

HALLENSTEIN GLASSON HOLDINGS LIMITED

Results for announcement to the market

Reporting Period	12 months to 1 August 2009
Previous Reporting Period	12 months to 1 August 2008

	Amount (000s)	Percentage change
Revenue from ordinary activities	\$198,197	+2.3%
Profit from ordinary activities after tax attributable to security holders	\$12,803	-19.3%
Net surplus attributable to security holders	\$12,803	-19.3%

Final Dividend	Amount per security	Imputed amount per security
	11 cents	5.4179 cents
Record Date	4 December 2009	
Dividend Payment Date	11 December 2009	

Dividends Paid	Date Paid	Amount per security
Final Dividend for year ended 1 August 2008	12 December 2008	10 cents
Interim Dividend for year ended 1 August 2009	17 April 2009	10 cents

	At 1 August 2009	At 1 August 2008
Net Tangible Assets per Ordinary Share	93.10 c	96.82 c
Earnings per Share	21.46 c	26.6 c

HALLENSTEIN GLASSON HOLDINGS LIMITED

PROFIT RELEASE FOR THE YEAR ENDED 1 AUGUST 2009

The Directors of Hallenstein Glasson Holdings limited advise that the audited profit after tax for the year ended 1 August 2009 was \$12.803 million, down 19.3% on the prior year (\$15.868 million).

Total sales were \$198.197 million, up 2.3% on the prior year (\$193.748 million).

The directors have declared a final dividend of 11 cents per share, imputed at the rate of 33.0 percent. The dividend will be paid on 11th December 2009, with entitlement date being 4th December 2009.

Chairman of directors Warren Bell said that the retail conditions had been particularly difficult in the first half of the year, but there were signs that economic conditions had stabilized, albeit at a low level in the latter part of the year.

“The battle for market share has resulted in margin erosion, however, we have continued to demonstrate our ability to tightly manage inventory with inventories at balance date \$15.182 million, down 9% on last year. Our net cash position also improved from \$18.350 million to \$26.044 million, and to improve the quality of our balance sheet during difficult economic times is pleasing.”

CEO Roy Dillon commented that the result reflected the strategy developed last year to drive sales and retain market share, which would protect the company’s business and position it well to reap benefits as market conditions improved.

Our profit for the second half of the year was an increase of 10% on the second half last year. This was mainly driven by improved performance from Glassons in Australia.

We are particularly encouraged by our results in Australia, where we have implemented new strategies to improve our business model and pave the way for a profitable future. Although the market has not been hit so hard by economic circumstances, same store sales in Australia improved 12.5% in Australian dollars, with most of the improvement generated in the second half of the year. One new store was opened at Doncaster, Melbourne in August 2008.

New Zealand has experienced a more difficult environment, although our new womenswear chain Storm has bucked the trend and shown encouraging results. Same store sales for Storm lifted 12% for the year, and a further store was opened in Milford Auckland in October 2008. Since balance date, two further Storm stores have been opened, one in Napier, and one in Christchurch in the Merivale Mall. Storm now has a total of 6 stores, and further stores will be opened as suitable sites become available.

Both Glassons and Hallensteins faced a very competitive market in New Zealand, achieving sales at the expense of margin. Glassons opened one new store at Blenheim during November 2008, and Hallensteins added a further store at Masterton in March 2009.

The total number of stores in the group now stands at 116. In addition, both Glassons and Hallensteins sell on line. The on line business has shown consistent growth over the period, but still only accounts for a very small part of the business. With the

exception of Storm, a period of consolidation will ensue before further store openings are planned for Glassons in Australia and New Zealand, and also for Hallensteins.

It is extremely difficult to project the level of future profitability in this environment, and although we expect our trading performance will show improvement over the ensuing period, we are unable to provide any future profit guidance at this stage. We will, however, provide a further update at the Company's annual meeting in December 2009.

W J Bell
Chairman of Directors
24th September 2009

HALLENSTEIN GLASSON HOLDINGS LIMITED

STATEMENTS OF FINANCIAL PERFORMANCE

FOR THE YEAR ENDED 1 AUGUST 2009

	Group		
	Year ended 1/8/09 \$'000	up/down %	Year ended 1/8/08 \$'000
Sales Revenue	198,197	2.3%	193,748
Cost of Sales	(93,486)		(86,460)
Gross Profit	104,711	-2.4%	107,288
Other operating income	157	5.9%	148
Selling expenses	(66,235)	-0.8%	(66,797)
Distribution expenses	(6,348)	10.7%	(5,736)
Administration expenses	(14,923)	16.3%	(12,829)
Total Expenses	(87,506)	2.5%	(85,362)
Operating profit	17,362	-21.3%	22,074
Finance income	940	-45.8%	1,735
Intercompany Charges	-		-
Dividends from Subsidiary Companies	-		-
Profit before income tax	18,302	-23.1%	23,809
Income tax	(5,499)	-30.8%	(7,941)
Net Surplus Attributable to the Shareholders of the Holding Company	12,803	-19.3%	15,868

