

Annual Report and Financial Statements 2020/21

Working in support of
a modern, commercial,
sustainable agriculture.

Our Guiding Pillars

AIC will support member businesses by lobbying for a political and business environment in which sustainable businesses can grow for the benefit of the agri-supply industry and the wider UK economy. This will be secured through enhanced engagement with Governments and stakeholder bodies across the UK. We will encourage our work to encompass all three of our guiding pillars, **Competitiveness**, **Productivity** and **Environment**, delivering for sustainability and contributing to the circular economy.



Competitiveness



Productivity



Environment

We will work to secure opportunities for UK agri-business to compete in local and global markets. Our understanding of regulatory impacts covering standards of production, in particular where these impede UK competitiveness, and our ability to identify where changes would make the UK more competitive, will ensure our Members can viably operate without losing sight of the principles of leading standards of food and feed safety.

We will seek to find and support solutions to improve productivity in UK agriculture. This will enable Member businesses the opportunity to innovate within a supportive regulatory environment. This will include novel solutions (such as gene editing) and the use of technology and data where it is for the benefit of Members and the sector as a whole. We will encourage Member businesses who are often uniquely placed to support knowledge transfer from agri-business onto farm through their network of qualified, professional advisers.

AIC will support policy changes which benefit the environment where this progresses the work of agri-business in a policy world moving to a net zero carbon economy. With the UK now able to make its own policy it is important that AIC seeks to shape a legislative environment that does not constrain UK agri-business. Recognising the political stance in the UK on the environment, AIC will continue to update its Roadmap for a Sustainable Food Chain to incorporate technical advances, and work in partnership with stakeholders and administrations across the UK as new agricultural and environmental policies are developed and implemented.

The AIC working in support of modern, sustainable commercial agriculture

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Angela Booth

Chair, AIC

Changes to domestic agricultural and environmental policy across the four countries of the United Kingdom are very much live and heading for a period of significant transition over the coming years.

Angela Booth

Chair's welcome

I WAS DELIGHTED TO TAKE OVER AS CHAIR OF AIC AT THE AGM IN OCTOBER 2020, the first virtual AGM for AIC and just one aspect of the Covid pandemic that impacted AIC and its Members during this last year. AIC continued to grow its influence under the chairmanship of Andrew McShane who oversaw work towards EU Exit and the consequences of the arrival of Covid-19. As his successor as chair, I have seen first-hand how this influence has continued to grow as AIC addresses the key issues and opportunities on behalf of its Members.

AIC undertook an enormous amount of work relating to EU Exit to inform government of where tensions and problems might exist as work on the Trade and Cooperation agreement came to a close. The announcement of this deal on Christmas Eve, while very welcome, did not remove the many challenges impacting trade for Members and AIC continues still to seek clarity and solutions.

The Agribusiness conference in November, held virtually, was another first for AIC, with Minister Victoria Prentis representing Defra alongside speakers from the USA and across the UK. Lord Deben's insight on climate change and the challenge to the overall economy certainly provided much food for thought as we all consider the investment required to achieve a greener future. The launch in July of AIC's Roadmap for a Sustainable Food Chain again shows direction and focus on what we all have to do and the role our businesses will play in contributing to a more sustainable global economy.

In the meantime, I know that changes to domestic agricultural and environmental policy across the four countries of the United Kingdom are very much live and heading for a period of significant transition over the coming years. AIC continues to represent your business at the macro and at the detail on a myriad of committees influencing the legislation that impacts our lives. AIC's guiding pillars of Competitiveness, Productivity and Environment will be fundamental in informing these discussions.

The one certainty is 'change' and we are certainly going through a period of history which in time, I believe, will be seen in its true magnitude. It remains important that AIC focusses on the issues affecting Member businesses and the best way, of course, for your voice to be heard is to make sure you engage with us, and together we can ensure a bright future for our sector.



Chief Executive's introduction

2020 WAS A YEAR THAT WILL BE CHARACTERISED by the UK's departure from the EU following the referendum in 2016. The Trade and Cooperation Agreement (TCA) that was eventually delivered on Christmas Eve 2020 resulted in a collective sigh of relief that the industry was not departing on a no deal, but rather on one described as an Australian-style agreement. The output of this deal and its impact on AIC will undoubtedly shape our work well into the future. Not least is the ongoing work on developing the understanding of the TCA implementation between the UK and the EU along with clarifying how the Northern Ireland protocol will work in practice. This coupled with supporting the work of government as it seeks new trade agreements with other countries around the world.

The major unplanned piece of work that dramatically affected the whole world was the impact of Covid-19. AIC moved to a working from home policy at the same time as ensuring that governments across the UK were aware of the consequences of the pandemic on supply chains. One of the major successes was securing key worker status for those operating in the agri-supply chain, meaning that school places were available along with the ability to continue to attend work despite the imposition of a "stay at home rule". This ensured Member businesses could, in contrast to other sectors of the economy, continue to trade through the pandemic.

The development of AIC's three guiding pillars (see inside cover) will support our future work and ensure that as devolved policy develops across the UK, AIC is well positioned to articulate Member views wherever their business is located.

It is clear that the coming years will be marked by substantial policy development at a national level across England, Scotland, Wales, and Northern Ireland. The need for a clear voice representing the interests of the agri-supply chain has never been stronger.

This work to shape domestic policy development, and ensure the Government understands the consequences of trade deals to UK businesses and supply chains, will mean a busy few years ahead for AIC, and a role we accept on behalf of our Members, with renewed energy.



Robert Sheasby

Chief Executive, AIC

The development of AIC's three guiding pillars will support our future work and ensure that as devolved policy develops across the UK, the AIC is well positioned to articulate Member views wherever their business is located.

Robert Sheasby





John Kelley, Chief Operating Officer, AIC
Managing Director, AIC Services

AIC Services

ALL AUDITS MOVED TO REMOTE AUDITING IN APRIL LAST YEAR as a result of Government restrictions imposed due to the Covid-19 pandemic. The key challenge was to maintain industry standards but not compromise the safety of auditors or participants. This was a substantial change for the assurance schemes and required significant planning with the certification and audit bodies, auditors, participants as well as the competent authorities.

Like many businesses, the circumstances we faced drove the adoption of new technology. This transformation for the auditing sector has delivered methodologies that have successfully supported the industry in assuring agri-food supply in these difficult times.

The UK finally left the EU on the 31 December but mutual recognition by the EU assurance schemes remains in place for our feed and food assurance schemes within the UK. This has ensured that additional costly checks do not have to take place, encouraging the continued free flow of goods both to and from the EU. AIC Services will continue to work closely with the key EU assurance schemes, building on our strong relationships.

New Fertiliser Industry Assurance Scheme (FIAS) and Trade Assurance Scheme for Combinable Crops (TASCC) codes were reviewed during the year, and will be launched in 2021. This has been a major project for the industry ensuring that the codes reflect the changes in legislative, customer, and industry demands. On behalf of AIC Services, I would like to thank all of the contributors for their time with this work.

