

INCOME BEFORE TAXATION UP 29,0%

TO 62.4m



Restated

six months

HEADLINE EARNINGS PER SHARE (CENTS) UP 13,7%

CASH GENERATED BY **OPERATIONS** 

R37 282 million

• 5 Year Compounded Average Annual Growth Rate in Headline Earnings up 24,1%

Restated

year

ended

R'000

# **REVIEWED INTERIM REPORT FOR THE HALF YEAR ENDED 28 FEBRUARY 2006**

Reviewed

six months

<b>CONSOLIDATED INCO</b>	OME	<b>STATEM</b>	ENT	
Re	viewed	Reviewed		Restated
six	months	six months		year
	ended	ended		ended
28 Fe	eb 2006	28 Feb 2005	% Change	31 Aug 2005
	R'000	R'000		R'000
Turnover	844 808	911 616	(7,3)	1 626 122
Net operating income	66 552	56 181		102 466
Depreciation	3 550	3 979		8 251
Interest paid	599	3 822		7 220
Income before taxation	62 403	48 380	29,0	86 995
Taxation	14 852	10 699		18 213
Income after taxation	47 551	37 681		68 782
Share of associate company's loss	3 555			
Minority interests	3 603	2 312		4 444
Attributable income	40 393	35 369	14.2	73 226
Dividend declared				20 971
Dividend per share (cents)				92.6
Headline earnings	40 393	35 369	14.2	73 226
Earnings per share (cents)	186.3	163.8	13.7	339.1
Headline earnings per share (cents)	186.3	163.8	13.7	339.1
Dividend per share (cents)				92.6
Interest cover	105.2	13.7		13.0
Shares in issue 21	685 290	21 597 265		21 592 490
Shares in issue – weighted <b>21</b>	685 290	21 597 265		21 592 490
Shares in issue – diluted 22	636 290	21 597 265		22 543 490

#### ended ended 28 Feb 2006 28 Feb 2005 31 Aug 2005 R'000 R'000

**CONSOLIDATED BALANCE SHEET** 

ASSETS			
Non-current assets			
Fixed assets	41 576	46 559	44 867
Goodwill	9 751	17 633	18 089
Investment in associate company	23 816		
Current assets			
Inventory	144 054	214 467	171 341
Trade and other receivables	138 742	215 622	227 716
Cash equivalents	216 361	202 106	190 549
Total assets	574 300	696 387	652 562
EQUITY AND LIABILITIES			
Ordinary shareholders' funds	442 751	383 633	422 478
Minority interests	13 256	33 401	28 156
Total shareholders' funds	456 007	417 034	450 634
Non-current liabilities	6 810	9 692	6 928
Current liabilities			
Trade and other payables	111 483	269 661	195 000
Total equity and liabilities	574 300	696 387	652 562

SUPPLEMENTARY I				
	eviewed	Restated		Restated
si	c months	six months		year
	ended	ended		ended
28	Feb 2006 R'000	28 Feb 2005 R'000	% Change	31 Aug 2005 R'000
SUPPLEMENTARY INFORMATION				
Analysis of group turnover				
Current consolidated subsidiaries	844 808	761 021	11.0	1 378 518
Deconsolidated subsidiary		150 595	(100.0)	247 604
Total group turnover	844 808	911 616	(7.3)	1 626 122
Operating income as a				
percentage of turnover (%)	7.9	6.2		6.3
Net negative debt to equity ratio (%	) <b>(48.9)</b>	(52.7)		(45.1)
Effective taxation rate (%)	23.8	22.1		20.9
Net asset value per share (cents)	2 041.7	1 776.3	14.9	1 956.6
Capital Expenditure				
Expansion	1 084	1 200		4 002
Replacement	983	1 729		1 509
	2 067	2 929		5 511
Goodwill and amortisation				
At beginning of year	18 089	5 926		5 926
Net acquisition of subsidiaries		9 295		9 751
Reclassification of subsidiary	(8 338)			
Derecognition of negative goodwill				
in terms of IFRS 3		2 412		2 412
At end of period/year	9 751	17 633		18 089
SEGMENTAL INFORMATION				
Geographical revenue				
Republic of South Africa	577 200	499 606		971 479
Australasia	232 791	381 814		591 628
United Kingdom	34 817	30 196		63 015
	844 808	911 616	(7.3)	1 626 122
Geographical income				
Republic of South Africa	37 397	31 085		76 963

