

**HALLENSTEIN GLASSON HOLDINGS LIMITED**  
**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**  
**FOR THE SIX MONTHS ENDED 1 February 2013**

	<b>Group Half Year ended 1/2/13</b>	Group Half Year ended 1/2/12
\$000's		
<b>Sales Revenue</b>	<b>115,730</b>	108,572
Cost of Sales	<b>(47,606)</b>	(46,358)
<b>Gross Profit</b>	<b>68,124</b>	62,214
Other Operating Income	<b>69</b>	83
Selling Expenses	<b>(41,097)</b>	(38,313)
Distribution Expenses	<b>(3,540)</b>	(3,260)
Administration Expenses	<b>(9,653)</b>	(8,598)
Total Expenses	<b>(54,290)</b>	(50,171)
<b>Operating Profit</b>	<b>13,903</b>	12,126
Finance Income	<b>541</b>	469
<b>Profit Before Income Tax</b>	<b>14,444</b>	12,595
<b>Income Tax</b>	<b>(4,073)</b>	(3,567)
<b>Net Surplus Attributable to the Shareholders of the Holding Company</b>	<b>10,371</b>	9,028
<b>Other comprehensive income</b>		
Fair value gain (loss) in cash flow hedge reserve net of tax	<b>(54)</b>	671
Increase (Decrease) in Share Option Reserve	<b>22</b>	65
<b>Total comprehensive income for the year</b>	<b>10,339</b>	9,764
<b>Earnings per share</b>		
Basic earnings per share	<b>17.39</b>	<b>15.14</b>
Diluted earnings per share	<b>17.39</b>	<b>15.14</b>

The Notes to the Accounts form an integral part of and are to be read in conjunction with these Financial Statements.

# HALLENSTEIN GLASSON HOLDINGS LIMITED

## STATEMENT OF FINANCIAL POSITION

FOR THE SIX MONTHS ENDED 1 February 2013

	Group As at 1/2/13 \$'000	Group As at 1/2/12 \$'000	Group As at 1/8/12 \$'000
<b>Equity</b>			
Contributed Equity	27,566	27,591	27,672
Asset revaluation reserve	10,632	10,632	10,632
Cashflow hedge reserve	(40)	(327)	14
Share Option Reserve	284	255	325
Retained earnings	27,362	24,486	27,921
<b>Total Equity</b>	<b>65,804</b>	<b>62,637</b>	<b>66,564</b>
Represented by			
<b>Current Assets</b>			
Cash and cash equivalents	26,199	22,253	25,970
Trade and other receivables	1,069	1,389	864
Prepayments	3,187	3,241	2,760
Inventories	13,650	13,910	19,514
<b>Total Current Assets</b>	<b>44,105</b>	<b>40,793</b>	<b>49,108</b>
<b>Non-Current Assets</b>			
Property, plant and equipment	38,253	36,800	38,125
Intangible assets	626	474	734
Deferred tax	835	1,066	592
<b>Total Non-Current Assets</b>	<b>39,714</b>	<b>38,340</b>	<b>39,451</b>
<b>Total Assets</b>	<b>83,819</b>	<b>79,133</b>	<b>88,559</b>
<b>Current Liabilities</b>			
Trade payables	3,923	3,233	6,632
Employee benefits	3,695	3,334	2,743
Other payables	9,248	8,035	9,439
Derivative Financial Instruments	55	455	(19)
Taxation payable	1,094	1,439	3,200
<b>Total Current Liabilities</b>	<b>18,015</b>	<b>16,496</b>	<b>21,995</b>
<b>Total Liabilities</b>	<b>18,015</b>	<b>16,496</b>	<b>21,995</b>
<b>Net Assets</b>	<b>65,804</b>	<b>62,637</b>	<b>66,564</b>

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# HALLENSTEIN GLASSON HOLDINGS LIMITED

