliver 2.75% interest on share capital for members this year, an increase from 1.5% last year, and with our members' continued support and loyalty we will invest for the long-term to ensure we bring the strongest returns for them.

On behalf of the Board, I would like to express my appreciation to our members. Your support gives the management team and staff the encouragement to continue the good work, delivering not only a vital service, but also best value to our members and customers.

Finally, I'd like to thank the entire team at ANM for their dedication, commitment, and hard work in delivering such a positive set of results for our members. The team spirit we have at ANM across the whole board, our members and particularly our staff, who are all shareholders of the Group, ensures that as a leading co-operative we move forward on a very positive basis.

Despite its challenges, 2022 has been a strong year for us, and I am particularly pleased with all we have achieved.

A relentless focus on developing innovative solutions and new routes to market for those we serve across the local economy

The directors submit their report and accounts for the year ended 31 December

The principal activity of the society is the operation of livestock auction marts throughout the North-East of Scotland. The society's wholly owned subsidiaries during 2022 were:

- (i) Aberdeen & Northern (Estates) Limited, which trades as an estate agency.
- (ii) Thainstone Events Limited, which is a catering company.
- (iii) Thainstone Leasing Company Limited, which is a vehicle sales and leasing
- (iv) Scotch Premier Meat Limited, YPM 2012 Limited and Taste of Grampian Limited, which are non-trading companies.

RESULTS AND DISTRIBUTION TO MEMBERS

The Group results for the year are detailed in the extract of accounts attached.

So far as the directors are aware, there is no relevant information of which the auditors are unaware, and the directors have taken all reasonable steps to ascertain any relevant information and ensure the auditors are aware of such information.

Interest on share capital of 2.75% is paid. The trading profit for the year amounts to £649,000.

The directors of the society at 31 December 2022 were; M Gall, D Green, A Hutcheon, M Macaulay, A Mitchell, J Mitchell, G Rogerson, I Sim, S Stephen, N Thow and K Walker. During the financial year P Watson and T Johnston retired from office as directors.

AUDITORS

The auditors, Anderson Anderson & Brown Audit LLP, are reappointed for the current year.

By order of the Directors LC Secretaries Limited Secretary ANM Group Ltd Thainstone Centre Inverurie AB5 I 5XZ

BANKERS

Royal Bank of Scotland Plc Aberdeen Queens Cross Branch

REGISTERED OFFICE

Thainstone Centre Inverurie AB5 I 5XZ Incorporated under the Industrial Provident Societies Acts No 1231 R(S)

AUDITORS

Anderson Anderson & Brown Audit LLP Statutory Auditor

CURRENT DIRECTORS



MIKE MACAULAY **CHAIRMAN**



DAVID GREEN **DEPUTY VICE-CHAIRMAN**



DIRECTOR



ALAN HUTCHFON



GRANT ROGERSON





STUART STEPHEN **VICE-CHAIRMAN**



ANNA MITCHELL

IAN SIM



JANE MITCHELL

NORMAN THOW



KEITH WALKER



GROUP ACCOUNTANT



AVRIL MCLEOD SUPPORT MANAGER

SECRETARY LC Secretaries Limited

Consolidated statement of comprehensive income for year ended 31 December 2022

	NOTES	2022 £'000	202 I £'000
THROUGHPUT	I	142,949	133,280
TURNOVER	I	8,782	7,984
OPERATING PROFIT		241	648
Interest receivable and similar income Interest payable and similar charges		596 (188)	190 (179)
TRADING PROFIT	2	649	659
Gain on sale of property Defined benefit pension scheme Investment property revaluations Movement in provisions Rates relief Investment loan write off	3	50 (31) - (174)	35 (69) (272) (117) 313 (5)
Interest on share capital -			(5)
At 2.75% (2021 – 1.50%)		(200)	(107)
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION		294	437
Taxation for year		(10)	5
Deferred tax movement on defined benefit pension scheme		(74)	284
PROFIT FOR THE FINANCIAL YEAR		210	726
CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME			
PROFIT FOR THE FINANCIAL YEAR		210	726
OTHER COMPREHENSIVE INCOME			
Remeasurements of net defined benefit obligation		(1,814)	3,739
Deferred tax movement relating to actuarial loss/(gain)		454	(935)
OTHER COMPREHENSIVE (LOSS)/INCOME FOR THE YEAR		(1,360)	2,804
TOTAL COMPREHENSIVE (LOSS)/INCOME FOR THE YEAR		(1,150)	3,530