Reflecting the continued professionalisation of agriculture, AIC has been developing academic standards for the Feed Adviser Register (FAR) and this year has launched a new Continual Professional Development module for antimicrobial resistance management within the feed sector. A new sustainability module for feed advisers is currently being developed for introduction later in 2021, which will be complementary to their advisory work.

The Palm Oil Credit Scheme, demonstrating sustainable sourcing, has gained further traction this year and alongside the FEFAC Soy Benchmarking Tool we are seeing a significant recognition of the importance of sustainable procurement.



John Kelley



Agribusiness 2021 was a first virtual conference for AIC, and a resounding success, attracting over 300 delegates. Chaired by Caz Graham of BBC Radio 4's Farming Today, the conference programme delivered relevant insight from Victoria Prentice – Parliamentary Under Secretary of State at Defra, Minette Batters – NFU President and RT Hon Lord Deben, Chairman of the Committee on Climate Change. In response to delegate feedback, we are considering various options for Agribusiness 2022.

Looking forward to 2021/22 significant change within agriculture and the agri-supply industry will continue at pace. AIC Services will remain abreast of these changes and help lead the sector's response to ensure a thriving agri-supply industry.

Like many businesses, the circumstances we faced drove the adoption of new technology



Policy

External Relations

THE PAST YEAR HAS BEEN SOMETHING OF A ROLLERCOASTER FOR AIC AND MANY OF OUR MEMBERS. After a long and drawn out EU-UK negotiation, a hastily arranged Trade and Cooperation Agreement (TCA) was signed at the eleventh hour. Helping Members to navigate the TCA was a priority at the start of 2021 and although the TCA has been problematic, AIC was able to make sure Members' voices were heard directly by civil servants, journalists, MPs, devolved politicians and ministers.



Ed Barker,
Head of Policy and External Affairs

At the same time as negotiating EU Exit, AIC has been at the forefront of discussions with Defra and other departments concerning the implications of Covid-19. It was reassuring to hear ministers and civil servants pay tribute to the role of the supply chain in minimising disruption to farmers and consumers. Our challenge is to ensure that the risks posed by Covid-19 to food security are not forgotten.

In order to advance our messages across the UK, AIC takes a strong approach to lobbying efforts. This work has resulted in regular AIC acknowledgment in both the House of Commons and House of Lords in 2020 and early 2021. This has also included Parliamentary Committee reports citing AIC written evidence and regular dialogue with MPs and Peers who now approach AIC as the 'go to' for technical, objective and trusted information.

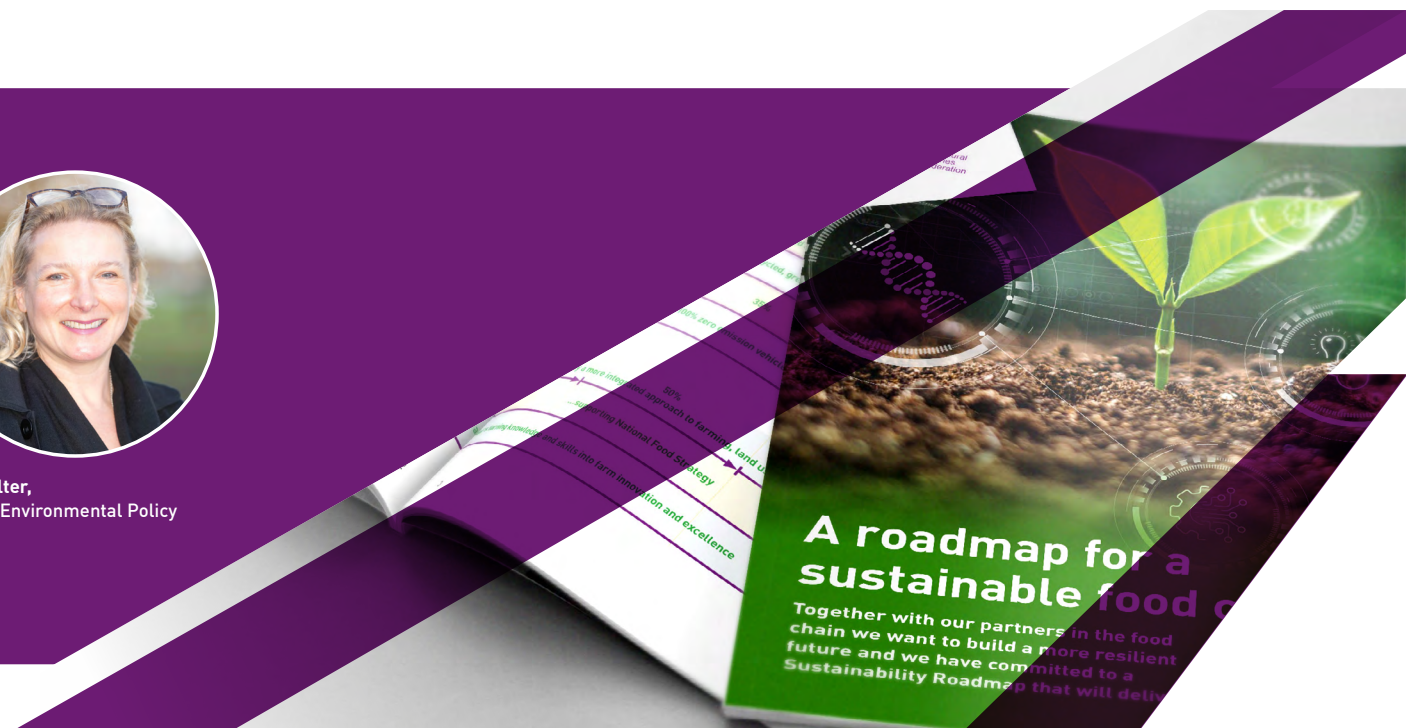
Key Focus 2021

Although the effects of EU Exit will continue to be felt in 2021 and 2022, we cannot overlook the fact that the UK and devolved governments are pursuing different domestic policies with fervour. We can expect the Environment Bill later in 2021, a number of policy goals relating to the COP26 Conference, and a suite of new consultations and proposals. AIC is already anticipating this policy work. It is clear a lot will be happening in policy and external affairs. A key priority is to ensure that AIC Members are kept as well informed as possible about policy developments across the UK and, most importantly, what it means in practice. We will be providing policy reports on a quarterly basis and rolling out more webinars on policy topics, which have proven to be popular across the membership.





Jane Salter,
Head of Environmental Policy



Environment

AIC LAUNCHED ITS FIRST ROADMAP FOR A SUSTAINABLE FOOD CHAIN in a UK environment being shaped by Brexit and Covid-19. Its purpose is to be of value internally to Members, helping them to evolve their businesses and externally, to help design workable policy which enables change, and cooperation across the food chain.

The launch of the AIC Sustainability Roadmap was timely, coinciding with an increasing desire to build a more resilient food chain for the future, and an appetite for working together more than ever before. For AIC, the interdependencies between the sectors became even more apparent with several long-term ambitions in the Roadmap requiring all-sector-effort to achieve common goals. With the guidance of the AIC Policy Forum the strategic direction for AIC is now being formed.