HALLENSTEIN GLASSON HOLDINGS LIMITED

STATEMENTS OF FINANCIAL POSITION

AS AT 1 AUGUST 2009

	As at 1/8/2009 \$'000	Group As at 1/8/2008 \$'000
Equity		
Contributed equity	27,979	27,654
Treasury stock		
Asset revaluation reserve	9,739	9,739
Cashflow hedge reserve	(2,809)	246
Retained earnings	21,191	20,318
Total Equity	56,100	57,957
Represented by		
Current Assets		
Cash and cash equivalents	26,044	18,350
Trade receivables	999	1,035
Derivative financial instruments.	-	431
Due from subsidiaries	-	-
Prepayments and other receivables	372	2,824
Inventories	15,182	16,678
Total Current Assets	42,597	39,318
Non-Current Assets		
Investment in subsidiaries	-	-
Property, plant and equipment	32,193	35,010
Intangible assets	565	461
Deferred tax	2,934	964
Total Non-Current Assets	35,692	36,435
Total Assets	78,289	75,753
Current Liabilities		
Trade payables	9,318	8,904
Employee benefits	2,471	2,160
Other payables	4,781	6,447
Derivative financial instruments	4,013	56
Taxation payable	1,606	229
Total Current Liabilities	22,189	17,796
Total Liabilities	22,189	17,796
Net Assets	56,100	57,957

HALLENSTEIN GLASSON HOLDINGS LIMITED

STATEMENTS OF CHANGES IN EQUITY

FOR THE YEAR ENDED 1 AUGUST 2009

	Year ended 1/8/09 \$'000	Group Year ended 1/8/08 \$'000
Equity at the beginning of the year	57,957	60,219
Surplus and revaluations		
Net surplus for the year	12,803	15,868
Movement in asset revaluation reserve	-	733
Movement in cash flow hedge reserve net of tax	(3,055)	1,989
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Total recognised revenues and expenses for the year	9,748	18,590
Other Movements		
Distribution to owners		
Interim dividend	(5,965)	(10,140)
Final dividend	(5,965)	(10,737)
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	(11,930)	(20,877)
Movement in Treasury Stock	325	25
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Equity at the end of year	56,100	57,957

**STATEMENTS OF CASH FLOWS
FOR THE YEAR ENDED 1 AUGUST 2009**

	Year ended 1/8/09 \$'000	Year ended 1/8/08 \$'000
Cash Flows from Operating Activities		
Receipts:		
Sales to customers	198,232	194,079
Rent received	157	148
Interest from short term advances	851	1,634
Other interest	89	101
	<u>199,329</u>	<u>195,962</u>
Cash was applied to:		
Payments to suppliers	137,948	132,667
Payments to employees	33,487	32,673
Interest paid	-	-
Taxation paid	4,783	11,803
	<u>176,218</u>	<u>177,143</u>
Net cash flows from/(applied to) operating activities	<u>23,111</u>	<u>18,819</u>
Cash flows from investing activities		
Cash was provided from:		
Proceeds from sale of property, plant and equipment and intangible as	71	187
Loan Repayment from Subsidiaries	-	-
	<u>71</u>	<u>187</u>
Cash was applied to:		
Purchase of property, plant and equipment and intangible assets	3,883	8,250
Investment in treasury Stock	(325)	(25)
Loan to Subsidiaries	-	-
	<u>3,558</u>	<u>8,225</u>
Net cash flows from/(applied to) investing activities	<u>(3,487)</u>	<u>(8,038)</u>
Cash flows from financing activities		
Cash was applied to:		
Dividend paid	11,930	20,877
Net cash flows from/(applied to) financing activities	<u>(11,930)</u>	<u>(20,877)</u>
Net increase/(decrease) in funds held	<u>7,694</u>	<u>(10,096)</u>
Opening cash position		
Bank	6,550	9,420
Add:		
Cash on hand	62	61
Short term deposits	11,738	18,965
	<u>11,800</u>	<u>19,026</u>
Net cash held at balance date	<u>18,350</u>	<u>28,446</u>
Closing cash position		
Bank	14,433	6,550
Add:		
Short term deposits	11,546	11,738
Cash on hand	65	62
	<u>11,611</u>	<u>11,800</u>
Net cash held at balance date	<u>26,044</u>	<u>18,350</u>
Net increase/(decrease) in funds held	<u>7,694</u>	<u>(10,096)</u>

**RECONCILIATION OF SURPLUS
AFTER TAXATION TO CASH FLOWS FROM
OPERATING ACTIVITIES**

For the 12 months ended 1 August 2009

	Year 1-Aug-09 \$'000	Year 1-Aug-08 \$'000
Reported surplus after taxation	12,803	15,868
Add/(deduct) items classified as investing or financing activities		
(Gain)/ loss on sale of fixed assets	203	512
Add/(deduct) non cash items		
Depreciation and amortisation	6,321	5,697
Deferred taxation	(661)	(318)
Revaluation of Financial Instruments	25	(105)
Add/(deduct) movements in working capital items		
Taxation payable	1,377	(3,543)
Receivables	2,488	136
Creditors and accruals	(941)	1,117
Inventories	1,496	(545)
Net cash flows from/(applied to) operating activities	23,111	18,818

	Year ended 1/8/09 \$000's	Year ended 1/8/08 \$000's
Profit before income tax includes the following income and expenses:		
Income		
Rental income	157	148
Interest received on deposits	851	1,634
Interest received on trade debtors	89	101
Expenses		
Bad debts written off	14	12
Donations (primarily Breast Cancer Research Trust)	537	541
Occupancy costs	20,943	20,215
Amounts paid to Auditors		
Statutory audit	94	94
Other assurance services	19	23
Directors' fees	305	349
Wages, salaries and other short term benefits	33,487	32,550
Depreciation		
Freehold buildings	188	200
Fixtures and fittings	4,649	4,093
Motor vehicles, plant, and equipment	1,181	1,188
Total depreciation	6,018	5,481
Amortisation of software	303	216
Total depreciation and amortisation	6,321	5,697
Loss on sale of Property, plant and equipment	203	512