

**HALLENSTEIN GLASSON HOLDINGS LIMITED**  
**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**  
**FOR THE YEAR ENDED 1 August 2013**

	<b>Group 2013 \$'000</b>	<b>up/down %</b>	<b>Group 2012 \$'000</b>
<b>Sales Revenue</b>	<b>220,117</b>	2.10%	215,581
Cost of Sales	(89,059)		(89,193)
<b>Gross Profit</b>	<b>131,058</b>	3.69%	126,388
Other Operating Income	155	-7.40%	167
Insurance Income and Gains/(Losses) relating to Christchurch Earthquake	-	-100.00%	1,949
Selling Expenses	(80,236)	5.70%	(75,909)
Distribution Expenses	(6,905)	4.58%	(6,602)
Administration Expenses	(19,001)	8.21%	(17,559)
Total Expenses	(106,142)	6.07%	(100,070)
<b>Operating Profit/(Loss)</b>	<b>25,071</b>	-11.83%	28,434
Finance Income	910	4.87%	867
Intercompany Charges	-		-
Dividends from Subsidiary Companies	-		-
<b>Profit Before Income Tax</b>	<b>25,981</b>	-11.33%	29,301
<b>Income Tax</b>	<b>(7,312)</b>	-11.70%	(8,281)
<b>Net Surplus Attributable to the Shareholders of the Holding Company</b>	<b>18,669</b>	-11.18%	21,020
<b>Other comprehensive income</b>			
Gains (net of tax) on Revaluation of Land and Buildings	1,179		-
Fair Value Gain (net of tax) in Cash Flow Hedge Reserve	126	-87.52%	1,012
Increase in Share Option Reserve	81	-64.33%	227
<b>Total Comprehensive Income for the year attributable to the Shareholders of the Holding Company</b>	<b>20,055</b>	-9.90%	22,259
<b>Earnings per share</b>			
Basic Earnings per Share	31.30		35.24
Diluted Earnings per Share	31.30		35.24

# HALLENSTEIN GLASSON HOLDINGS LIMITED

## STATEMENTS OF FINANCIAL POSITION

AS AT 1 AUGUST 2013

	Group 2013 \$'000	Group 2012 \$'000
<b>Equity</b>		
Contributed Equity	28,498	27,672
Asset Revaluation Reserve	11,811	10,632
Cashflow Hedge Reserve	140	14
Share Option Reserve	87	325
Retained Earnings	26,399	27,921
<b>Total Equity</b>	<b>66,935</b>	<b>66,564</b>
Represented by		
<b>Current Assets</b>		
Cash and Cash Equivalents	19,312	25,970
Trade and Other Receivables	1,138	864
Advances to Employees	544	-
Due From Subsidiaries	-	-
Derivative Financial Instruments	195	19
Prepayments	2,669	2,760
Inventories	20,224	19,514
<b>Total Current Assets</b>	<b>44,082</b>	<b>49,127</b>
<b>Non-Current Assets</b>		
Investments in Subsidiaries	-	-
Property, Plant and Equipment	40,209	38,125
Intangible Assets	597	734
Deferred Tax	420	592
<b>Total Non-Current Assets</b>	<b>41,226</b>	<b>39,451</b>
<b>Total Assets</b>	<b>85,308</b>	<b>88,578</b>
<b>Current Liabilities</b>		
Trade Payables	6,836	6,632
Employee Benefits	3,081	2,743
Other Payables	7,302	9,439
Taxation Payable	1,154	3,200
<b>Total Current Liabilities</b>	<b>18,373</b>	<b>22,014</b>
<b>Total Liabilities</b>	<b>18,373</b>	<b>22,014</b>
<b>Net Assets</b>	<b>66,935</b>	<b>66,564</b>