The AIC Sustainability Roadmap reflects the UK Government's commitment to Net Zero 2050, and takes account of the important developments from; the National Food Strategy; the 25 Year Environment Plan; the Environmental Bill to bring in interim and longer-term targets for the environment and sustainable development; new land management policies and the recommendations for 'Land use – policies for net zero' from the Committee on Climate Change.

Key Focus 2021

Industry leadership is necessary and the statute book in isolation can never deliver the overall balance required, only push things in the right direction. Much is in our hands now. The companies that source and provide agri-supply products, solutions and professional advice to farmers and growers will be pivotal in defining the change needed, and to making it happen. Our leadership will be key in helping to steer the pace and results needed in an increasingly testing environment – climatically, economically, and socially.

Similarly, AIC has been negotiating new Climate Change

Agreement targets for the feed sector, engaging in the co-design of new 'Environmental Land Management' schemes, and testing the role of advice in delivering ELM outcomes through AIC's own ELM Test and Trials project. Additionally, we continued our strong collaboration with farming bodies on the development of sustainability metrics aided by the WRAP Forum, and the Agricultural Productivity Task Force, which is contributing to joined-up thinking across food chain, research, and policy areas.

Collaboration will continue to be our mantra in 2021.

AIC Scotland



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Ian Muirhead,
Scotland Policy Manager

2020 HAS SHOWN THE VALUE OF BUILDING STRONG RELATIONSHIPS WITH SCOTTISH GOVERNMENT OFFICIALS, ministers, and stakeholders. AIC Scotland has worked to ensure that Member businesses were able to continue to operate throughout the various periods of lockdown by ensuring the agri-supply industry was classified as part of the critical national infrastructure (CNI).

We continued to work on a number of strategically important devolved issues which are likely to have direct impacts upon Members' businesses, including the development of common frameworks to ensure regulatory alignment, and the development of Scottish agricultural policy.

New agricultural policy options are being developed by farmer-led groups, all of which have produced detailed reports which are to be trialled and tested in the period between now and 2024. AIC Scotland has contributed to this process and a number of our ideas have been included in the reports. We are working to ensure that the policy framework creates opportunities for Member businesses whilst retaining critical mass within the industry which is vital for the entire supply chain.

Through a range of stakeholder consultations, we have worked to safeguard regulatory alignment to avoid unnecessary bureaucracy and additional costs for Members. We have been successful in securing the development of a pesticides stakeholder group which will allow the industry to discuss proposed Plant Protection Products (PPP) withdrawals with ministers and officials.

Key Focus 2021

Of particular importance to Members will be ensuring that we maintain regulatory alignment between Scotland and the UK in areas such as pesticides and feed regulations. Following the parliamentary elections on the 6th May we will also be working to raise the profile of AIC Scotland with newly elected MSP's and government ministers to ensure your voice is heard in the Scottish Parliament.

Through participation in the Agriculture and Climate Change strategic stakeholder group, AIC Scotland will be working to ensure that emissions reductions targets are implemented in a pragmatic way which avoids off-shoring of production and maintains critical mass within the sector. Proposed measures at this stage focus on voluntary actions which aligns well with many of the activities of Members through FAR and FACTS, for example reducing emissions from nitrogen fertilisers by improving Nitrogen Use Efficiency as opposed to limiting application rates.

Feed

THE PROVISION OF COVID-19 GUIDANCE TO MEMBERS THROUGHOUT THE PAST YEAR and the contribution made by the feed sector in providing evidence to secure critical sector status for the feed industry was an important milestone.

Trade was also a significant focus. AIC prioritised the provision of EU Exit guidance to Members throughout the year and has made a significant contribution to UK Government requests for information relating to trade, the implications of tariffs, and rules of origin. Following the completion of the Trade and Cooperation Agreement (TCA) between UK and EU, the feed sector has remained extremely active in managing trade issues for Members.

We have completed and published two soya data reports for the UK Roundtable on Sustainable Soya. These reports have been very well received and have helped to demonstrate that the feed industry is actively contributing to solving the issues around responsible sourcing of soya.

AIC has also overseen the development of a Future Forum Committee and has established a Game Feed Committee which held its inaugural meeting in January 2021.

Key Focus 2021

A major priority for AIC is to proactively engage with the UK Government and its agencies, to ensure that industry interests are fully considered in the following areas:

- To develop a UK feed material register
- To develop secondary legislation on due diligence for companies handling forest commodities
- Consultation with the Veterinary Medicines Directorate to consider the implementation of new medicated feeds regulations in the UK
- Consider the implications of divergence between EU and UK legislation on the above areas and also on issues such as feed additives, GMOs and standards relating to undesirable substances in feed

In the year that the UK hosts COP26, the industry will continue to focus on the contribution that the feed and livestock sectors will make to the transition to a low carbon economy. We will raise awareness of the solutions already in place such as PEF and GFLI and the updated version of the FEFAC Soya Sourcing Guidelines.

AIC feed sector, on behalf of the Members, would like to welcome Nick Major as sector chair and take this opportunity to thank Angela Booth for the tremendous amount of time and effort she put in to steering the sector through many challenges over the past eight years.

James McCulloch,
Head of Feed Sector



Nick Major,
Feed Sector Chair



Fertiliser

LAST YEAR WAS PARTICULARLY BUSY FOR THE UK FERTILISER SECTOR.

AIC represented the industry in a united front to the media, following the devastating explosion of ammonium nitrate in Beirut. We fielded inquiries and explained the procedures in place to ensure a catastrophe like this cannot happen in the UK. In doing so, we took control of the flow of information, allowing the delivery of a measured, consistent, and reliable message on behalf of the whole fertiliser industry.

The Fertiliser Executive Committee agreed that in order to effectively defend the whole industry against a ban on the use of urea, AIC should collaborate on a joint submission with other significant stakeholders, based around the principles of Nitrogen Use Efficiency (NUE), which will involve demonstrating delivery through a combination of FACTS Qualified Advice and farm assurance auditing.

As we entered 2021 we saw the welcome development of Defra's Nutrient Management Expert Group, charged with taking a holistic view of nutrient use. On the urea consultation, the group has been asked to offer options for mitigating any trade-offs arising from any of the options. In particular, it is examining the evidence base around nutrient cycling and losses to the environment, and is beginning to consider barriers and options for optimising NUE. AIC is a key consultee and the group are expected to report on an integrated approach to nutrient use and mitigation in late 2021.

AIC lobbying for the avoidance of new tariffs on fertiliser imports was successful, and there was a general transfer of existing deals and agreements for all EU and the majority of the 65 global common fertiliser product codes.

Key Focus 2021

The UK Fertiliser Regulations need updating post EU exit. Defra are evaluating the new EU Fertiliser Products Regulation (FPR), EC 2019/1009 while consulting with AIC and other stakeholders. The new EU Fertiliser Products Regulation (FPR) is, in our opinion, fundamentally flawed. Whilst the framework is a good approach, the detail, especially relating to labelling isn't. AIC is working closely with DEFRA to deliver an approach that works for the UK market. It will also resolve the fundamental concern relating to where Detonation Resistance Tests (DRT) may be conducted, as the option exists within the assessment framework to allow any ISO laboratory to be used if so adopted in a UK version of the regulation. We expect a consultation later in 2021.

