

U-WORLD HOLDINGS LIMITED (Registration No. 1968/002490/06)

# **REVIEWED INTERIM REPORT FOR THE HALF YEAR ENDED 28 FEBRUARY 2003**

up 42.0%

The board of directors of Nu-World Holdings Ltd, (herein after referred to as Nu-World or the Group) is again pleased to report satisfactory growth results for the interim period to 28<sup>th</sup> February 2003.

Nu-World is a leading South African source for branded consumer durables. The Group manufactures, imports, exports and distributes a one-stop supply of a broad range of consumer durables under a total of 19 international and local brands.

The Group holds a majority interest in subsidiary company Prima Australasia Pty Ltd, a Melbourne based distributor of branded consumer durables.

At the outset of the period under review, the Group increased its shareholding in Prima Australasia to 51% (Feb 2002 : 44.7%). Prima has emerged as an integral part of the Group's growth strategy and is consolidated as a subsidiary as from 1 September 2002 (in these accounts). Where appropriate, deconsolidated comparative figures have been provided.

Notwithstanding the difficult economic conditions however, the Group achieved satisfactory growth for the period.

#### **FINANCIAL OVERVIEW**

Growth has been achieved in turnover, operating income, attributable income and headline earnings per share.

Headline earnings per share is up by 14.8% to 90.4 cents (Feb 2002 : 78.8 cents).

The Group remains in an **ungeared** position with **cash balances on hand** up 25.0% to R69,849m. (Feb 2002 : R55,889m)

The focus on working capital management is reflected in the increase in cash on hand year-on-year and the continued improvement in the debtors book and stock control.

The net asset value per share at 1323 cents, has increased by 14.4% (Feb 2002 : 1157 cents).

The accounting policies used in the preparation of the results are consistent with those applied in the prior year, and are in accordance with the South African Statements of Generally Accepted Accounting Practice.

# **OPERATIONAL REVIEW**

In-bouse manufacturing / Exports

Small electrical appliances

**INCOME STATEMENT** 

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

Manufacturing performed well during the period. The current strength of the R and has placed pressure on exports. Export margins are down, but our international customers are enthusiastic about a new range of stainless steel appliances currently being finalised The Group, at all levels subscribes to the spirit of good corporate governance as set for the USA, UK, Europe and Australia. Top-end, value-added appliances will afford out in both the King Report and the JSE Listings Requirements and accepts the need higher margins in export markets.

#### **Consumer Electronics**

**Turnover - Group** 

JVC \* Telefunken \* Thomson \* Nu-Tec Nu-World's consumer electronics division, with our range of complimentary international brands, differentiated within distinct market segments, from price-entry to top-end, performed reasonably under difficult market conditions.

#### Prima Australasia Pty Ltd

Telefunken \* Akai \* Prima Electronics \* Nu-Tec

The Australian market has been under pressure since the beginning of calendar 2003. Prima is performing reasonably well in difficult market conditions.

The introduction of Telefunken, by Prima, into the Australian market, has proved successful. The Telefunken brand now represents a sizeable percentage of the company's turnover and continues to win market share.

PROSPECTS

**BALANCE SHEET** 

Equity at end of period

Notwithstanding difficult market conditions over many years, the diversified nature of the Nu-World Group, together with its international reach, has provided shareholders with twelve consecutive years of growth.

The economic climate in the South African market is expected to improve in the short to medium term. It is anticipated that there will be a significant reduction in interest rates during the forthcoming six months.

Lower inflation and increased discretionary income and expenditure, will provide a healthier climate for sales of consumer durables.

Government's electrification programme has pledged to undertake 243,000 grid and 14,000 non grid connections by March 2004. The electrification programme together with the national housing initiative will provide an improving platform for growth in the electrical appliance and consumer electronics sectors.

Directors are optimistic that the Group remains strategically well positioned to sustain growth for the remainder of the financial year.

# **CORPORATE GOVERNANCE**

to conduct the enterprise with integrity, transparency and equal opportunity.

# SEGMENTAL REPORTING

The Group predominantly markets and distributes Branded Consumer Durables, and therefore the disclosure of segmental information in terms of AC115 would not be meaningful. Nevertheless the Group reports comprehensively on its performance without divulging information that could jeapordise its competitive advantage.

## DIVIDENDS

Nu-World has resolved to continue the policy of a single annual dividend paid after the end of each financial year.

# **THE BOARD**

The non-executive directors continue to play an important role in the strategic direction of the Group, as well as provide valuable operational guidance and advice, which is always appreciated. It gives us great pleasure to welcome Mr D. Piaray to the board as a non-executive director.

