



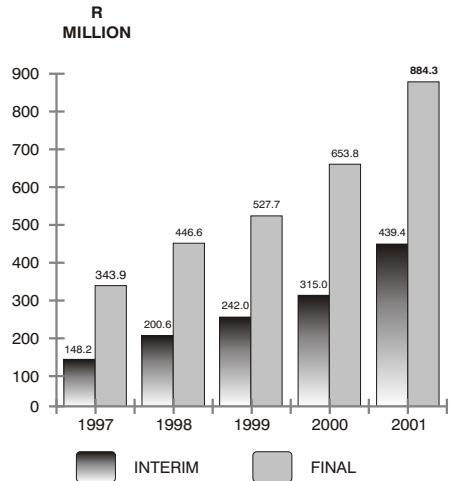
## HEADLINE EARNINGS - 30% Annual average growth rate over 5 years

**Eleven consecutive years of Growth in Turnover, Operating Income, Attributable Income, Headline Earnings per Share and Dividend**

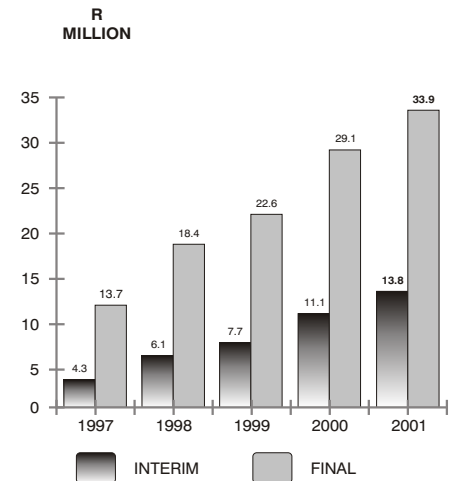
↑ Turnover	<b>Up 35.3%</b>
↑ Attributable Income	<b>Up 16.7%</b>
↑ Headline Earnings Per Share	<b>Up 16.0%</b>
↑ Dividend Per Share	<b>Up 20.5%</b>
↑ Cash Generated by Operations	<b>R ' 12,3m</b>