Jo Gilbertson,
Head of Fertiliser Sector



Sam Bell,
Fertiliser Sector Chair





Seed

2020 WAS A TUMULTUOUS YEAR FOR THE SEED INDUSTRY. Following extensive lobbying from AIC via our European association, Euroseeds, the 'temporary' experiment allowing licensed inspectors to inspect pre-basic and basic seed for marketing in GB was renewed and adopted by Defra in time for spring 2021.

This experiment lasts seven years and is expected to save the cereal seed industry a minimum of £1m. Crucially APHA also committed that if the quality of pre-basic and basic seed and subsequent generations of certified seed has been maintained, this may result in the seed marketing legislation being changed permanently.

In July 2020 the UK Government undertook a public consultation on new breeding techniques, with a view to potentially reviewing UK GM legislation in the future. The launch of the consultation was one of the earliest government actions after EU Exit. AIC worked with Members on a submission in support of the technologies, with the goal of empowering Members with the choice of using these breeding technologies.

Key Focus 2021

2021 is shaping up to be just as tumultuous as 2020. With equivalence now broadly granted there will now be the option to export most agricultural seed, depending on the results of this year's season.

The seed industry has had to adapt to significant changes following EU exit. The granting of equivalence will mean major changes are still needed to current practice in order to export seed. AIC will continue to engage with Defra and SASA on new requirements around certification, labelling, and plant health requirements.

It is to be expected there will be increasing divergence between England and Scotland on the matter of seeds, and there have been significant challenges getting seed to Northern Ireland due to the Northern Ireland Protocol, though DAERA has been pragmatic to support seed supply.

The outcome of the gene editing consultation in England, and the EU view on new breeding techniques, will have a significant impact on the UK seed landscape not just for 2021, but for the foreseeable future.



Catherine Barrett,
Head of Crop Marketing & Seed Sectors



Chris Guest,
Seed Sector Chair

Arable

THE GRAIN MARKETING INDUSTRY ADAPTED WELL DURING THE COVID-19 PANDEMIC, putting in significant efforts to swiftly implement the necessary health and safety requirements. Safety along the chain remains of great importance, with some changes in grain sampling policy being implemented by a number of merchants through 2020 and expected in 2021.

Much of 2020 was spent preparing for the unknown, for example, the initial publication on the Border Operating Model in July 2020 stated that phytosanitary certificates would be needed for trade of grain with the EU. Significant engagement with officials was carried out to ensure this was not the case.

As concern mounted through 2020 at the prospect of a no-deal EU Exit, AIC engaged with Government to make clear the issues that tariffs would cause, and the challenge of potentially needing to apply for Tariff Rate Quota volumes that were far below UK needs.

The agreement of a trade deal with the EU at the close of 2020 was a great relief.

As changes in contaminants legislation such as for ergot, DON and T2-HT2 continued to be considered by

the European Commission through 2020, AIC lobbied for levels achievable for UK grain by providing data collected from Members to COCERAL. It is vital to ensure our largest export market remained accessible. With divergence from the EU on contaminants legislation inevitable, AIC continues to work with UK authorities such as FSA alongside other trade associations such as UK Flour Millers, MAGB and BOBMA in order to ensure decisions are made based on the science, and based on UK data.

2021 & beyond

Better clarity from UK officials on import and export data remains a key focus for AIC to assist Members with best available information.

The new Renewable Energy Directive comes into force in mid-2021, and AIC continues to work for clarity on any changes that might be required of the arable chain involved in biofuel production.

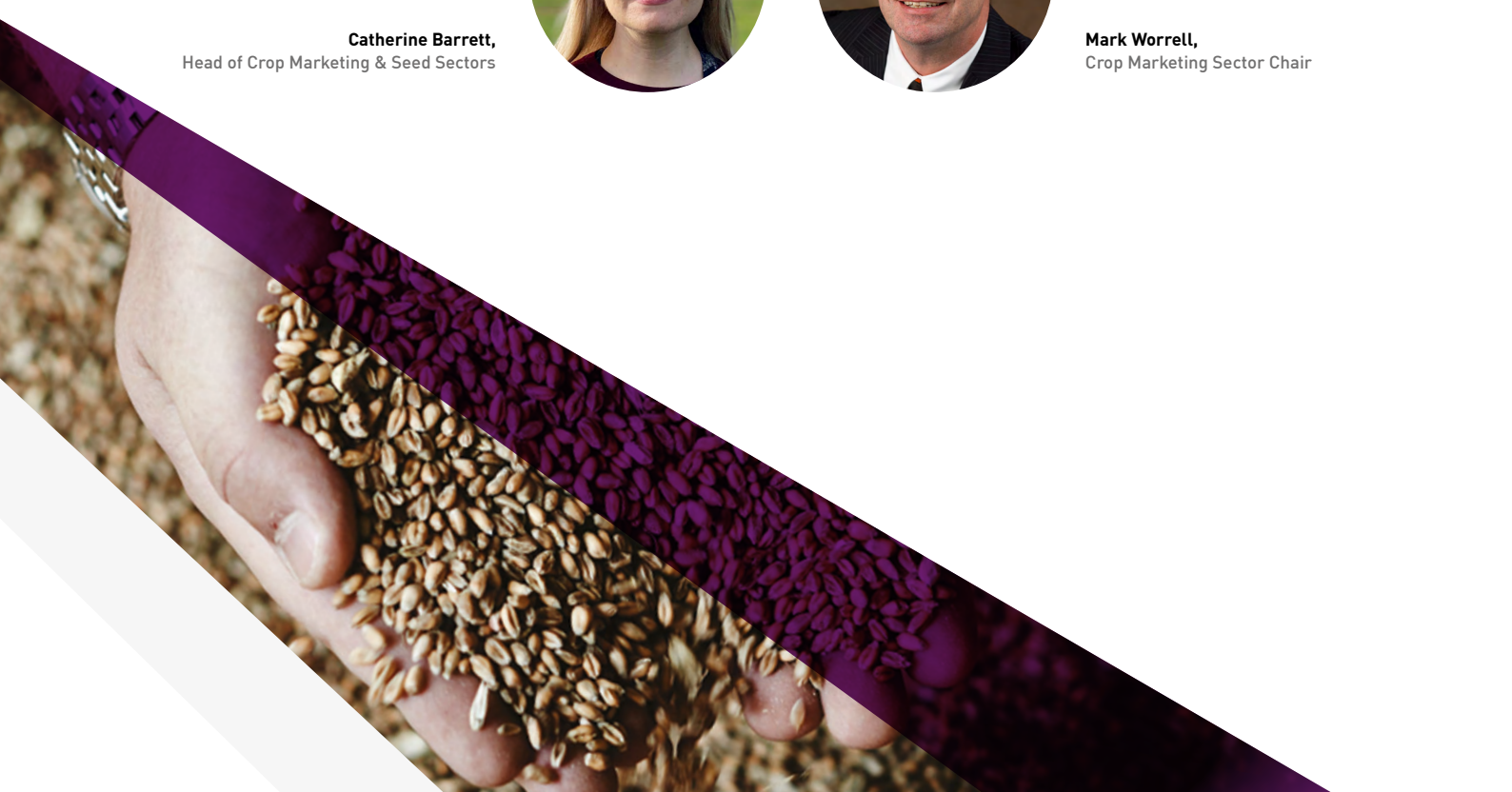
A new release of the On-Farm Grain Traders iLearning Course, to support AIC Member businesses in developing their staff and a way of showcasing an industry standard of knowledge.