## **REVIEW BY INDEPENDENT AUDITORS**

The financial information has been reviewed by Tuffias Sandberg whose unqualified review report is available for inspection at the company's registered office.

#### DIRECTORS

M.S. Goldberg BCom MBA (Wits) (Chairman), J.A. Goldberg BSc (Eng) (Wits) (Managing), G.R. Hindle CA (SA), B.H. Haikney CA (SA) (Company Secretary), P. Gross B.Com L.L.B. (Wits)\*, J.M. Judin Dip Law (Wits)\*, D.Piaray BEng (Chem) (Wits) BCom (Unisa) MBA (Wits)\*(\* Non-executive Directors.)

#### Johannesburg 28 May 2003

| Registered office |                         | Computershare          |
|-------------------|-------------------------|------------------------|
| 35 - 3rd Street   |                         | Investor Services Ltd. |
| Wynberg, Sandton  | Share Code: NWL         | P.O. Box 61051         |
| 2199              | ISIN Code: ZAE000005070 | Marshalltown 2107      |

# **CASH FLOW STATEMENT**

|  | Reviewed Six<br>Months Ended<br>28 Feb 2003<br>R000 | Unaudited Six<br>Months Ended<br>28 Feb 2002<br>R000 | % Change | Year<br>Ended<br>31 Aug 2002<br>R000 |
|--|---|--|----------|--------------------------------------|
| Turnover   | 655,926   | 461,818  | 42.0%    | 942,084                              |
| Net operating income   | 38,582  | 28,522   | 35.3%    | 60,846                               |
| Depreciation   | 3,982   | 2,131  |          | 4,724                                |
| Interest paid  | 4,747   | 5,309  |          | 8,355                                |
| Income before taxation   | 29,853  | 21,082   | 41.6%    | 47,767                               |
| Taxation   | 5,381   | 4,772  |          | 9,998                                |
| Income after taxation  | 24,472  | 16,310   | 50.0%    | 37,769                               |
| Income from associate company  |   | 778  |          | 2,296                                |
| Outside shareholders interest  | 5,139   |  |          |                                      |
| Attributable income  | 19,333  | 17,088   | 13.1%    | 40,065                               |
| Dividend   | 6,791   | 5,903  |          | 5,903                                |
| Retained earnings for the period   | 12,542  | 11,185   | 12.1%    | 34,162                               |
| Headline earnings and earnings<br>per share<br>Net income attributable to<br>ordinary shareholders<br>Adjustments: | 19,333  | 17,088   | 13.1%    | 40,065                               |
| Net goodwill amortised   | 280   |  |          |                                      |
| Headline earnings  | 19,613  | 17,088   | 14.8%    | 40,065                               |
| Attributable earnings  | 19,333  | 17,088   | 13.1%    | 40,065                               |
| Headline earnings  | 19,613  | 17,088   | 14.8%    | 40,065                               |
| Earnings per share (cents)   | 89.1  | 78.8   | 13.1%    | 184.7                                |
| Earnings per share (cents)<br>- weighted   | 89.1  | 78.8   | 13.1%    | 184.7                                |
| Headline earnings per share  |   |  |          |                                      |
| (cents)  | 90.4  | 78.8   | 14.8%    | 184.7                                |
| Headline earnings per share  | 90.4  | 70.0   | 44.00/   | 1017                                 |
| (cents) - weighted<br>Dividend per share (cents)   | 90.4<br>31.3  | 78.8<br>27.2   | 14.8%    | 184.7<br>27.2                        |
| Interest cover   | 7.3   | 5.0  | 40.00/   | 6.7                                  |
| Shares in issue  | 7.3<br>21,695                                       |  | 46.6%    |                                      |
|  |   | 21,695   | 0.0%     | 21,695                               |
| Shares in issue - weighted   | 21,695  | 21,695   | 0.0%     | 21,695                               |