**HALLENSTEIN GLASSON HOLDINGS LIMITED**  
**STATEMENTS OF CASH FLOWS**  
**FOR THE YEAR ENDED 1 August 2013**

**Group**

	<b>2013</b>	<b>2012</b>
	<b>\$'000</b>	<b>\$'000</b>
<b>Cash Flows from Operating Activities</b>		
<b>Cash was provided from:</b>		
Sales to Customers	219,876	215,722
Rent Received	155	167
Interest from Short Term Advances	822	738
Other Interest	54	64
Insurance Proceeds for Business Interruption	-	3,038
Dividends Received	-	-
Intercompany Charges	-	-
	<b>220,907</b>	<b>219,729</b>
<b>Cash was applied to:</b>		
Payments to Suppliers	148,353	143,385
Payments to Employees	41,204	39,077
Interest Paid	-	-
Taxation Paid	9,532	8,038
	<b>199,089</b>	<b>190,500</b>
<b>Net Cash Flows from/(applied to) Operating Activities</b>	<b>21,818</b>	<b>29,229</b>
<b>Cash Flows from Investing Activities</b>		
<b>Cash was provided from:</b>		
Proceeds from Sale of Property, Plant and Equipment and Intangible Assets	199	93
Insurance Proceeds for Material Damage	-	2,507
Repayment of Employee Advances	230	-
Loan Repayment from Subsidiaries	-	-
	<b>429</b>	<b>2,600</b>
<b>Cash was applied to:</b>		
Purchase of Property, Plant and Equipment and Intangible Assets	8,446	10,137
Loan to Subsidiaries	-	-
	<b>8,446</b>	<b>10,137</b>
<b>Net Cash Flows from/(applied to) Investing Activities</b>	<b>(8,017)</b>	<b>(7,537)</b>
<b>Cash Flows from Financing Activities</b>		
<b>Cash was provided from:</b>		
Sale of Treasury Stock and Dividends	1,117	172
	<b>1,117</b>	<b>172</b>
<b>Cash was applied to:</b>		
Dividend Paid	20,877	18,789
Purchase of Treasury Stock	699	99
	<b>21,576</b>	<b>18,888</b>
<b>Net Cash Flows from/(applied to) Financing Activities</b>	<b>(20,459)</b>	<b>(18,716)</b>
<b>Net Increase/(Decrease) in Funds held</b>	<b>(6,658)</b>	<b>2,976</b>
<b>Opening Cash Position</b>		
Bank	2,694	6,285
Add:		
Cash on Hand	68	64
Short Term Deposits	23,208	16,645
	<b>23,276</b>	<b>16,709</b>
Net Cash held at Balance Date	<b>25,970</b>	<b>22,994</b>
<b>Closing Cash Position</b>		
Bank	1,122	2,694
Add:		
Cash on Hand	63	68
Short Term Deposits	18,127	23,208
	<b>18,190</b>	<b>23,276</b>
Net Cash held at Balance Date	<b>19,312</b>	<b>25,970</b>
<b>Net Increase/(Decrease) in Funds held</b>	<b>(6,658)</b>	<b>2,976</b>

**HALLENSTEIN GLASSON HOLDINGS LIMITED**
**Group**
**RECONCILIATION OF SURPLUS  
AFTER TAXATION TO CASH FLOWS FROM  
OPERATING ACTIVITIES  
FOR THE YEAR ENDED 1 August 2013**

	<b>2013 \$'000</b>	<b>2012 \$'000</b>
<b>Reported Surplus after Taxation</b>	<b>18,669</b>	<b>21,020</b>
<b>Add/(deduct) items classified as Investing or Financing activities</b>		
(Gain)/ Loss on Sale of Plant and Equipment	295	119
Insurance Proceeds for Material Damage	-	(2,507)
<b>Add/(deduct) Non Cash Items</b>		
Depreciation and Amortisation	7,482	7,111
Deferred Taxation	(174)	(244)
Revaluation of Financial Instruments	-	-
Share Option Expense	81	227
<b>Add/(deduct) movements in Working Capital Items</b>		
Taxation Payable	(2,047)	487
Receivables	(183)	3,774
Creditors and Accruals	(1,595)	485
Inventories	(710)	(1,243)
<b>Net Cash Flows from/(applied to) Operating Activities</b>	<b>21,818</b>	<b>29,229</b>

**HALLENSTEIN GLASSON HOLDINGS LIMITED****Income and Expenses**

Profit before income tax includes the following specific income and expenses:

	<b>2013</b> \$000	2012 \$000
<b>Income</b>		
Rental Income	<b>155</b>	167
Interest on Short Term Deposits	<b>856</b>	803
Interest Received on Trade Debtors	<b>54</b>	64
Interest on Inter-Company Balances	<b>-</b>	-
Total Finance Income	<b>910</b>	867
<b>Expenses</b>		
Bad Debts Written Off	<b>(5)</b>	(18)
Donations	<b>104</b>	271
Occupancy Costs	<b>23,431</b>	22,588
Amounts Paid to Auditors		
Statutory Audit	<b>112</b>	109
Directors Fees	<b>363</b>	304
Wages, Salaries and Other Short Term Benefits	<b>41,203</b>	39,077
Depreciation-Freehold Buildings	<b>201</b>	201
Depreciation-Furniture and Fittings	<b>5,298</b>	5,134
Depreciation-Motor Vehicles, Plant and Equipment	<b>1,572</b>	1,376
Total Depreciation	<b>7,071</b>	6,711
Amortisation of Software	<b>411</b>	400
Total Depreciation and Amortisation	<b>7,482</b>	7,111
Loss on Sale of Property, Plant and Equipment	<b>295</b>	119