

**NU-WORLD HOLDINGS LIMITED** ("Nu-World" or "the Group" or "the Company")

EBITDA OPERATING

INCOME

UP

 Five Year Compound Average Annual Growth rate in Headline Earnings of 19,3% Sixteen consecutive years of growth in Turnover, Operating Income, Attributable Income, Headline Earnings per Share and Dividend

HEADLINE EARNINGS

PER SHARE

UP

11,6%

• Capitalising on demand for affordable branded consumer durables

ATTRIBUTABLE INCOME

UP

# **AUDITED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2006**

PROFIT BEFORE TAX

UP

<b>ABRIDGED CONSOLIDATED I</b>	NCOME	STATEM	ENT
,	Audited year ended 31 August 2006 (R000)	Restated year ended 31 August 2005 (R000)	% change
Turnover	1 638 724	1 626 122	0,8
Net operating income Depreciation Interest paid	129 061 7 415 1 223	102 466 8 251 7 220	26,0
Income before taxation Taxation	120 423 29 613	86 995 18 213	38,4
Income after taxation	90 810	68 782	32,0
Share of associate company loss Minority interests	(6 994) (1 786)	4 444	
Attributable income	82 030	73 226	12,0
Dividend declared Dividend per share (cents) Capital distribution Capital distribution from share premium (cents)	27 357 120,8	20 971 92,6	
Headline earnings	82 030	73 226	11,8
Earnings per share (cents) Headline earnings per share (cents)	378,3 378,3	339,1 339,1	11,6 11,6
Dividend per share (cents) Capital distribution per share (cents) Dividend declared/capital distribution cover	120,8 3,0	92,6 3,5	30,5
Interest cover Shares in issue Shares in issue – weighted Shares in issue – diluted	99,5 21 683 890 21 683 890 22 634 890	13,0 21 592 490 21 592 490 22 543 490	

## ABRIDGED CONSOLIDATED CASH FLOW STATEMENT

	Audited year ended 31 August 2006 (R000)	Restated year ended 31 August 2005 (R000)
Cash generated by operating activities	54 659	65 467
Cash generated from operations Interest paid Dividend paid Normal tax on companies	122 041 (1 223) (27 820) (38 339)	101 512 (7 220) (15 252) (13 573)
Cash flows from investing activities	9 996	(26 342)
Purchase of tangible fixed assets Proceeds on disposal of fixed assets Reclassification of associate to subsidiary Increase in investment in subsidiary Increase in investment in treasury shares	(4 222) 220 (8 471) 22 469	(5 511) 145 (20 884) (92)
Cash flows from financing activities	12 374	(10 196)
Repayment of long term borrowing Increase in shareholders loans Proceeds from issue of treasury shares	11 361 1 013	(10 196)
Net increase in cash and cash equivalents Effects of exchange rate changes Cash and cash equivalents at the beginning of the year	77 029 190 549	28 929 (68) 161 688
Cash and cash equivalents at end of the year	267 578	190 549

### SEGMENTAL INFORMATION

	-		
	Audited year ended	Restated year ended	
	31 August	31 August	
	2006	2005	%
	(R000)	(R000)	change
Geographical revenue			
Republic of South Africa	1 124 014	971 479	15,7
Offshore subsidiaries	514 710	407 039	26,5
Deconsolidated subsidiary	-	247 604	
	1 638 724	1 626 122	0,8
Geographical income			
Republic of South Africa	83 275	76 963	
Offshore subsidiaries	(1 245)	(3 737)	
	82 030	73 226	12,0

ABRIDGED CONSOLIDATED E	BALANCE SHEET	
	Audited year ended 31 August 2006 (R000)	Restated year ended 31 August 2005 (R000)
ASSETS		
Non-current assets		
Fixed assets	41 673	44 867
Goodwill	25 729	18 089
Current assets		
Inventory	179 030	171 341
Trade and other receivables	241 512	227 716
Cash equivalents	267 578	190 549
Total assets	755 522	652 562
EQUITY AND LIABILITIES		
Ordinary shareholders' funds	485 282	422 478
Minority interests	47 949	28 156
Total shareholders' funds	533 231	450 634
Non-current liabilities	10 607	6 928
Current liabilities		
Trade and other payables	200 323	195 000
Loans payable	11 361	
Total equity and liabilities	755 522	652 562