# COMMENTS

TO 186.3 cents

## **ACCOUNTING POLICIES**

The interim 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), IAS 34 Interim Financial Reporting, 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:

### Share-based payments

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

### **Reconciliation of Income Statement**

	Reviewed		Restated	
	six months		year	
	ended		ended	
	28 Feb 2005	31	Aug 2005	
	R'000		R'000	
Profit attributable to shareholders				
As previously reported under SA GAAP	35 369		73 385	
IFRS adjustment – share based payments			(159)	
As reported under IFRS	35 369		73 226	
		Sh	are based	
	Retained		pensation	
	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	

The auditors Tuffias Sandberg KSi have reviewed the financial statements for the six months ended 28 February 2006 and their unqualified review report is available for inspection at the Company's registered office.

### FINANCIAL OVERVIEW

The directors of Nu-World Holdings Ltd, a leading supplier of a broad range of branded consumer durables to the retail industry, are pleased to report solid growth for the period ending 28 February 2006. The Group is on track for sixteen consecutive years of growth for the financial year to August 2006.

The South African retail industry remained buoyant during the period under review. The run up to Christmas was particularly strong and South Africa achieved record sales for the period.

Group turnover decreased by 7,3% to R844 808m (February 2005 : R911 616m), as a result of the reclassification of the Prima Australasia Pty Ltd subsidiary. The South African operation achieved an increase in revenue of 15,5% for the period under review, notwithstanding price deflation averaging 12% for consumer electronics and 8% for appliances.

As of September 2005, due to an issue of new shares, the subsidiary Prima Australasia Pty Ltd, which was previously 51% held, has been reclassified as an associate. Nu-World now holds 46.3% of Prima. The remaining Australian subsidiary, Yale Appliance Group Pty Ltd, performed well with profitability reflecting double-digit growth. The ongoing consolidation of operations, including logistics and call centres, of Prima and Yale continues, with savings in overall operating costs and overheads

Nu-World U.K. Ltd traded profitably in a difficult market. Turnover increased 15% to R34,8m and the company contributed R1.589m to attributable income

Net operating income, EBITDA increased 18,5% to R66 552m (February 2005 : R56 181m). Operating margins increased to 7,9% as compared to the previous year's 6,2%.

The improved working capital position, has resulted in a substantial reduction in net interest paid to R599 000 (February 2005 : R3 822m). Overall net working capital days of 75,8 days, is an improvement of 3 days compared to the 78,8 days for the corresponding period to February 2005. Interest cover improved exponentially from 13,7 to 105,2 times. The effective tax rate increased from 22,1% to 23,8%.

Attributable income increased by 14,2% to R40 393m (February 2005 : R35 369m).

Headline earnings per share - H.E.P.S. increased 13,7% to 186,3 cents (February 2005 : 163,8 cents).

Cash generated by operating activities amounted to R37 282m.

The balance sheet remains solid and the group remains ungeared with cash balances on hand of R216,361m (February 2005 : R202 106m). The decrease in inventories and trade and other receivables are as a result of

# **CONSOLIDATED CASH FLOW STATEMENT**

	Reviewed	Restated	Restated
	six months	s six months	year
	ended	ended	ended
	28 Feb 2006	28 Feb 2005	31 Aug 2005
	R'000	R'000	R'000
Cash generated by operating activities	37 282	66 444	65 467
Cash generated by operations	79 054	95 584	101 512
Interest paid	(599	) (3 822)	(7 220)
Dividend paid	(20 971	) (15 252)	(15 252)
Taxation paid	(20 202	.) (10 066)	(13 573)
Cash flows from investing activities	(12 548	s) (23 357)	(26 342)
Purchase of tangible fixed assets	(2 067	(2 929)	(5 511)
Proceeds on disposal of fixed assets			145
Increase in investment in subsidiary		(20 428)	(20 884)
Reclassification of subsidiary	(10 481	)	
Increase in investment in treasury shares			(92)
Cash flows from financing activities	1 078	(2 669)	(10 196)
Repayment of long-term borrowings		(2 669)	(10 196)
Increase in translation reserve	15	i	
Proceeds on issue of treasury shares	1 063	l	
Net increase in cash and			
cash equivalents	25 812	40 418	28 929
Effect of exchange rate changes			(68)

beginning of the period/year	190 549	161 688	161 688
Cash and cash equivalents at the			
end of the period/year	216 361	202 106	190 549