Catherine Barrett,
Head of Crop Marketing & Seed Sectors



Mark Worrell,
Crop Marketing Sector Chair





Crop Protection and Agronomy

THE ANTICIPATED CONSULTATION on the National Action Plan for the Sustainable Use of Plant Protection Products (PPPs) has focused the industry's attention on Integrated Pest Management (IPM) over the past few years. Whilst IPM is 'happening' on farm, a challenge has been how to quantify its uptake and ensure that all stakeholders understand what it is.

Ahead of the consultation launch, AIC met with Defra during 2020 to explain that, at AIC's request, BASIS had included a new IPM category within continuing professional development so that the extent of IPM training undertaken by agronomists on the BASIS Professional Register can be quantified.

In discussions with Defra, we highlighted the provision of services, advice, and products by AIC BASIS-qualified agronomists, which helps farmers and growers understand and deliver IPM on farm, and discussed the barriers and drivers for IPM uptake in various sectors.

AIC's response to the National Action Plan consultation, which was launched in December 2020, reiterated

these points. AIC also stressed that decisions based on sound, relevant science, provide more protection to human health and the environment than those based on emotion or politics. To that end, AIC supports greater transparency on the way evidence is used to inform decisions on PPPs.

Regarding safe and responsible use of PPPs, AIC highlighted the standards to which distributors adhere, and proposed that before introducing additional controls on the sale of professional PPPs, the regulator ensures that the current regulatory requirements for storage, sale and supply and use of PPPs are enforced across all businesses in all sectors.

AIC will continue discussions with Defra ahead of the publication of the final National Action Plan. In this way we hope that the plan will deliver what it sets out to do; reduce the risks associated with PPP use, ensure PPPs are used safely and sustainably, and develop a PPP regulatory regime which is simpler for users while maintaining protection for human health and the environment.

Looking ahead to 2021

The end of the EU Exit transition period gives UK regulators the freedom to interpret and develop pesticide legislation in a new way. They now have the opportunity to ensure that the UK food production sector has more predictability on the future direction of both PPP availability, including biological control agents, and alternative tools and techniques for control of weeds, pests, and diseases. AIC will continue to work with Defra, CRD and the devolved administrations to demonstrate the opportunities this presents and the role of AIC Members in delivering sustainable farming and growing methods for their clients.

Hazel Doonan,
Head of Crop Protection
& Agronomy Sector



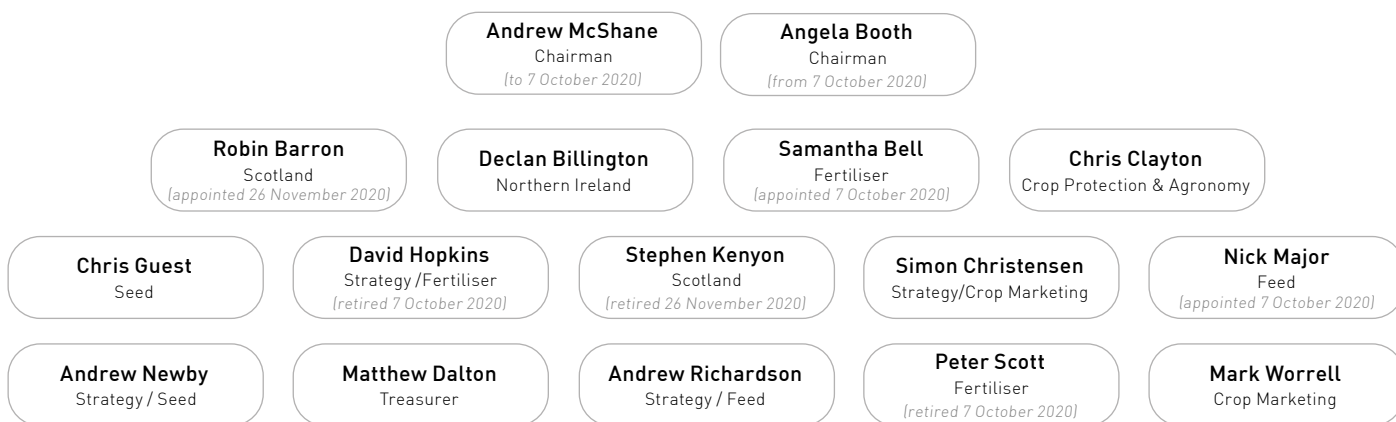
Chris Clayton,
Crop Protection & Agronomy
Sector Chair



Organisational structure

AIC BOARD

01 February 2020 - 31 January 2021

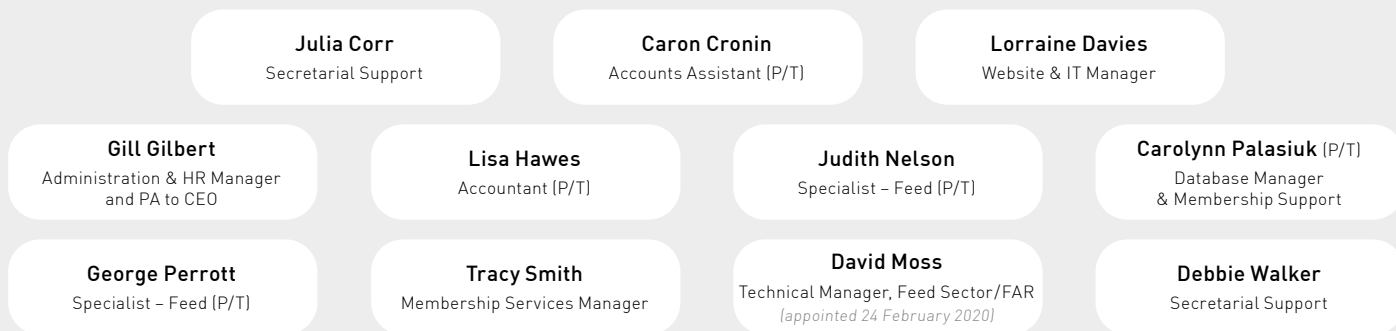


Robert Sheasby
Chief Executive

SECTORS



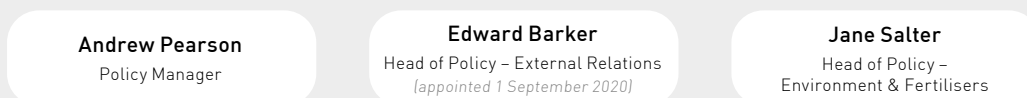
MEMBER SUPPORT



AIC SERVICES



POLICY UNIT



AIC SCOTLAND

Ian Muirhead
Scotland Policy Manager (P/T)

Financial Statements



01

DIRECTORS' REPORT

For the year ended 31 January 2021

The directors present their annual report and financial statements for the year ended 31 January 2021 for the group, being Agricultural Industries Confederation Limited and its subsidiary, Agricultural Industries Confederation Services Limited.

