

**HALLENSTEIN GLASSON HOLDINGS LIMITED**  
**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**  
**FOR THE YEAR ENDED 1 August 2012**

	Group Year ended 1/8/12	up/down %	Group Year ended 1/8/11
\$000's			
<b>Sales Revenue</b>	<b>215,581</b>	4.91%	205,485
Cost of Sales	<b>(89,193)</b>		<b>(89,348)</b>
<b>Gross Profit</b>	<b>126,388</b>	8.83%	116,137
Other Operating Income	<b>167</b>	3.63%	161
Insurance Income and Gains/(Losses) relating to Christchurch Earthquake	<b>1,949</b>	-34.36%	2,970
Selling Expenses	<b>(75,909)</b>	5.56%	(71,909)
Distribution Expenses	<b>(6,602)</b>	4.56%	(6,314)
Administration Expenses	<b>(17,559)</b>	12.10%	(15,663)
Total Expenses	<b>(100,070)</b>	6.59%	(93,886)
<b>Operating Profit/(Loss)</b>	<b>28,434</b>	12.03%	25,382
Finance Income	<b>867</b>	-11.26%	977
Intercompany Charges	-		
Dividends from Subsidiary Companies	-		
<b>Profit Before Income Tax</b>	<b>29,301</b>	11.16%	26,359
<b>Income Tax</b>	<b>(8,281)</b>	2.54%	(8,076)
<b>Net Surplus Attributable to the Shareholders of the Holding Company</b>	<b>21,020</b>	14.97%	18,283
<b>Other comprehensive income</b>			
Gains on Revaluation of Land and Buildings	-		893
Fair Value Gain in Cash Flow Hedge Reserve net of Tax	<b>1,012</b>		(845)
Increase in Share Option Reserve	<b>227</b>	19.06%	190
<b>Total Comprehensive Income for the year attributable to the Shareholders of the Holding Company</b>	<b>22,259</b>	20.18%	18,521
<b>Earnings per share</b>			
Basic Earnings per Share	<b>35.24</b>		30.65
Diluted Earnings per Share	<b>35.24</b>		30.65

# HALLENSTEIN GLASSON HOLDINGS LIMITED

## STATEMENT OF FINANCIAL POSITION

AS AT 1 AUGUST 2012

	Group As at 1/8/12 \$'000	Group As at 1/8/11 \$'000
<b>Equity</b>		
Contributed Equity	27,672	27,599
Asset Revaluation Reserve	10,632	10,632
Cashflow Hedge Reserve	14	(998)
Share Option Reserve	325	190
Retained Earnings	27,921	25,598
<b>Total Equity</b>	<b>66,564</b>	<b>63,021</b>
Represented by		
<b>Current Assets</b>		
Cash and Cash Equivalents	25,970	22,994
Trade and Other Receivables	864	4,536
Due From Subsidiaries	-	-
Derivative Financial Instruments	19	(1,386)
Prepayments	2,760	2,862
Inventories	19,514	18,271
<b>Total Current Assets</b>	<b>49,127</b>	<b>47,277</b>
<b>Non-Current Assets</b>		
Investments in Subsidiaries		
Property, Plant and Equipment	38,125	35,391
Intangible Assets	734	654
Deferred Tax	592	741
<b>Total Non-Current Assets</b>	<b>39,451</b>	<b>36,786</b>
<b>Total Assets</b>	<b>88,578</b>	<b>84,063</b>
<b>Current Liabilities</b>		
Trade Payables	6,632	6,868
Employee Benefits	2,743	2,718
Other Payables	9,439	8,743
Taxation Payable	3,200	2,713
<b>Total Current Liabilities</b>	<b>22,014</b>	<b>21,042</b>
<b>Total Liabilities</b>	<b>22,014</b>	<b>21,042</b>
<b>Net Assets</b>	<b>66,564</b>	<b>63,021</b>