Cash and cash equivalents at the

Australasia	1 407	4 273		(2 411)
United Kingdom	1 589	11		(1 326)
	40 393	35 369	14.2	73 226

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NWI

1.0 8 8 8 4 million (Cores

Balance as at 28 February 2006	226	136 402	(20 881)	(588)	327 243	-	349	442 751
Fair value movement Net treasury movement			1 063	(402)				(402) 1 063
Dividends Dividend settled					(20 971)	20 971 (20 971)	-	(20 971)
IFRS adjustments – share based payments					(20.071)	20.074	190	190
Balance as at 31 August 2005 Net profit for the period	226	136 402	(21 944)	(186)	307 821 40 393	-	159	422 478 40 393
Freasury shares issued	9	20 770	(20 072)					20 779
Fair value movement Net treasury share movement			(20 872)	627				627 (20 872)
IFRS adjustments – share based payments						(15 251)	159	159
Dividends Dividend settled					(15 251)	15 251 (15 251)		(15 251)
Derecognition of negative goodwill (IFRS 3)					2 412			2 412
Net profit as previously reported IFRS adjustments					73 385 (159)			73 385 (159)
Restated balance at 1 September 2004 Net profit for the year	217	115 632	(1 072)	(813)	247 434 73 226	-	-	361 398 73 226
Balance as at 1 September 2004 (Audited) IFRS adjustments	217	115 632	(1 072)	(813)	247 434	-	-	361 398
	capital R'000	premium R'000	shares R'000	reserve R'000	profits R'000	dividend R'000	reserve R'000	Total R'000
	Share	Share	Treasury	Foreign currency translation	Accumulated	Shareholders for	Share based compensation	



### Administration

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

## **Registered office**

35 3rd Street, Wynberg, Sandton, 2199 Republic of South Africa Tel +27 (11) 321 2111 Fax +27 (11) 440 9920

The net asset value per share is up 14,9% to 2,041.7 cents (February 2005 : 1,776.3 cents).

#### New product range line-up

Conti Motorsport \* Air-Conditioning \* White Goods \* Power Tools \* Cell phones \* GPS Systems The new ranges of products in the market including 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. New ranges of Plasma, LCD and CRT televisions are being introduced as well as a range of cell phones and GPS tracking systems.

#### 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 achieved growth for 16 consecutive interim periods. The South African market for consumer durables remains buoyant and our key retail customers continue to report double-digit growth

According to the SA Reserve Bank, the growth rate in volume of consumer durables peaked in the second quarter at 20,3%, with an average growth of 18% for 2005. Consumer debt continues to increase, but the debt servicing level of 7% remains relatively low and there is scope for consumers to take on more debt. The forecast for growth of consumer durables for 2006 is 11%, which although down on the 18% for 2005, is nevertheless extremely strong.

Nu-World's diversification into a broad range of consumer durable market segments provides comfort in terms our growth being less reliant on the level of innovation and the introduction of new products within a particular segment of consumer durables. The continuing strong growth in private sector consumption continues to be sustained by low interest rates, higher asset prices and increased real disposable income. It is evident that consumer affordability levels have increased with many consumers upgrading their durables with more expensive products and technologies. Directors remain optimistic in terms of the Group's prospects for the remainder of the financial year.

On behalf of the board of directors

Transfer secretaries

**Company secretary** 

Tuffias Sandberg KSi

B.H. Haikney

Joint sponsors

Auditors

M.S. Goldberg **Executive Chairman** 

Computershare Investor Services 2005 (Pty)

Nedbank Capital; Sasfin Corporate Finance,

a division of Sasfin Bank Limited (Lead)

Limited, 70 Marshall Street, Johannesburg, 2001

B.H. Haikney **Company Secretary**  Sandton 10 May 2006

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

Non-executive Director J.M. Judin

Independent Non-executive Director D. Piaray

# www.nuworld.co.za