Consolidated statement of financial position as at 31 December 2022

	NOTES	202 £'00		202 I £'000	
FIXED ASSETS Tangible assets Investment properties Investments	4 5 6		28,338 5,116 419 33,873		27,632 5,116 419 33,167
CURRENT ASSETS Stocks and work in progress Livestock Debtors Cash at bank and in hand	7	174 6,442 6,547 365 ———————————————————————————————————		64 7,279 6,062 144 ——————————————————————————————————	
CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR Bank overdraft/loans Development loan Creditors Members loans	8	(11) (250) (4,917) (5,129) (10,307)		(10) - (4,533) (5,092) - (9,635)	
NET CURRENT ASSETS			3,221		3,914
TOTAL ASSETS LESS CURRENT LIABILITIES			37,094		37,081
CREDITORS: AMOUNTS FALLING DUE AFTER ONE YEAR Development loan Members loans Creditors Bank loan		(4.657) (3,935) (62) (24)	(8,678)	(5,152) (3,519) (86) (35)	(8,792)
DDO//CIONC			28,416		28,289
PROVISIONS Deferred tax	9		(301)		(290)
NET ASSETS EXCLUDING PENSION SCHEME DEFICIT			28,115		27,999
Defined benefit pension scheme deficit	10		(2,426)		(1,286)
NET ASSETS INCLUDING PENSION SCHEME DEFICIT	11		25,689		26,713
CAPITAL AND RESERVES Called up share capital Capital reserves Profit and loss account			7,371 10,650 10,094 28,115		7,245 10,650 10,104 27,999
Defined benefit pension scheme deficit	П		(2,426) ————————————————————————————————————		(1,286) 26,713

Signed on behalf of the Board on 14 March 2023

M MACAULAY, Chairman S STEPHEN, Vice-Chairman LC Secretaries Limited, Secretary

I THROUGHPUT AND TURNOVER

Throughput and turnover were contributed as follows. All sales between Group companies have been fully eliminated on consolidation.

	2022 £'000	202 I £'000
THROUGHPUT Parent Society -		
Value of livestock and other goods sold on commission Direct sales	139,737 1,951	130,907 1,439
Aberdeen & Northern (Estates) Limited - Rendering of services	336	359
Direct sales - Total value of direct sales by other Group companies	925	575
Total value of direct sales by other Group companies	142,949	133,280
TURNOVER Parent Society -		
Commission from sales of livestock and other goods Direct sales – fees for valuations and other services rendered	5,570	5,610
and income from farming activities Aberdeen & Northern (Estates) Limited -	1,951	1,439
Rendering of services	336	359
Thainstone Events Limited - Direct sales – sales from the supply of catering services	870	424
Thainstone Leasing Company Limited - Direct sales – from the sale of motor vehicles	55	152
	8,782 ———	7,984

Notes on consolidated financial statements for year ended 31 December 2022

2 TRADING PROFIT

	2022 £'000	202 I £'000
Group trading profit was contributed as follows:		
Parent Society Aberdeen & Northern (Estates) Limited	622 4	652 23
Thainstone Events Limited Thainstone Leasing Co. Limited	(18) 41	(32)
	649 ———	659
Group trading profit is arrived at after charging/(crediting): -		
Depreciation of tangible fixed assets	665	663
Gain on sale of fixed assets other than property	(22)	(70)
Release of grant	(25)	(25)
Directors' emoluments for services	56	53
Auditors' remuneration	52	59
Hire of plant	8	
	734	680

3 DEFINED BENEFIT PENSION SCHEME BEFORE TAXATION

The charge to profit and loss for the year is:

- Service cost
- Net interest expense

202 I £'000	2022 £'000
(69)	(31)
(69)	(31)

4 TANGIBLE FIXED ASSETS

THE GROUP Cost or valuation:	£'000 At 31.12.21	£'000 Additions	£'000 Disposals	£'000 At 31.12.22
Freehold properties Equipment, fittings etc. Motor vehicles	28,696 5,189 745	1,064 234 116	(40) (2) (80)	29,720 5,421 781
	34,630	1,414	(122)	35,922
Description	At 31.12.21	Charge for Year	On Disposals	At 31.12.22
Depreciation: Freehold properties	1,938	286		2,224
Equipment, fittings etc.	4,608	262	(2)	4,868
Motor vehicles	452	117	(77)	492
	6,998	665	(79)	7,584
Net book value	27,632			28,338

Freehold property held by the group and parent society include asset values which relate to the creation of the business park. The business park remains in its early stages of development.

5 INVESTMENT PROPERTIES

At 31 December 2021 Additions in year Revaluations in year

At 31 December 2022

	Group	
2022 £'000		202 I £'000
5,116		5,116
5,116		5,116

Notes on consolidated financial statements for year ended 31 December 2022

6 INVESTMENTS

		Group
NOTES $\frac{20}{60}$	22	202 I £'000
Subsidiary undertakings – at cost Associated undertakings and trade investments – at cost (a) (b)	- 19	419
	19 	<u>419</u>

All of the above investments are unlisted.

Note

(a) Details of the trading subsidiaries are as follows:

			Percentage of equity shares held		
	Registered Office	Principal Activity	Group	Parent Society	
Aberdeen & Northern (Estates) Limited	Thainstone Centre, Inverurie, AB5 I 5XZ	Land and Estate Agents	100%	100%	
Thainstone Events Limited	Thainstone Centre, Inverurie, AB5 I 5XZ	Caterers	100%	100%	
Thainstone Leasing Co. Limited	Thainstone Centre, Inverurie, AB51 5XZ	Vehicle leasing/sales	100%	100%	

The Parent Society holds 100% of the equity shares, directly and indirectly, in its non-trading subsidiaries, Scotch Premier Meat Limited, Taste of Grampian Limited and YPM 2012 Limited. Scotch Premier Meat Limited and Taste of Grampian Limited are incorporated in Scotland and YPM 2012 Limited is incorporated in England.