## AUDITED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2001

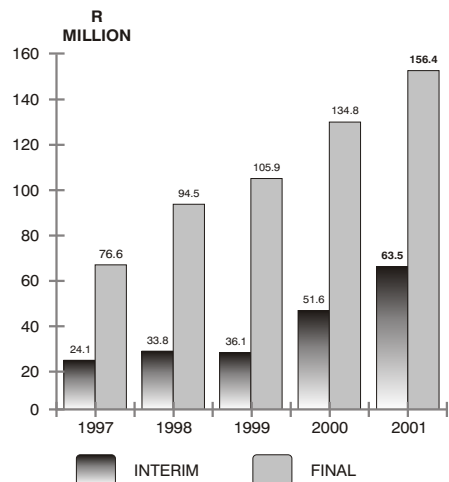
### TURNOVER



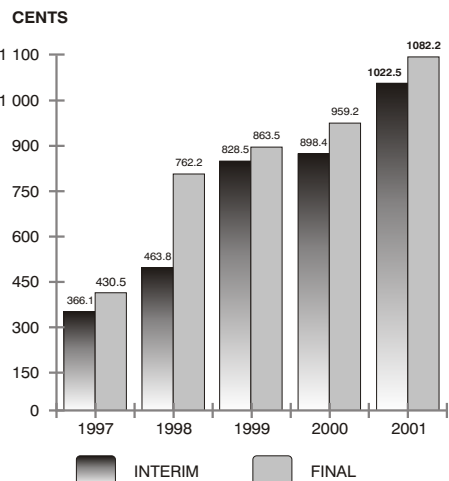
### ATTRIBUTABLE INCOME



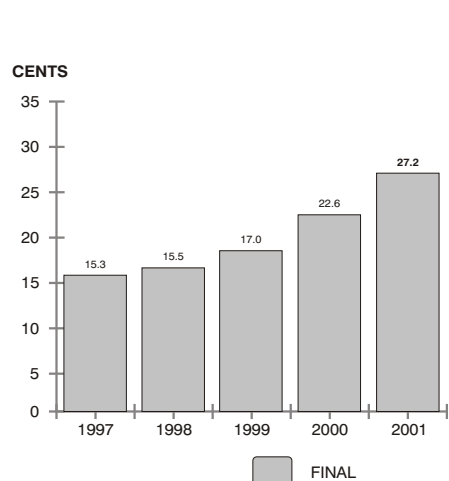
### HEADLINE EARNINGS PER SHARE



### NET ASSET VALUE PER SHARE



### DIVIDEND PER SHARE



### INCOME STATEMENT

	Year Ended 31 Aug 2001 R000	Year Ended 31 Aug 2000 R000	% Change
Turnover	884 252	653 772	35.3
Net operating income	55 721	54 213	
Depreciation	4 234	4 052	
Interest paid	8 988	6 414	
Income before taxation	42 499	43 747	
Taxation	8 335	12 013	
Income after taxation	34 164	31 733	
Share of Associate Companies retained income / (loss)	(135)	0	
Outside shareholder's interest	87	2 648	
Attributable income	33 942	29 085	16.7
Dividend	5 903	4 900	20.5
Retained earnings for the year	27 878	24 185	15.9
Headline Earnings	33 942	29 085	16.7
Earnings per share (cents)	156.4	134.1	16.6
Earnings per share (cents) - weighted	156.4	134.8	16.0
Headline earnings per share (cents)	156.4	134.1	
Headline earnings per share (cents) - weighted	156.4	134.8	
Dividend per share (cents)	27.2	22.6	
Dividend cover	5.7	5.9	
Interest cover	5.7	7.8	
Shares in issue	21 695	21 695	
Shares in issue - weighted	21 695	21 583	

### DECONSOLIDATED COMPARATIVE INFORMATION

Turnover	813 500	620 850	31.0
EBITDA	54 476	48 940	11.3
Operating margin as a %age of turnover	6.7%	7.8%	
Income before taxation	42 499	38 622	10.0
Income after taxation	34 164	28 388	20.3
Attributable income	33 942	29 085	16.7

### BALANCE SHEET

	Year Ended 31 Aug 2001 R000	Year Ended 31 Aug 2000 R000
ASSETS		
Non-current assets		
Fixed assets	28 089	28 245
Goodwill		7 567
Investment in associate company	12 864	
Current assets		
Inventory	103 137	132 947
Trade and other receivables	162 433	157 150
Cash equivalents	65 078	60 531
Total Assets	371 601	386 440
EQUITY AND LIABILITIES		
Shareholder's interest	234 780	208 101
Non-current liabilities	12 973	17 433
Current liabilities		
Trade and other payables	123 848	159 875
Current portion of interest bearing liabilities		1 031
Total equity and liabilities	371 601	386 440
Debt: Equity ratio	0.0%	0.0%

### STATEMENT OF CHANGES IN EQUITY

	Year Ended 31 Aug 2001 R000	Year Ended 31 Aug 2000 R000
Equity at beginning of the year	208 101	184 157
Share capital issued / (redeemed)	(1 272)	
Dividend	(5 903)	(4 572)
Foreign currency translation reserve	(87)	87
Retained earnings for the year	33 941	29 085
Equity at end of year	234 780	208 101

### CASH FLOW STATEMENT

	Year Ended 31 Aug 2001 R000	Year Ended 31 Aug 2000 R000
Cash generated/(utilised) by operating activities	12 335	(5 358)
Cash generated from operations	41 052	7 256
Interest paid	(8 723)	(6 414)
Dividend paid	(4 895)	(328)
Normal tax on companies	(15 099)	(5 872)
Cash flows from investing activities	(254)	(18 414)
Purchase of tangible fixed assets	(6 507)	(7 417)
Proceeds on disposal of fixed assets	107	129
Investment in subsidiary		(11 126)
Conversion of subsidiary to associate	6 146	
Cash flows from financing activities	(7 333)	4 885
Repayment of long term borrowing	(6 062)	(7 167)
Increase in translation reserve		201
Proceeds from outside shareholder's Share repurchase	(1 271)	11 851
Net increase / (decrease) in cash and cash equivalents	4 748	(18 887)
Effect of exchange rate changes	(201)	
Cash and cash equivalents at the beginning of the year	60 531	79 418
Cash and cash equivalents at the end of the year	65 078	60 531

### FINANCIAL OVERVIEW

The Board of Directors of Nu-World Holdings Ltd is again pleased to report satisfactory growth results for the period ending 31st August 2001. This set of results represents the eleventh consecutive year of growth in Turnover, Operating Income, Attributable Income, Headline Earnings per Share and Dividend.