|  | Reviewed Six<br>Months Ended<br>28 Feb 2003<br>R000 | Unaudited Six<br>Months Ended<br>28 Feb 2002<br>R000 | Year<br>Ended<br>31 Aug 2002<br>R000 |
|--|---|--|--------------------------------------|
| Assets   |   |  |                                      |
| Non-current assets   |   |  |                                      |
| Fixed assets   | 37,148  | 30,503   | 36,203                               |
| Goodwill<br>Investment in associate                                      | 10,923  | 20,911   | 21,082                               |
| Current assets   |   |  | _ ,,                                 |
| Inventory  | 174,376   | 119,580  | 117,385                              |
| Trade and other receivables  | 183,848   | 134,330  | 156,563                              |
| Cash equivalents<br>Total assets   | 69,849<br>476,144                                   | 55,889<br>361,213                                    | 87,143<br>418,376                    |
|  |   | 001,210  | 110,010                              |
| Equity and liabilities   |   |  |                                      |
| Shareholders' interest   | 286,961<br>18,512                                   | 251,016  | 274,846                              |
| Minority interest<br>Non-current liabilities                             | 8,733   | 10,430   | 8,950                                |
| Current liabilities  | 6,100   | 10,100   | 0,000                                |
| Trade and other payables   | 161,938   | 99,767   | 134,580                              |
| Total equity and liabilities   | 476,144   | 361,213  | 418,376                              |
| Debt : Equity Ratio  | 0.0%  | 0.0%   | 0.0%                                 |
| NAV (cents per share)  | 1,323   | 1,157  | 1,267                                |
| DECONSOLIDATED COMI  |   |  |                                      |
| DECONSOLIDATED COM   | ARATIVE   |  |                                      |
| Fixed assets   | 35,563  | 30,503   | 16.6%                                |
| Inventory<br>Trade and other receivables                                 | 134,006<br>147,304                                  | 119,580<br>134,331                                   | 12.1%<br>9.7%                        |
| Cash equivalents   | 68,392  | 55,890   | 22.4%                                |
| Non-current liabilities  | 0 722   | 10.420   | (40.00())                            |
| Trade and other payables   | 8,733<br>120,405                                    | 10,430<br>99,767                                     | (16.3%)<br>20.7%                     |
| STATEMENT OF CHANGE  |   |  | 2011 /0                              |
| STATEMENT OF CHANGE  |   | <u> </u>   |                                      |
| Equity at beginning of period  | 274,846   | 240,684  | 240,684                              |
| Conversion of subsidiary to associate                                    | (1 105)   | (853)  |                                      |
| Foreign currency translation difference<br>Transfer to deferred taxation | (1,195)<br>358                                      |  |                                      |
| Transfer to minority interest  | 410   |  |                                      |
| Retained earnings for the period   | 19,333  | 17,088   | 40,065                               |
| Dividend paid  | (6,791)   | (5,903)  | (5,903)                              |

286,961

274,846

251,016

|  | Reviewed Six<br>Months Ended<br>28 Feb 2003<br>R000 | Unaudited Six<br>Months Ended<br>28 Feb 2002<br>R000 | Year<br>Ended<br>31 Aug 2002<br>R000 |  |
|--|---|--|--------------------------------------|--|
| Cash generated/(utilised) by operating |   |  |                                      |  |
| activities                             | (10,124)  | 6,096  | 45,920                               |  |
| Cash generated by operations           | 8,630   | 21,830   | 71,734                               |  |
| Interest paid                          | (4,747)   | (5,309)  | (8,355)                              |  |
| Dividend paid                          | (6,792)   | (5,909)  | (5,856)                              |  |
| Taxation paid                          | (7,215)   | (4,516)  | (11,603)                             |  |
| Cash flows from investing activities   | (7,170)   | (12,666)   | (18,736)                             |  |
| Purchase of tangible fixed assets      | (2,969)   | (4,544)  | (14,003)                             |  |
| Proceeds on disposal of fixed assets   | 21  |  | 1,189                                |  |
| Increase in investment in associate    |   | (8,122)  | (5,922)                              |  |
| Increase in investment in subsidiary   | (4,222)   |  |                                      |  |
| Cash flows from financing activities   | 0   | (2,619)  | (5,119)                              |  |
| Repayment of long term borrowings      |   | (2,619)  | (5,119)                              |  |
| Net increase/(decrease) in cash and    |   |  |                                      |  |
| cash equivalents                       | (17,294)  | (9,189)  | 22,065                               |  |
| Cash and cash equivalents at the       |   |  |                                      |  |
| beginning of the period                | 87,143  | 65,078   | 65,078                               |  |
| Cash and cash equivalents at the       |   |  |                                      |  |
| end of the period                      | 69,849  | 55,889   | 87,143                               |  |
| NW Sunbeam. COL                        | AIR<br>Inte Beat                                    |  | ideal                                |  |
| JVC TELEFUNKEN                         | THOMS   | SON N  | ULSISK                               |  |
| FENCE Alintean TIME                    |   | Prime  | AKAI                                 |  |

up 13.1%

**Profit before Taxation** up 41.6% **+** Headline Earnings per Share up 14.8%

**Attributable Income**