

# **UNAUDITED INTERIM REPORT FOR THE HALF YEAR ENDED 28 FEBRUARY 2009**

("Nu-World" or "the Group" or "the Company"

ABRIDGED CONSOLID	ATFD IN	ICOMF S	TATEM	FNT
	Period	Period		Year
	ended	ended		ended
	28 February 2009	29 February 2008	%	31 August 2008
	(R000)	(R000)	, -	(R000)
	(6000)	(0000)	change	(0000)
Turnover	000 704	040 400	(40.40/)	4 500 004
Continuing operations	823 704	916 499	(10,1%)	1 589 234
Discontinued operations		334 537		372 653
Total turnover	823 704	1 251 036	(34,2%)	1 961 887
Net operating income	27 615	57 739		67 625
Depreciation	3 221	2 947		6 097
Interest paid	3 408	3 817		6 788
Income before taxation	20 986	50 975		54 740
Taxation	5 783	10 921		11 619
Income after taxation	15 203	40 054		43 121
Minority interests	(1 571)	(5 030)		(2 848)
Attributable income	13 632	35 024		40 273
Continuing operations	13 632	32 686		40 000
Discontinued operations		2 338		273
Total attributable income	13 632	35 024		40 273
Reconciliation of headline earnings				
Attributable income	13 632	35 024		40 273
Adjusted for:	13 032	33 024		40 273
IFRS 3 net loss on				
disposal of investments	4 050			3 323
Headline earnings	17 682	35 024	(49,5%)	43 596
	17 002	30 024	(43,370)	
Capital distribution				13 429
Capital distribution from				59.3
share premium (cents)	13 632	35 024		40 273
Attributable earnings Headline earnings	17 682	35 024		40 273
Earnings per share (cents)	64,5	161,2	(60,0%)	189,8
Headline earnings per share (cents)		161,2	(48,1%)	205.5
Interest cover	7.2	14.4	(40,170)	9.1
Shares in issue	21 149 414	21 727 340		21 214 613
Shares in issue – weighted	21 177 842	21 727 340		21 696 807
Shares in issue – diluted	21 810 414	22 388 340		21 875 613
	21 010 414	22 300 340		21 0/3 013
Other group information				
Headline earnings as a	0.407	0.00/		0.00/
percentage of turnover (%)	2,1% (15.8%)	2,8% (25,4%)		2,2%
Net negative debt to equity ratio (%)				(25,4%)
Effective taxation rate	27,6%	21,4%		21,2%
Net asset value per share (cents)	2 595,8	2 564,4	1,2%	2 592,8
Capital expenditure				
Expansion	1 287	1 000		2 283
Replacement	270	757		471
	1 557	1 757		2 754
Intangible assets				
Goodwill				
At beginning of year	37 991	25 106		25 106
		20 100		12 885
	07 001	266		
Net acquisition of subsidiaries		266		07.004
Net acquisition of subsidiaries	37 991	266 25 372	7	37 991
Net acquisition of subsidiaries  Intellectual Property	37 991		7	37 991
Net acquisition of subsidiaries  Intellectual Property At beginning of year			7	
Net acquisition of subsidiaries  Intellectual Property	37 991			37 991 14 322 52 313

ABRIDGED CONSOLIDATED	CASH FL	OW STA	<b>TEMENT</b>
	Period ended 28 February 2009 (R000)	2008	Year ended 31 August 2008 (R000)
Cash utilised by operating activities Cash absorbed by operations Interest paid Capital distributions/dividends paid Normal tax on companies	(52 832) (32 892) (3 408) (14 029) (2 503)	(73 755) (3 817) (28 376)	(55 833) (6 619) (6 789) (28 653) (13 772)
Cash flows from investing activities Purchase of tangible fixed assets Proceeds on disposal of fixed assets Investment in financial assets and other investments	55 (2 344)	(53 540) (1 757) (51 706)	(112 292) (2 754)
Increase in investment in subsidiary Net proceeds on sale of a subsidiary Increase in investment in treasury shares Cash flows from financing activities	3 481 (1 082)	(77)	(39 079) (9 468) (9 285) 20 000
Increase in long term borrowing		20 000	20 000
Net decrease in cash and cash equivalents Cash and cash equivalents at the beginning of the period/year	(52 777) 139 688	(147 260) 287 814	(148 125) 287 813
Cash and cash equivalents at end of the period/year	86 911	140 554	139 688

STATEMENT OF CHANGES IN EQUITY

Net treasury movement

Balance as at 28 February 2009

ABRIDGED CONSOLIDATED BALANCE SHEET			
	Period ended 28 February 2009 (R000)	Period ended 29 February 2008 (R000)	Year ended 31 August 2008 (R000)
ASSETS			
Non-current assets Fixed assets Non-current assets	33 835	34 649	35 054
Intangible assets	52 313	25 372	52 313
Financial assets and other investments Deferred taxation	51 706 11 608	51 705 10 105	51 706 10 234
Current assets			
Inventory	307 216	285 914	224 998
Trade and other receivables	175 906	252 809	239 221
Cash equivalents	86 911	141 798	139 688
Total assets	719 495	802 352	753 214
<b>Equity and liabilities</b> Ordinary shareholders' funds Minority interests	549 006 22 301	557 166 63 839	550 060 21 466
Total shareholders' funds	571 307	621 005	571 526
Long term liabilities	20 000	20 000	20 000
Current liabilities Trade and other payables Bank overdraft	128 188	160 103 1 244	161 688
Total equity and liabilities	719 495	802 352	753 214