(b) Associated undertakings and trade investments: -

The Parent Society has investments in Scotbeef Inverurie Limited and an interest in Maverston LLP, a limited liability partnership, whose principal activity is property development. The investment in Maverston LLP has been fully written off previously. The Parent Society also has an interest in Thainstone LLP.

7 DEBTORS

Trade debtors
Other debtors
Prepayments
Owed by associated undertakings

Amounts owed by Group undertakings are unsecured, interest free, have no fixed date of repayment and are repayable on demand.

	Group	
2022 £'000		202 I £'000
2,830 57 643 3,017		2,642 35 354 3,031
6,547	=	6,062

8 CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

Trade creditors
PAYE, national insurance and VAT
Accruals and deferred income
Other creditors
Proposed interest on share capital
Obligations under hire purchase
Digital development loan

Amounts owed to Group undertakings are unsecured, interest free, have no fixed date of repayment and are repayable on demand.

	Group
2022 £'000	2021 £'000
686 397 2,964	557 387 2,770
674 177 11	702 98
8	8
4,917	4,533

9 DEFERRED TAXATION

The provision made for deferred taxation is as follows:

Provision -Tax losses Revaluation reserve

2022 £'000	202 £'000
(11)	290
301	290

Group

Notes on consolidated financial statements for year ended 31 December 2022

10 PENSION SCHEMES

The Group operates a defined contribution pension scheme.

The defined contribution scheme, which commenced on I January 2000, is a Group personal pension plan operating on a defined contribution basis and is available to all Group employees.

The defined benefit scheme, closed to new entrants as of 28 February 1999, provides members with defined benefits based on salary. The benefit promises are funded in advance and the scheme assets are held in a separate trustee administered fund. Contributions to the scheme are assessed in accordance with the advice of a qualified actuary on the basis of triennial valuations using the projected unit method of valuation.

The last formal actuarial valuation was conducted as at 1 January 2021 and updated at 31 December 2022 by a qualified independent actuary. The results of the actuarial valuation at 1 January 2021 showed a deficit of £4.97m with an update to 1 September 2021 with resulting deficit of £4.51m.

The Group has agreed with the trustees to target removal of this deficit over a period of 6 years and 11 months from 1 September 2021 by payment of contributions of £100,000 in total by 31 December 2021, then £325,000 p.a. until 31 December 2023, then £425,000 p.a. until 31 December 2027, then £525,000 p.a. until 31 December 2027, then £525,000 in total by 31 July 2028.

In accordance with FRS 102 the defined benefit pension scheme is recognised in the Parent Society financial statements as they are the sponsoring society.

	2022 £'000	202 I £'000
Movement in defined benefit pension scheme deficit during the year		
Deficit at I January	(1,715)	(5,685)
Movement in year: - Contributions - Net interest expense - Actuarial (loss)/ gain in Other comprehensive income	325 (31) (1,814)	300 (69) 3,739
Deficit at 31 December	(3,235)	(1,715)
Less: Deferred taxation	809	429
Deficit net of taxation	(2,426)	(1,286)

II RECONCILIATION OF MOVEMENTS ON SHAREHOLDERS' FUNDS

	£'000	£'000
Movement for the financial year after taxation	210	726
Remeasurements of net defined benefit obligation	(1,360)	2,804
Share capital issued	126	19
Opening shareholders' funds at 1 January	26,713	23,164
Closing shareholders' funds at 31 December	25,689	26,713
All of the above funds are attributable to members.		

Group

2021

2022

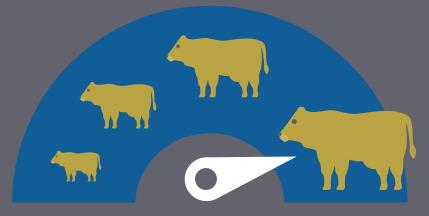
WE'VE DELIVERED ON OUR PROMISES

With our average commission rate of 3.36% in 2022, our customers saved

£647,000

on commissions

(ANM's commission rates, compared to average industry published rates of 4%)



The more who use our services, the more who benefit

AND WE'VE DONE THE SUMS



additional trading members valuing the power of the co-op



SHARE CAPITAL LEVELS OF

£7.3M



PREMIUM RETURNS OF UP TO

4.75%

PAID ON MEMBERS INVESTMENT SCHEME

999

2.75%

INTEREST ON SHARE CAPITAL PAID TO MEMBERS

£200,000



MEMRERS

INTEREST SAVINGS ON STOCKING AGREEMENT

£128,000

THE POWER OF YOUR CO-OP