SUPPLEMENTARY INFOR	MATION		
	Audited year ended 31 August 2006 (R000)	Restated year ended 31 August 2005 (R000)	% change
Analysis of Group turnover Current consolidated subsidiaries Deconsolidated subsidiaries	1 638 724	1 378 518 247 604	18,9 (100)
Total Group turnover	1 638 724	1 626 122	0,8
Operating income as percentage of turnover Net negative debt to equity ratio (%) Effective taxation rate (%) Net asset value per share (cents)	(%) 7,9 (55,1) 24,6 2 238,0	6,3 (45,1) 20,9 1 956,6	25,0 17,5 14,4
Capital expenditure Expansion Replacement	2 815 1 407 4 222	4 002 1 509 5 511	
Goodwill and amortisation At beginning of year Net acquisition of subsidiaries Reclassification of subsidiary Derecognition of negative goodwill in terms of IFRS 3	18 089 15 978 (8 338) –	5 926 9 751 2 412	
	25 729	18 089	

# Accounting policies

The final report is prepared on the historical cost basis, except financial instruments which have been fair valued.

This is in accordance with the recognition and measurement principles of International Financial Reporting Standards (IFRS), the requirements of the South African Companies Act and the JSE Listings Requirements.

The results are presented in terms of IFRS statements. The Group has adopted and applied IFRS for the first time for the year ended 2006.

The transition date is 1 September 2004. The following new accounting policies were adopted:

#### Shared-based payments

The Group has applied IFRS 2 – shared based payments. IFRS 2 has been applied to all grants of equity, which were unvested as of 1 September 2004.

Reconciliation of Income Statement		
	Audited	Restated
	year	year
	ended	ended
	31 August	31 August
	2006	2005
	R'000	R'000
Profit attributable to shareholders		
As previously reported under SA GAAP	82 030	73 385
IFRS adjustment – share based payments		(159)
As reported under IFRS	82 030	73 226
		Share based
	Retained	compensation
	earnings	reserve
	R'000	R'000
1 September 2005		
As previously reported	307 980	
IFRS adjustment – share based payments	(159)	159
As reported under IFRS	307 821	159

# COMMENTS

FINANCIAL OVERVIEW The Directors of the Group are pleased to report strong growth for the period ending 31 August 2006. For the sixteenth consecutive year, the Group has produced growth in turnover, operating income, attributable income headline earnings per share and dividend/capital distribution.

40,4% R122,041

CASH GENERATED FROM

**OPERATIONS** 

CAPITAL DISTRIBUTION

PER SHARE

120,8

Nu-World is a leading South African source for branded consumer durables. The Group manufactures, imports exports and distributes a one-stop supply of branded consumer durables.

Notwithstanding a softening of consumer sentiment, the Nu-World Group has continued to benefit from the current positive economic conditions being experienced in the South African retail industry. In addition, positive factors such as a rebound in confidence of retailers of durable goods due to stronger than expected retail sales in the 3<sup>rd</sup> quarter, tax cuts and sustained employment growth, continue to support household income and should sustain a gradual easing in retail sales growth, avoiding a sharp contraction.

Group turnover increased by 0,8% to R1,638m (August 2005: R1,626m). South African revenues increased 16% and had the Prima subsidiary not been deconsolidated, overall turnover increase would have been reported as 15,1%. Price deflation was evident in South Africa for most of the financial year and continues in Australia and the United Kingdom.

EBITDA increased 26,0% to R129,061m (August 2005: R102,466m)

Operating margins improved by 25,0% - increasing to 7,9% from the previous year's 6,3%.

CASH BALANCES

ON HAND

UP

Income before tax is up 38,4% to R120,423m (August 2005: R86,995m).

The tax rate increased from 20,9% to 24,6%, being more reflective of the expected tax rate going forward Attributable income increased by 12,0% to R82,030m. (August 2005: R73,226m).

Headline earnings per share on a weighted basis - H.E.P.S. increased 11,6% to 378,3 cents (August 2005: 339,1 cents). Cash generated from operations amounted to R122,041m.

Overall net working capital days of 80.2 is an improvement on the previous year's 86,3 days.