PRINCIPAL ACTIVITIES

The organisation is the principal trade association representing Members in the agricultural supply industry.

The principal activity of the subsidiary, Agricultural Industries Confederation Services Limited, is managing trade assurance schemes within the agricultural supply industry.

DIRECTORS

The directors who held office during the year and up to the date of signature of the financial statements are shown on page 16.

QUALIFYING THIRD PARTY INDEMNITY PROVISIONS

The company has made qualifying third party indemnity provisions for the benefit of its directors during the year. These provisions remain in force at the reporting date.

AUDITOR

The auditor, RSM UK Audit LLP, is deemed to be reappointed under section 487(2) of the Companies Act 2006.

STATEMENT OF DISCLOSURE TO AUDITOR

So far as each person who was a director at the date of approving this report is aware, there is no relevant audit information of which the company's auditor is unaware. Additionally, each director has taken all the necessary steps that they ought to have taken as a director in order to make themselves aware of all relevant audit information and to establish that the company's auditor is aware of that information.

SMALL COMPANIES EXEMPTION

This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies exemption.

By order of the board
R Sheasby (Chief Executive)
Secretary
Date: 14 July 2021

02 DIRECTORS' RESPONSIBILITIES STATEMENT For the year ended 31 January 2021

The directors are responsible for preparing 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 group and company, and of the profit or loss of the group for that period. In preparing these financial statements, the directors are required to:

- **select suitable accounting policies and then apply them consistently;**
- **make judgements and accounting estimates that are reasonable and prudent;**
- **prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group and company will continue in business.**

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the group's and company's transactions and disclose with reasonable accuracy at any time the financial position of the group and company 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 group and company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

03 INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF AGRICULTURAL INDUSTRIES CONFEDERATION LIMITED For the year ended 31 January 2021

OPINION

We have audited the financial statements of Agricultural Industries Confederation Limited (the 'parent company') and its subsidiaries (the 'group') for the year ended 31 January 2021 which comprise the consolidated and company statement of income and Members' funds, the consolidated statement of financial position, the company statement of financial position and notes to the financial statements, including significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

In our opinion, the financial statements:

- **give a true and fair view of the state of the group's and of the parent company's affairs as at 31 January 2021 and of the group's profit for the year then ended;**
- **been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;**
- **have been prepared in accordance with the requirements of the Companies Act 2006.**

BASIS FOR OPINION

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the group and parent company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

CONCLUSIONS RELATING TO GOING CONCERN

Financial Statements

In auditing the financial statements, we have concluded that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the group's or the parent company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report.

OTHER INFORMATION

The other information comprises the information included in the directors' report, other than the financial statements and our auditor's report thereon. The directors are responsible for the other information. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

OPINIONS ON OTHER MATTERS PRESCRIBED BY THE COMPANIES ACT 2006

In our opinion, based on the work undertaken in the course of our audit:

- **the information given in the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and**
- **the directors' report has been prepared in accordance with applicable legal requirements.**

MATTERS ON WHICH WE ARE REQUIRED TO REPORT BY EXCEPTION

In the light of the knowledge and understanding of the group and parent company and their environment obtained in the course of the audit, we have not identified material misstatements in the directors' report.

We have nothing to report in respect of the following matters in relation to which 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; or**
- **the directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemption in preparing the directors' report and take advantage of the small companies exemption from the requirement to prepare a strategic report.**

RESPONSIBILITIES OF DIRECTORS

As explained more fully in the directors' responsibilities statement set out on page 19, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the group's and the parent company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the group or the parent company or to cease operations, or have no realistic alternative but to do so.

AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE FINANCIAL STATEMENTS

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

THE EXTENT TO WHICH THE AUDIT WAS CONSIDERED CAPABLE OF DETECTING IRREGULARITIES, INCLUDING FRAUD

Irregularities are instances of non-compliance with laws and regulations. The objectives of our audit are to obtain sufficient appropriate audit evidence regarding compliance with laws and regulations that have a direct effect on the determination of material amounts and disclosures in the financial statements, to perform audit procedures to help identify instances of non-compliance with other laws and regulations that may have a material effect on the financial statements, and to respond appropriately to identified or suspected non-compliance with laws and regulations identified during the audit.

In relation to fraud, the objectives of our audit are to identify and assess the risk of material misstatement of the financial statements due to fraud, to obtain sufficient appropriate audit evidence regarding the assessed risks of material misstatement due to fraud through designing and implementing appropriate responses, and to respond appropriately to fraud or suspected fraud identified during the audit.

However, it is the primary responsibility of management, with the oversight of those charged with governance, to ensure that the entity's operations are conducted in accordance with the provisions of laws and regulations and for the prevention and detection of fraud.

In identifying and assessing risks of material misstatement in respect of irregularities, including fraud, the group audit engagement team:

- **obtained an understanding of the nature of the industry and sector, including the legal and regulatory framework that the group and parent company operate in and how the group and parent company are complying with the legal and regulatory framework;**
- **inquired of management, and those charged with governance, about their own identification and assessment of the risks of irregularities, including any known actual, suspected or alleged instances of fraud;**
- **discussed matters about non-compliance with laws and regulations and how fraud might occur including assessment of how and where the financial statements may be susceptible**

As a result of these procedures we consider the most significant laws and regulations that have a direct impact on the financial statements are FRS 102, the Companies Act 2006 and tax compliance regulations. We performed audit procedures to detect non-compliances which may have a material impact on the financial statements which included reviewing financial statement disclosures and evaluation of computations provided by external tax advisors.

The group audit engagement team identified the risk of management override of controls as the area where the financial statements were most susceptible to material misstatement due to fraud. Audit procedures performed included but were not limited to testing manual journal entries and other adjustments and evaluating the business rationale in relation to any significant, unusual transactions and transactions entered into outside the normal course of business.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: <https://www.frc.org.uk/auditorsresponsibilities> This description forms part of our auditor's report.

USE OF OUR REPORT

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 auditor's 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.

Claire Sutherland (Senior Statutory Auditor)

For and on behalf of RSM UK Audit LLP, Statutory Auditor

Chartered Accountants

Blenheim House,
Newmarket Road,
Bury St Edmunds,
Suffolk, IP33 3SB.