## STATEMENTS OF CHANGES IN EQUITY

FOR THE YEAR ENDED 1 February 2013

	Group						
	Share Capital	Treasury Stock	Asset revaluation reserve	Cash flow hedge reserve	Share Option Reserve	Retained earnings	Total Equity
	\$000	\$000	\$000	\$000	\$000	\$000	\$000
<b>Balance at 1 August 2011</b>	29,279	(1,680)	10,632	(998)	190	25,598	63,021
<b>Comprehensive Income</b>							
Profit for year			-	-		9,028	
Revaluation net of tax			-				
Cash flow hedges net of tax			-	671			
Increase in Share Option Reserve					65		
<b>Total comprehensive income</b>	-	-	-	671	65	9,028	9,764
<b>Transactions with Owners</b>							
<b>Purchase of Treasury stock</b>		(99)					
<b>Sale of treasury Stock</b>							
Dividends		91				(10,140)	
Gain/Loss on sale of treasury stock transferred to Retained Earnings		-				-	
<b>Total transactions with Owners</b>	-	(8)	-	-	-	(10,140)	(10,148)
<b>Balance at 1 February 2012</b>	29,279	(1,688)	10,632	(327)	255	24,486	62,637
<b>Comprehensive Income</b>							
Profit for year			-	-		11,992	
Revaluation net of tax			-				
Cash flow hedges net of tax			-	341			
Increase in Share Option Reserve					162		
<b>Total comprehensive income</b>	-	-	-	341	162	11,992	12,495
<b>Transactions with Owners</b>							
Purchase of Treasury stock							
Sale of treasury Stock							
Transfer of Share Option Reserve to Retained Earnings					(92)	92	
Dividends		81				(8,649)	
Gain/Loss on sale of treasury stock transferred to Retained Earnings		-				-	
<b>Total transactions with Owners</b>	-	81	-	-	(92)	(8,557)	(8,568)
<b>Balance at 1 August 2012</b>	29,279	(1,607)	10,632	14	325	27,921	66,564
<b>Comprehensive Income</b>							
Profit for year			-	-		10,371	
Revaluation net of tax			-				
Cash flow hedges net of tax			-	(54)			
Increase in Share Option Reserve					22		
<b>Total comprehensive income</b>	-	-	-	(54)	22	10,371	10,339
<b>Transactions with Owners</b>							
Purchase of Treasury stock		(699)					
Sale of treasury Stock		732					
Transfer of Treasury Stock to Employees		142					
Transfer of Share Option Reserve to Retained Earnings					(63)	63	
Dividends		59				(11,333)	
Gain/Loss on sale of treasury stock transferred to Retained Earnings		(340)				340	
<b>Total transactions with Owners</b>	-	(106)	-	-	(63)	(10,930)	(11,099)
<b>Balance at 1 February 2013</b>	29,279	(1,713)	10,632	(40)	284	27,362	65,804

# HALLENSTEIN GLASSON HOLDINGS LIMITED

## STATEMENTS OF CASH FLOWS FOR THE SIX MONTHS ENDED 1 February 2013

### Group

	Half Year ended 1/2/13 \$'000	Half Year ended 1/2/12 \$'000
<b>Cash Flows from Operating Activities</b>		
<b>Receipts:</b>		
Sales to customers	115,667	111,719
Rent received	69	83
Interest from short term advances	512	435
Other interest	29	34
	<u>116,277</u>	<u>112,271</u>
<b>Cash was applied to:</b>		
Payments to suppliers	73,114	72,839
Payments to employees	21,529	20,181
Interest paid	-	-
Taxation paid	6,401	5,166
	<u>101,044</u>	<u>98,186</u>
<b>Net cash flows from/(applied to) operating activities</b>	<u>15,233</u>	<u>14,085</u>
<b>Cash flows from investing activities</b>		
<b>Cash was provided from:</b>		
Proceeds from sale of property, plant and equipment and intangible assets	92	28
	<u>92</u>	<u>28</u>
<b>Cash was applied to:</b>		
Purchase of property, plant and equipment and intangible assets	3,855	4,706
	<u>3,855</u>	<u>4,706</u>
<b>Net cash flows from/(applied to) investing activities</b>	<u>(3,763)</u>	<u>(4,678)</u>
<b>Cash flows from financing activities</b>		
Sale of treasury stock	732	-
Dividends received for treasury stock	59	91
	<u>791</u>	<u>91</u>
<b>Cash was applied to:</b>		
Dividend paid	11,333	10,140
Purchase of treasury Stock	699	99
	<u>12,032</u>	<u>10,239</u>
<b>Net cash flows from/(applied to) financing activities</b>	<u>(11,241)</u>	<u>(10,148)</u>
<b>Net increase/(decrease) in funds held</b>	<u>229</u>	<u>(741)</u>
<b>Opening cash position</b>		
Bank	2,694	6,285
Add:		
Cash on hand	68	64
Short term deposits	23,208	16,645
	<u>23,276</u>	<u>16,709</u>
Net cash held at balance date	<u>25,970</u>	<u>22,994</u>
<b>Closing cash position</b>		
Bank	841	2,686
Add:		
Short term deposits	25,291	19,501
Cash on hand	67	66
	<u>25,358</u>	<u>19,567</u>
Net cash held at balance date	<u>26,199</u>	<u>22,253</u>
<b>Net increase/(decrease) in funds held</b>	<u>229</u>	<u>(741)</u>