The balance sheet is strong and the Group remains ungeared with cash balances on hand up 40,4% to R267,578m gust 2005: R190.549m)

The net asset value per share is up 14,4% to 2 238,0 cents (August 2005: 1 956,6 cents).

**OPERATIONAL REVIEW** Nu-World is one of South Africa's leading players in small electrical appliances and consumer electronics.

#### Subsidiaries Nu-World U.K. Ltd; Yale Prima Pty Ltd; On Corporation USA

Nu-World U.K. Ltd is a 60% held subsidiary. The U.K. retail market continues to experience weak consumer sentiment, with lower disposable income due to increasing energy costs and higher interest rates. We are pleased to report that a new line-up of products and an increasing customer base, has seen the company returning to profitability in the current year. The order book leading up to the Christmas season is healthy.

Yale Prima Ptv Ltd. In Australia, Nu-World has consolidated its two operations into a 54.8% shareholding of Yale Prima Pty Ltd, as of 1 August 2006. The Yale Appliance Group performed well for the year under review, with a business model better suited to Australia's difficult trading conditions. Prima Australasia experienced a difficult year in an increasingly competitive and deflationary marke

However, following the merger and the change of the Prima business model in line with Yale, directors are However, following the merger and the change of the Prima business model in line with Yale, directors are confident that the merged subsidiary will generate profits in the coming year. Since the date of the merger, Yale Prima has been profitable each month and the order book for the festive season is particularly strong. Australia represents the largest of the Group's foreign operations with revenues of R452,369m. The Australian market for consumer electronics, whilst extremely competitive, remains strong with consumers trading up to flat-panel televisions and the latest innovative technologies.

**On Corporation USA.** With effect from 1 May 2006, the Group acquired a controlling interest in On Corporation USA, with a Korean partner. Initial revenue contribution for the year under review has been marginal but is forecast to improve significantly in the years ahead.

#### **Consumer Electronics**

JVC \* Telefunken \* Nu-Tec \* Palsonic

The Nu-World brands, which in South Africa cover the spectrum of the consumer electronics market, from price entry to top-end, performed well during the period under review. Telefunken improved its rating in the latest Markinor survey.

Flat panel televisions are taking a greater share of the TV market, which is the largest single category of the consumer electronics market. Telefunken and JVC have launched a range of flat panel televisions, both LCD and Plasma. JVC offers the largest rear projection TV in the market. Other latest technology offerings include second generation camcorders with 30GB hard disc drives as well as software to support direct copying to DVD. Car audio is moving into the portable visual entertainment arena, offering 6<sup>1</sup>/<sub>2</sub>" LCD screens and IPOD ready audio. Latest innovations in home theatre, component systems, personal audio, portable multi-media and MP3's, are driving aspirational purchases.

New product range line-up Conti Motorsport \* Air-Conditioning \* White Goods \* Power Tools \* Cell phones \* GPS Guidance Systems

The new ranges of products in terms of motorsport, air-conditioning and white goods etc., represent a small percentage of our business at this time. However, these segments have performed exceedingly well and offer substantial potential for growth. In addition we are marketing a range of cell phones and GPS Guidance systems.

#### Conti Motorspor

The off-take of Conti Motorsport has been excellent. The range is ever growing and now includes: scooters, road bikes, super bikes, quad bikes, bicycles, generators, go-carts and golf carts.

Conti Motorsport is driven by affordable ownership and fuel efficient transport. With the increase in the cost of fuel, the nature of commuting in South Africa will inevitably change in line with other emerging markets.

Conti Motorsport provides consumers with an ownership opportunity. Ownership offers unlimited mobility, reduced commuting time, and cost-saving fuel efficiency.

Service and support is key, with 76 appointed service agents nationwide providing 24 hour service and spare parts.

AMID, the Association of Motorcycle Importers recently reported that sales of 2-wheelers year-to-date are up more than 50% on the previous year.

### MANPOWER AND SOCIAL RESPONSIBILITY

The Group's BEE initiatives are in line with the DTI's BEE Codes of Good Practice on Broad-Based Black Economic Empowerment – in terms of management, employment equity, skills development, preferential procurement, enterprise development and corporate social responsibility. The Group is committed to comply with environmental regulations.

#### PROSPECTS

The Group has demonstrated its resilience by achieving growth for 16 consecutive years in turnover, operating income, attributable income and headline earnings per share.