Trading conditions in both South Africa and Australia remained extremely difficult during the year under review. Notwithstanding the current economic conditions however, the Group achieved satisfactory growth.

Turnover increased by 35.3% to R884,252m (August 2000 : R653,772m).

The selling and marketing costs of introducing new brands into the South African market, together with the cost of re-launching Akai in Australia, placed downward pressure on margins overall. However, the drive to regain market share for these international brands, has proved successful. It is anticipated that margins will improve in the forthcoming year, to the levels of previous years.

EBITDA Earnings before interest, tax and depreciation, increased by 11.3% to R54,476m (August 2000 : R48,940m). (Refer to section 'Deconsolidated Comparative Information')

Attributable income increased by 16.7% to R33,942m (August 2000 : R29,085m).

Headline earnings per share on a weighted basis increased 16% to 156.4 cents (August 2000 : 134.8 cents).

Dividend per share is up 20.4% to 27.2 cents (August 2000 : 22.6 cents).

Cash generated by operating activities of R12,3m reflects a particularly strong turnaround from the August 2000 year end position. The Group remained in an ungeared position at the end August 2001 with cash balances on hand of R65,078m. (August 2000 : R60,531m).

The net asset value per share at 1082.2 cents has increased by 12.8% (August 2000 : 959.2 cents).

At the time of writing, Nu-World shares are trading at a 17% discount to net asset value per share, at the current share price of R9.00.

Deconsolidation of Prima Australasia Pty Ltd. On the 1st March 2001, Directors took the decision to reclassify the Group's 33,3% interest in Prima Australasia Pty Limited, from a Subsidiary to an Associate Company.

For comparative purposes, a section of the Income Statement is restated under 'Deconsolidated Comparative Information', providing information that is more relevant to Prima Australasia Pty Ltd, as an Associate Company, going forward.

The Current Assets section of the Balance Sheet, indicates an improvement in Working Capital Management. Inventory is down by 22.4% year on year, against an increase in Turnover of 35%. Stock turn ratios have improved. The D.S.O. debtors collection measure, reflects a significant improvement, as well.

### OPERATIONAL REVIEW

#### IN-HOUSE MANUFACTURING - SMALL ELECTRICAL APPLIANCES

Nu-World is South Africa's leading low-cost, high-volume manufacturer, importer and exporter, of small electrical appliances.

The manufacturing division has achieved an increase in net margins, year on year, resulting from improved productivity, cost cutting through ongoing value engineering and the introduction of new low-cost products.

Manufacturing is expected to produce strong growth during the forthcoming year, with the launch of new products and a substantial increase in exports.

In-house manufacturing and concurrent exports, provide a natural hedge against the devaluation of the Rand.

#### EXPORTS

The export division was restructured during the 3<sup>rd</sup> quarter. Exports for the last quarter grew 55% year on year.

The Group has achieved a huge breakthrough for exports into the U.S.A. market. It is anticipated that products manufactured in our South African plant will be on the shelves of leading American retailers during the first half of the new financial year.

The Group's experience and success in exporting to developed countries in Europe and Australasia has opened the door to U.S.A. buyers. The volume requirements of our American customers are as much as ten times the current volumes of our existing exports to the United Kingdom.

A substantial Capex programme is underway to boost production, improve productivity and further improve quality.

#### CONSUMER ELECTRONICS - JVC \* TELEFUNKEN \* THOMSON \* NU-TEC

JVC continues to be the key growth driver within the Consumer Electronics Division. JVC achieved increased market penetration and continued to gain market share, with sales increasing 24% year on year.

The Group is now one of the leading players in Consumer Electronics in Southern Africa.

Nu-World's Consumer Electronics Division, with our range of complimentary international brands, differentiated within distinct market segments, from price-entry to top-end, will continue to generate growth.

The Group's purchasing power, for the Southern African and Australasian markets, provides a strategic advantage in obtaining world-best pricing and trading terms.

#### 'WHITE GOODS' - 'LAUNDRY', 'COOKING' AND 'REFRIGERATION'

Nu-World imports large appliances from a number of countries. Recent consolidation and liquidations in the industry have opened up a number of opportunities for the Group.