**HALLENSTEIN GLASSON HOLDINGS LIMITED**  
**STATEMENT OF CASH FLOWS**  
**FOR THE YEAR ENDED 1 August 2012**

**Group**

	Year ended 1/8/12 \$'000	Year ended 1/8/11 \$'000
<b>Cash Flows from Operating Activities</b>		
<b>Receipts:</b>		
Sales to Customers	215,722	204,736
Rent Received	167	161
Interest from Short Term Advances	738	839
Other Interest	64	74
Insurance Proceeds for Business Interruption	3,038	
Dividends Received	-	-
Intercompany Charges	-	-
	<b>219,729</b>	<b>205,810</b>
<b>Cash was applied to:</b>		
Payments to Suppliers	143,385	145,518
Payments to Employees	39,077	37,474
Interest Paid	-	-
Taxation Paid	8,038	8,258
	<b>190,500</b>	<b>191,250</b>
<b>Net Cash Flows from/(applied to) Operating Activities</b>	<b>29,229</b>	<b>14,560</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	93	86
Insurance Proceeds for Material Damage	2,507	
Loan Repayment from Subsidiaries	-	-
	<b>2,600</b>	<b>86</b>
<b>Cash was applied to:</b>		
Purchase of Property, Plant and Equipment and Intangible Assets	10,137	9,030
Loan to Subsidiaries	-	-
	<b>10,137</b>	<b>9,030</b>
<b>Net Cash Flows from/(applied to) Investing Activities</b>	<b>(7,537)</b>	<b>(8,944)</b>
<b>Cash Flows from Financing Activities</b>		
<b>Cash was provided from:</b>		
Sale of Treasury Stock and Dividends	172	1,177
	<b>172</b>	<b>1,177</b>
<b>Cash was applied to:</b>		
Dividend Paid	18,789	18,491
Purchase of Treasury Stock	99	250
	<b>18,888</b>	<b>18,741</b>
<b>Net Cash Flows from/(applied to) Financing Activities</b>	<b>(18,716)</b>	<b>(17,564)</b>
<b>Net Increase/(Decrease) in Funds held</b>	<b>2,976</b>	<b>(11,948)</b>
<b>Opening Cash Position</b>		
Bank	6,285	10,742
Add:		
Cash on Hand	64	66
Short Term Deposits	16,645	24,134
	<b>16,709</b>	<b>24,200</b>
Net Cash held at Balance Date	<b>22,994</b>	<b>34,942</b>
<b>Closing Cash Position</b>		
Bank	2,694	6,285
Add:		
Short Term Deposits	23,208	16,645
Cash on Hand	68	64
	<b>23,276</b>	<b>16,709</b>
Net Cash held at Balance Date	<b>25,970</b>	<b>22,994</b>
<b>Net Increase/(Decrease) in Funds held</b>	<b>2,976</b>	<b>(11,948)</b>

**HALLENSTEIN GLASSON HOLDINGS LIMITED**

**Group**

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

**OPERATING ACTIVITIES**

**FOR THE YEAR ENDED 1 August 2012**

	Year ended 1/8/12 \$'000	Year ended 1/8/11 \$'000
<b>Reported Surplus after Taxation</b>	<b>21,020</b>	18,283
<b>Add/(deduct) items classified as Investing or Financing activities</b>		
(Gain)/ Loss on Sale of Plant and Equipment	119	99
Insurance Proceeds for Material Damage	(2,507)	
<b>Add/(deduct) Non Cash Items</b>		
Depreciation and Amortisation	7,111	6,360
Deferred Taxation	(244)	111
Revaluation of Financial Instruments	-	(25)
Share Option Expense	227	190
<b>Add/(deduct) movements in Working Capital Items</b>		
Taxation Payable	487	(292)
Receivables	3,774	(6,421)
Creditors and Accruals	485	
Inventories	(1,243)	(3,745)
<b>Net Cash Flows from/(applied to) Operating Activities</b>	<b>29,229</b>	14,560

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

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

	<b>Year ended 1/8/12 \$000</b>	Year ended 1/8/11 \$000
<b>Income</b>		
Rental Income	167	161
Interest on Short Term Deposits	803	903
Interest Received on Trade Debtors	64	74
	<b>867</b>	<b>977</b>
<b>Expenses</b>		
Bad Debts Written Off	(18)	17
Donations (Primarily Breast Cancer Research Trust)	271	157
Occupancy Costs	22,588	22,213
Amounts Paid to Auditors		
Statutory Audit	109	106
Directors Fees	304	340
Wages, Salaries and Other Short Term Benefits	39,077	37,474
Depreciation-Freehold Buildings	201	188
Depreciation-Furniture and Fittings	5,134	4,556
Depreciation-Motor Vehicles, Plant and Equipment	1,376	1,221
Total Depreciation	6,711	5,965
Amortisation of Software	400	395
Total Depreciation and Amortisation	7,111	6,360
Loss on Sale of Property, Plant and Equipment	119	99