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## HALLENSTEIN GLASSON HOLDINGS LIMITED

### RECONCILIATION OF SURPLUS AFTER TAXATION TO CASH FLOWS FROM

	<b>Year ended 1/2/13 \$'000</b>	Year ended 1/2/12 \$'000
<b>OPERATING ACTIVITIES FOR THE SIX MONTHS ENDED 1 February 2013</b>		
<b>Reported surplus after taxation</b>	<b>10,371</b>	9,028
<b>Add/(deduct) items classified as investing or financing activities</b> (Gain)/ loss on sale of plant and equipment	<b>(18)</b>	37
<b>Add/(deduct) non cash items</b>		
Depreciation and amortisation	<b>3,760</b>	3,412
Deferred taxation	<b>(222)</b>	(324)
Revaluation of Financial Instruments		(261)
Notional Share Option Cost	<b>22</b>	65
<b>Add/(deduct) movements in working capital items</b>		
Taxation payable	<b>(2,107)</b>	(1,274)
Receivables	<b>(490)</b>	2,768
Creditors and accruals	<b>(1,947)</b>	(3,727)
Inventories	<b>5,864</b>	4,361
<b>Net cash flows from/(applied to) operating activities</b>	<b>15,233</b>	14,085

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## SEGMENT RESULTS

For the period ended 1 February 2013	Glassons	Glassons	Hallensteins	Storm	Property	Parent	Total Group
	New Zealand	Australia					
	\$000's	\$000's	\$000's	\$000's	\$000's	\$000's	\$000's
<b>INCOME STATEMENT</b>							
Total sales revenue from external customers	45,870	21,375	43,754	4,731	-	-	115,730
Cost of Sales	(20,138)	(7,916)	(18,149)	(1,403)			(47,606)
Interest Income	150	8	375	4	-	4	541
Depreciation and software amortisation	1,456	944	1,067	172	121	-	3,760
Net Profit Before Tax	6,412	(822)	7,159	1,147	548	( )	14,444
Tax	(1,807)	222	(2,010)	(325)	(153)	-	(4,073)
Net profit after tax	4,605	(600)	5,149	822	395	( )	10,371
<b>BALANCE SHEET</b>							
Current Assets	12,751	3,297	27,002	1,046	(61)	70	44,105
Non Current Assets	12,216	6,547	6,210	1,018	13,723		39,714
Current Liabilities	6,892	3,137	6,828	992	61	105	18,015
Purchase of property, plant and equipment and intangibles	1,972	783	914	186	-	-	3,855

For the 6 months ended 1 February 2012	Glassons	Glassons	Hallensteins	Storm	Property	Parent	Total Group
	New Zealand	Australia					
	\$000's	\$000's	\$000's	\$000's	\$000's	\$000's	\$000's
<b>INCOME STATEMENT</b>							
Total sales revenue from external customers	44,860	18,848	41,463	3,401	-	-	108,572
Cost of Sales	(20,143)	(6,950)	(18,158)	(1,107)			(46,358)
Interest Income	129	29	298	7	-	6	469
Depreciation and software amortisation	1,353	689	1,105	175	90	-	3,412
Net Profit Before Tax	5,702	(273)	5,914	664	588		12,595
Tax	(1,618)	69	(1,665)	(188)	(165)	-	(3,567)
Net profit after tax	4,084	(204)	4,249	476	423		9,028
<b>BALANCE SHEET</b>							
Current Assets	13,876	3,477	21,429	1,527	(61)	545	40,793
Non Current Assets	10,684	5,712	7,240	984	13,720		38,340
Current Liabilities	7,405	2,764	5,403	775	117	32	16,496
Purchase of property, plant and equipment and intangibles	1,607	1,469	1,432	94	104	-	4,706