In addition to our Nu-Tec range, Nu-World has successfully launched a range of large appliances under the Telefunken brand.

In-House assembly of Free-Standing Stoves - Subsequent to the financial year end, an assembly line was established in our Wynberg manufacturing plant, to assemble 3-Plate and 4-Plate free-standing stoves. Kits for these stoves are imported from Europe and South America. After the successful launch of these two products, it is anticipated that additional electric and gas stoves will be added to the range.

#### PRIMA AUSTRALASIA PTY LTD

#### AKAI \* TELEFUNKEN \* PRIMA ELECTRONICS \* NU-TEC

Nu-World relinquished control of the Prima board to the majority shareholders, on 1<sup>st</sup> March 2001. Prima is reflected as an Associate Company investment rather than a Subsidiary, from this date.

Prima and its subsidiary, operated at breakeven for most of the year in a difficult trading environment. Prima provided a small positive contribution to the Group at year end.

The reintroduction of the Akai branded range of consumer electronics into a depressed Australian market, proved to be more time-consuming than anticipated.

Since year-end however, Prima has experienced a positive turnaround. After more than a year in the market, the company is now making inroads into leading Australian retailers, with listings, catalogues and promotions. Margins are firmer as the company leverages its increased purchasing power into lower pricing and improved terms.

During October of 2001, Prima signed the rights to distribute the Telefunken brand of Consumer Electronics in the Australian market. It is anticipated that Telefunken will bring critical mass to the Australian operation.

Prima is expected to make an improved positive contribution to the Group's bottom line in the forthcoming six months.

### PROSPECTS

The Group is establishing itself as a key international player, within the ranges of Branded Consumer Durables, in which it operates.

The diversified nature and increasing size of the Group, together with its international reach, has provided shareholders with eleven consecutive years of growth across the board.

This growth has been achieved, notwithstanding the difficult trading climate in Southern Africa and Australia, during the past number of years.

Growth within manufacturing and exports will impact positively on margins. Hard currency denominated exports, will generate increasing profit margins as the South African currency weakens.

It is anticipated that margins will improve for the Group as a whole, notwithstanding the downward pressure on the Rand.

In South Africa, the Government's housing initiative and the ongoing electrification programme, underpins superior levels of growth, in the electrical appliance and consumer electronics sectors.

Directors are confident that the Group remains strategically well positioned to sustain growth levels for the forthcoming year and in the medium term.

### DIVIDEND

Notice is hereby given that the final dividend number fourteen of 27,2 cents per share (2000 : 22,6 cents) has been declared to Shareholders.

The dividend is payable to the shareholders of the company recorded in the books of the company at the close of business on 14 December 2001 (record date). The last date to trade cum dividend will be 7 December 2001 and trading commences ex dividend from 10 December 2001. The dividend will be paid on 18 December 2001.

Share certificates may not be dematerialised or rematerialised between 3 December 2001 and 14 December 2001, both dates inclusive.

#### BY ORDER OF THE BOARD

M.S. Goldberg  
Executive Chairman  
Johannesburg  
15 November 2001

G.R. Hindle  
Company Secretary

### DIRECTORS

Nu-World Holdings Limited has announced changes to its Board of Directors. Dr John Temple retired from his dual role as Chairman and Non-Executive Director with effect from 31 August 2001. Michael Goldberg will assume the dual position of Executive Chairman and Executive Director, while Jeffrey Goldberg has been appointed Managing Director. The remainder of the Board has remained unchanged.

The Board of Directors of Nu-World Holdings Ltd takes this opportunity to thank Dr John Temple for his invaluable assistance, direction and drive over his fourteen year tenure as Chairman of the Board. We wish him well in his retirement.

The Board expects to appoint additional non-executive Directors in the future.

M.S. Goldberg BCom MBA (Wits) (Chairman), J.A. Goldberg BSc (Eng) (Wits) (Managing), G.R. Hindle CA (SA), P. Gross B.Com L.L.B. (Wits)\*, J.M. Judin Dip Law (Wits)\* (\* Non-executive Directors.)

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Share Code: NWL  
ISIN Code: ZAE000005070

Transfer secretaries  
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Johannesburg 2000