South Africa, with a "high street" retail market estimated at R385bn, has been experiencing a period of the best retail environment in many years, notwithstanding the recent dipping of consumer sentiment. Structural changes and cyclical factors have contributed to this strong trading environment. South Africa's medium-term growth prospects are looking good. Urbanization and an emerging middle class support growth in sales of consumer durables, Nu-World's product of trade.

The slight deterioration in consumer sentiment in the third quarter, reflects a change in macroeconomic factors. The effects of higher petrol and food prices, interest rate hikes, the depreciation of the Rand and a slowdown in property increases has started to filter through to consumer sentiment. However, retailer confidence remains relatively high after a third quarter of superb sales growth. Third quarter statistics indicate that business confidence in the wholesale trade is extremely high. It is evident that notwithstanding recent pressures, consumer affordability levels have increased with many consumers upgrading their durables with more expensive, latest technology products.

Infrastructure spending and preparation for the 2010 Soccer World Cup will sustain growth in the medium

STATEMENT OF CHANGES	IN EQUITY	1						
	Share	Share	Treasurv	Foreign currency translation	Accumulated	Shareholders	Share based	
				LI dIISIdLIUII			compensation	
	capital	premium	share	reserve	profit	for dividend	reserve	Total
	R'000	R'000	R'000	R'000	R'000	R'000	R'000	R'000
Belance as at 1 Contember 2004 (audited)	017	115 000	(1.072)	(012)	247 424			201 200

		1 013					1 013
			352				352
					(20 971)		(20 971
				(20 971)	20 971		-
				02 000		380	38
				82 030			82 03
226	136 402	(21 944)	(186)	307 821	-	159	422 478
9	20 770						20 779
		(20 872)					(20 87)
			627				627
					(10 201)	159	15
				(13 231)			(15 25
					15 251		2 412
							2 412
							(159
				73 385			73 385
217	113 032	(1072)	(013)	73 226			73 226
217	115 632	(1.072)	(813)	2/17 /13/			361 39
	•	9 20 770	9 20 770 (20 872)	627 9 20 770 226 136 402 (21 944) (186)	International Interna International Internationali	Image: Normal state	Image: Constraint of the constr



The government has committed to spend R400bn in the medium-term to upgrade the country's electricity, water and transport infrastructure.

Nu-World has provided shareholders with growth generation, with the C.A.G.R over the last five years averaging 19,3%. The Group has demonstrated its ongoing ability to generate cash and shareholders have been rewarded with a steadily appreciating share price. The Group remains well positioned for long term growth in terms of our broad diversification, level of innovation and key customer relationships.

#### AUDIT REPORT

The consolidated financial statements for the year have been audited by Tuffias Sandberg KSi and their accompanying unqualified audit report as well as their unqualified audit report on this set of summarized financial information are available for inspection at the Company's registered office.

#### DISTRIBUTION TO SHAREHOLDERS

The Board has resolved to declare a distribution to shareholders by way of a capital distribution out of share premium of 120,8 cents per share. Shareholders will be asked to consider, and if deemed fit, to approve the capital distribution at the annual general meeting of Nu-World to be held on 24 January 2007. Salient dates and times pertaining to the capital distribution will be announced following the annual general meeting.

#### ANNUAL REPORT

The annual report will be mailed to shareholders in due course. The annual general meeting will take place on Wednesday, 24 January 2007, at the registered office of the Company.

On behalf of the board of directors

#### M. S. Goldberg Executive Cha rman 24 October 2006

B.H. Haikney Company Secretary

Administration Registration number 1968/002490/06 (Incorporated in the Republic of South Africa) JSE share code: NWL ISIN code: ZAE000005070

### **Registered office**

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#### Transfer secretaries

omputershare Investor Services 2004 (Pty) Ltd 70 Marshall Street, Johannesburg, 2001

# **Company secretary**

B.H. Haikney

Auditors Tuffias Sandberg KSi

#### Joint sponsors

Nedbank Capital; Sasfin Corporate Finance, a division of Sasfin Bank Limited (Lead)

#### M.S. Goldberg (Executive Chairman), J.A. Goldberg (Chief Executive), G.R. Hindle (Financial Director)

Non-executive Directo J.M. Judin

Directors

Independent Non-executive Director D. Piaray

# www.nuworld.co.za