CONSOLIDATED AND COMPANY STATEMENT OF INCOME
AND MEMBERS' FUNDS

For the year ended 31 January 2021

		2021	2021	2020	2020
	Group Notes	Group £	Company £	Group £	Company £
Turnover		2,937,268	2,153,871	2,954,131	2,176,949
Cost of sales		(101,196)	(15,142)	(160,001)	(72,025)
Gross surplus		2,836,072	2,138,729	2,794,130	2,104,924
Administrative expenses		(2,471,717)	(1,902,707)	(2,657,264)	(2,078,431)
Operating surplus		364,355	236,022	136,866	26,493
Income from other fixed asset investments		14,569	12,265	22,269	18,678
Other interest receivable and similar income		14,110	8,391	17,311	9,254
Other gains and losses		(15,192)	(15,192)	23,720	23,720
Surplus before taxation		377,842	241,486	200,166	78,145
Taxation	3	(74,969)	(49,454)	(29,708)	(7,146)
Surplus for the financial year		302,873	192,032	170,458	70,999
Members' funds brought forward		1,966,822	1,337,897	1,796,364	1,266,898
Members' funds carried forward		2,269,695	1,529,929	1,966,822	1,337,897

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 31 January 2021

	Notes	2021 £	£	2020 £	£
Fixed assets					
Tangible assets	4		244,477		97,550
Investments	5		653,254		668,446
			897,731		765,996
Current assets					
Debtors	7	220,483		273,088	
Investments	8	700,000		900,000	
Cash at bank and in hand		1,245,551		863,869	
			2,166,034		2,036,957
Creditors: amounts falling due within one year	9	(748,757)		(821,259)	
Net current assets			1,417,277		1,215,698
Total assets less current liabilities			2,315,008		1,981,694
Provisions for liabilities			(45,313)		(14,872)
Net assets			2,269,695		1,966,822
Capital and reserves					
Members' funds			2,269,695		1,966,822

These financial statements have been prepared in accordance with the provisions applicable to groups and companies subject to the small companies' regime.

The financial statements were approved by the board of directors and authorised for issue on 14 July 2021 and are signed on its behalf by:

A Booth (Chair)
Director

M Dalton (Treasurer)
Director

	Notes	2021 £	£	2020 £	£
Fixed assets					
Tangible assets	4		244,477		97,550
Investments	5		653,354		668,546
			<hr/>		<hr/>
			897,831		766,096
Current assets					
Debtors	7	113,213		155,569	
Investments	8	400,000		500,000	
Cash at bank and in hand		494,770		352,481	
		<hr/>		<hr/>	
		1,007,983		1,008,050	
Creditors: amounts falling due within one year	9	(330,572)		(421,377)	
		<hr/>		<hr/>	
Net current assets			677,411		586,673
			<hr/>		<hr/>
Total assets less current liabilities			1,575,242		1,352,769
Provisions for liabilities			(45,313)		(14,872)
			<hr/>		<hr/>
Net assets			1,529,929		1,337,897
			<hr/>		<hr/>
Capital and reserves					
Members' funds			1,529,929		1,337,897
			<hr/>		<hr/>

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

The financial statements were approved by the board of directors and authorised for issue on 14 July 2021 and are signed on its behalf by:

A Booth (Chair)
Director

M Dalton (Treasurer)
Director

1 ACCOUNTING POLICIES

Company information

Agricultural Industries Confederation Limited ("the company") is a private company limited by guarantee and not having a share capital and is registered, domiciled and incorporated in England and Wales. The registered office is Abbotsgate House, Hollow Road, Bury St Edmunds, Suffolk, IP32 7FA.

The group consists of Agricultural Industries Confederation Limited and its subsidiary undertaking, Agricultural Industries Confederation Services Limited.

Accounting convention

These financial statements have been prepared in accordance with FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" ("FRS 102") and the requirements of the Companies Act 2006 as applicable to companies subject to the small companies regime. The disclosure requirements of section 1A of FRS 102 have been applied other than where additional disclosure is required to show a true and fair view.

The financial statements are prepared in sterling, which is the functional currency of the company. Monetary amounts in these financial statements are rounded to the nearest £.

The financial statements have been prepared under the historical cost convention, modified to include certain financial instruments at fair value. The principal accounting policies adopted are set out below.

Basis of consolidation

The consolidated financial statements incorporate those of Agricultural Industries Confederation Limited and its subsidiary (i.e. an entity that the company controls through its power to govern the financial and operating policies so as to obtain economic benefits).

All intra-group transactions and balances are eliminated on consolidation.

Going concern

At the time of approving the financial statements, the directors have a reasonable expectation that the company and group has adequate resources to continue in operational existence for the foreseeable future and that no material uncertainties exist. In making this assessment the directors have prepared forecasts covering the 12 months following the approval of these financial statements which reflect the on-going impact of the Covid-19 pandemic on the operations and forecast result of the company and group. The expectation is membership levels will be maintained and that trade assurance schemes will continue to generate forecast income, and operate to the same standards to ensure the integrity and safety of the essential agri-food supply chain, as evidenced in the current period. The company and its subsidiary has substantial cash, investments and reserves in place. Accordingly the directors continue to adopt the going concern basis of accounting in preparing the financial statements.

Turnover

The turnover of the company is calculated by reference to the total income generated by all activities of the group and includes income derived from Members' annual subscriptions and entrance fees. Subscription income is recognised on a straight line basis over the subscription period and income relating to future periods is disclosed as deferred income and included in other creditors.

The turnover of the group is calculated by reference to the total income generated by all the group's activities and includes income derived from trade assurance schemes and licence fees. Trade assurance scheme income is recognised on a straight line basis over the licence period and income relating to future periods is disclosed as deferred income and is included within other creditors. Where the group acts as principal, turnover includes the value of all income derived from trade assurance schemes and licence fees. Where the group acts as agent, turnover includes only the administrative fees received on these services.

Financial Statements

Tangible fixed assets

Tangible fixed assets are stated at historical cost less depreciation.

Depreciation is provided at rates calculated to write each asset down to its estimated residual value evenly over its expected useful life on the following bases:

Leasehold improvements	3 years
Computer equipment	3 years
Fixtures and fittings	3 years

Residual value is calculated on prices prevailing at the reporting date after estimated costs of disposal for the asset as if it were at the age and in the condition expected at the end of its useful life.

The gain or loss arising on the disposal of an asset is determined as the difference between the sale proceeds and the carrying value of the asset, and is credited or charged to profit or loss.

Fixed asset investments

Investments comprise both fixed and current asset investments.

Fixed asset investments other than those in group undertakings are classified as financial investments. Financial investments comprise listed fixed asset investments which are stated at market value, using quoted bid price. Realised and unrealised gains and losses are shown separately in the statement of income and Members' funds.

Investments in group undertakings are initially recorded at transaction price and reviewed for impairment annually.

Current asset investments represent amounts on deposit with banks with maturity dates of more than 3 months from the date of acquisition.

Financial instruments

The group has elected to apply the provisions of Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instruments Issues' of FRS 102 to all of its financial instruments.

Financial instruments are recognised when the group becomes party to the contractual provisions of the instrument.

