

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

	Group 2013 \$'000	up/down %	Group 2012 \$'000
Sales Revenue	220,117	2.10%	215,581
Cost of Sales	(89,059)		(89,193)
Gross Profit	131,058	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)
Operating Profit/(Loss)	25,071	-11.83%	28,434
Finance Income	910	4.87%	867
Intercompany Charges	-		-
Dividends from Subsidiary Companies	-		-
Profit Before Income Tax	25,981	-11.33%	29,301
Income Tax	(7,312)	-11.70%	(8,281)
Net Surplus Attributable to the Shareholders of the Holding Company	18,669	-11.18%	21,020
Other comprehensive income			
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
Total Comprehensive Income for the year attributable to the Shareholders of the Holding Company	20,055	-9.90%	22,259
Earnings per share			
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
Equity		
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
Total Equity	66,935	66,564
Represented by		
Current Assets		
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
Total Current Assets	44,082	49,127
Non-Current Assets		
Investments in Subsidiaries	-	-
Property, Plant and Equipment	40,209	38,125
Intangible Assets	597	734
Deferred Tax	420	592
Total Non-Current Assets	41,226	39,451
Total Assets	85,308	88,578
Current Liabilities		
Trade Payables	6,836	6,632
Employee Benefits	3,081	2,743
Other Payables	7,302	9,439
Taxation Payable	1,154	3,200
Total Current Liabilities	18,373	22,014
Total Liabilities	18,373	22,014
Net Assets	66,935	66,564

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

Group

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

HALLENSTEIN GLASSON HOLDINGS LIMITED

Group

**RECONCILIATION OF SURPLUS
AFTER TAXATION TO CASH FLOWS FROM
OPERATING ACTIVITIES
FOR THE YEAR ENDED 1 August 2013**

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

HALLENSTEIN GLASSON HOLDINGS LIMITED**Income and Expenses**

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

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