Financial assets and liabilities are offset and the net amounts presented in the financial statements when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

Basic financial assets

Basic financial assets, which include trade and other debtors, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method.

Basic financial liabilities

Basic financial liabilities, including trade and other creditors, are initially recognised at transaction price and are subsequently carried at amortised cost using the effective interest method.

Equity instruments

Equity instruments issued by the group are recorded at the fair value of proceeds received, net of transaction costs. Dividends payable on equity instruments are recognised as liabilities once they are no longer at the discretion of the group.

Taxation

The tax expense represents the sum of the current tax expense and deferred tax expense.

Current tax is based on taxable profit for the year. Current tax assets and liabilities are measured using tax rates that have been enacted or substantively enacted by the reporting date.

Deferred tax is calculated at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled based on tax rates that have been enacted or substantively enacted by the reporting date.

Deferred tax liabilities are recognised in respect of all timing differences that exist at the reporting date. Timing differences are differences between taxable profits and total comprehensive income that arise from the inclusion of income and expenses in tax assessments in different periods from their recognition in the financial statements.

Employee benefits

The costs of short-term employee benefits are recognised as a liability and an expense.

The cost of any unused holiday entitlement is recognised in the period in which the employee's services are received.

Termination benefits are recognised immediately as an expense when the company is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

Retirement benefits

The costs of providing defined contribution pensions for employees are charged in the statement of comprehensive income as incurred.

Leases

Rentals payable under operating leases are charged to the statement of comprehensive income on a straight line basis over the lease term.

Foreign exchange

Transactions in currencies other than the functional currency (foreign currency) are initially recorded at the exchange rate prevailing on the date of the transaction.

Monetary assets and liabilities denominated in foreign currencies are translated at the rate of exchange ruling at the reporting date. Non-monetary assets and liabilities denominated in foreign currencies are translated at the rate ruling at the date of the transaction, or, if the asset or liability is measured at fair value, the rate when that fair value was determined.

All translation differences are taken to profit or loss, except to the extent that they relate to gains or losses on non-monetary items recognised in other comprehensive income, when the related translation gain or loss is also recognised in other comprehensive income.

2 EMPLOYEES

The average monthly number of persons (including directors) employed during the year was:

	Group		Company	
	2021 Number	2020 Number	2021 Number	2020 Number
Total	25	25	25	25

3 TAXATION

	2021 £	2020 £
Current tax		
UK corporation tax on profits for the current period	44,528	17,921
Deferred tax		
Origination and reversal of timing differences	28,691	11,787
Changes in tax rates	1,750	-
Total deferred tax	30,441	11,787
Total tax charge	74,969	29,708

4 TANGIBLE FIXED ASSETS

Group and company	Leasehold improvements £	Office equipment etc. £	Total £
Cost			
At 1 February 2020	30,295	232,453	262,748
Additions	-	206,517	206,517
Disposals	-	(12,460)	(12,460)
At 31 January 2021	30,295	426,510	456,805
Depreciation and impairment			
At 1 February 2020	10,363	154,835	165,198
Depreciation charged in the year	10,098	49,492	59,590
Eliminated in respect of disposals	-	(12,460)	(12,460)
At 31 January 2021	20,461	191,867	212,328
Carrying amount			
At 31 January 2021	9,834	234,643	244,477
At 31 January 2020	19,932	77,618	97,550

5 FIXED ASSET INVESTMENTS

	Group		Company	
	2021	2020	2021	2020
	£	£	£	£
Investments	653,254	668,446	653,354	668,546

Movements in fixed asset investments

Group

Listed investments £

Cost or valuation

At 1 February 2020

668,446

Valuation changes

(15,192)

At 31 January 2021

653,254

Carrying amount

At 31 January 2021

653,254

At 31 January 2020

668,446

Movements in fixed asset investments

Company

Shares in group undertakings

Listed investments

Total

£

£

£

Cost or valuation

At 1 February 2020

100

668,446

668,546

Valuation changes

-

(15,192)

(15,192)

At 31 January 2021

100

653,254

653,354

Carrying amount

At 31 January 2021

100

653,254

653,354

At 31 January 2020

100

668,446

668,546

Financial Statements

6 SUBSIDIARIES

Details of the company's subsidiaries at 31 January 2021 are as follows:

Name of undertaking	Registered office	Nature of business	Class of shares held	% Held	
				Direct	Indirect
Agricultural Industries Confederation Services Limited	Blenheim House, Newmarket Road, Bury St Edmunds, Suffolk, IP33 3SB.	Management of trade assurance schemes	Ordinary	100.00	-

7 DEBTORS

	Group		Company	
	2021	2020	2021	2020
	£	£	£	£
Amounts falling due within one year:				
Trade debtors	74,928	84,061	18,791	17,930
Other debtors	145,555	189,027	94,422	137,639
	<u>220,483</u>	<u>273,088</u>	<u>113,213</u>	<u>155,569</u>

8 CURRENT ASSET INVESTMENTS

	Group		Company	
	2021	2020	2021	2020
	£	£	£	£
Investments	<u>700,000</u>	<u>900,000</u>	<u>400,000</u>	<u>500,000</u>

9 Creditors: amounts falling due within one year

	Group		Company	
	2021	2020	2021	2020
	£	£	£	£
Trade creditors	166,600	259,333	133,417	240,327
Amounts owed to group undertakings	-	-	54,534	39,060
Corporation tax payable	44,527	17,921	19,013	-
Other taxation and social security	48,981	38,401	48,981	38,401
Other creditors	488,649	505,604	74,627	103,589
	<u>748,757</u>	<u>821,259</u>	<u>330,572</u>	<u>421,377</u>

10 FINANCIAL INSTRUMENTS

	Group		Company	
	2021	2020	2021	2020
	£	£	£	£
Carrying amount of financial assets				
Instruments measured at fair value through profit or loss	653,254	668,446	653,254	668,446

11 OPERATING LEASE COMMITMENTS

Lessee

At the reporting end date the group had outstanding commitments for future minimum lease payments under non-cancellable operating leases, which fall due as follows:

	Group		Company	
	2021	2020	2021	2020
	£	£	£	£
Within one year	6,110	7,640	6,110	7,640
Between one and five years	3,195	1,364	3,195	1,364
	9,305	9,004	9,305	9,004

12 RELATED PARTY TRANSACTIONS

The group and company have received income from directors and shareholders in respect of Membership fees and subscriptions. These transactions have been made at arm's length in line with the terms for membership fees and subscriptions to all Members.



Agricultural Industries Confederation Limited

Temporary registered address:

Blenheim House, Newmarket Road,
Bury St Edmunds, Suffolk IP33 3SB.

Telephone: 01733 385230 Fax: 01733 385270

E-mail: enquiries@agindustries.org.uk

www.agindustries.org.uk

Registered in England and Wales No.: 0316783

CONSULTANTS AND ADVISERS

Auditors

RSM UK Audit LLP

Principal Banker

HSBC Bank plc

General Insurance Brokers

Towergate Insurance

Solicitors

Greenwoods Solicitors LLP

agindustries.org.uk