SEGMENTAL INFORMATION				
	Period	Period		Year
	ended	ended		ended
	28 February	29 February		31 August
	2009	2008	%	2008
	(R000)	(R000)	change	(R000)
Geographical revenue				
South Africa	542 314	625 997		1 104 927
Offshore subsidiaries	281 390	290 502		484 307
Discontinued operations		334 537		372 653
	823 704	1 251 036	(34,2%)	1 961 887
Geographical headline earnings				
South Africa	16 718	30 885		42 225
Offshore subsidiaries	964	1 801		1 098
Discontinued operations		2 338		273
	17 682	35 024	(49,5%)	43 596

# COMMENTS

## FINANCIAL OVERVIEW

The Nu-World Group has performed in line with the Trading Statement released on SENS on 9 April 2009. In light of the current economic slowdown and the concurrent recessionary retail environment, specifically related to durable goods, the period under review has proved to be one of the most difficult for many years.

The current depressed environment is impacting negatively on consumer and business confidence. Consumers remain under pressure. Falling asset prices are minimising their wealth and a contracting economy is threatening their security of employment. However, there are signs of light. Interest rates have been reduced by a total of 350 basis points since December 2008, after five percentage points of hikes over the preceding 2 years. It is expected that consumer spending will remain muted for the remainder of the first half of 2009, due to the propensity by over-indebted consumers to pay down debt and concerns in terms of security of employment. The second half of 2009 should show signs of improvement mers respond to lower rates and sentiment improves with the expectations of further interest rate cuts over the next few months.

Both in South Africa and Australia, intense competition in deteriorating markets has eroded margins and highlighted the need for rationalisation within the Group. The directors of Nu-World are currently engaged in consolidating and restructuring each company and division within the group, to be better positioned for a continuing difficult economic environment. Manufacturing in South Africa in general is currently under severe pressure. Our local manufacturing division is receiving particular attention in terms of restructuring and downsizing. Small appliances which are no longer cost-competitive to manufacture locally are being outsourced to the East. The rationalisation process is expected to be completed by the end of the financial year.

Group turnover for continuing operations decreased by 10,1% to R823,7 million (February 2008: R916,5 million). The "discontinued operations" comparative for February 2008 includes the turnover of our subsidiary in the United Kingdom, which has subsequently been sold. South African revenue reflects a decrease of 13,4%, a reflection of the subdued Festive Season sales.

Net operating income, EBITDA declined by 52,2% to R27,6 million (February 2008: R57,7 million). Operating margins came under severe pressure in intensely competitive South African and Australian marketnlaces

507 040

Share

Share

2 219

549 006

	Period ended 28 February 2009 (R000)	Period ended 29 February 2008 (R000)	Year ended 31 August 2008 (R000)
ASSETS			
Non-current assets			
Fixed assets	33 835	34 649	35 054
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Total assets	719 495	802 352	753 214
Equity and liabilities			
Ordinary shareholders' funds	549 006	557 166	550 060
Minority interests	22 301	63 839	21 466
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Long term liabilities	20 000	20 000	20 000
Current liabilities			
Trade and other payables	128 188	160 103	161 688
Bank overdraft		1 244	

Net interest paid decreased to R3.4 million (February 2008; R3.8 million), attributable to the decrease in interest rates and overall lower debt and higher cash holding levels during the period. Inventory levels increased due to the inclusion of stock for Overstockoutlet Pty Ltd., not reflected in the 2008 comparative. In South Africa and Australia, group companies continue to consolidate stock holding in line with reduced demand

The increase in the effective tax rate to 27,5% is due to the non-deductibility of the capital loss of R4,0 million from the sale of the UK subsidiary

Headline earnings per share - H.E.P.S. decreased by 48,1% to 83,6 cents (February 2008: 161,2 cents).

The balance sheet remains strong, with negative gearing and cash balances on hand of R86,9 million.

The net asset value per share is up 1,2% to 2 595,8 cents (February 2008: 2 564,4 cents).

#### 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, IAS 34 - Interim Financial Reporting and the JSE Listings Requirements

The results have been prepared in terms of IFRS statements and are consistent with those applied in the previous year.

### **OPERATIONAL REVIEW**

#### Offshore Subsidiaries

Yale Prima Pty Ltd, Overstockoutlet Pty Ltd, Nu-World U.K. Ltd

Yale Prima Pty Ltd is a 59,4% held subsidiary headquartered in Sydney Australia. Australian consumers are under pressure. Whilst interest rates are substantially lower, consumers are encountering tighter access to credit from the banks. Consumers within interest rates are substantianly lower, consumers are also shifting their spending towards discounters/supermarkets as well as shopping on-line. The Australian management is focussed on reducing overheads and aligning staffing levels with the reduced order loading in the subdued economy. The acquisition of Overstockoutlet has introduced further opportunities to consolidate and rationalise overheads.

Overstockoutlet Pty Ltd. (www.oo.com.au) Effective 1st July 2008, the group acquired a majority shareholding in online retailer, Overstockoutlet Pty Ltd, (oo.com.au) the second largest Australian online internet retailer. The Company trades primarily in leading international brands across a broad range of consumer products:- including leading world brands in consumer electronics, watches, perfumes, books, DVD's, golf, health and fitness equipment, luggage, manchester, and fashion accessories etc.

Nu-World UK Ltd was a 60% held subsidiary. The U.K. has been one of the hardest hit economies during the current global financial crisis. The U.K. subsidiary was experiencing difficulty in the recessionary U.K. market and consequently the directors took the decision to dispose of the subsidiary, effective the 1st September 2008.

Consumer Electronics \* Small Electrical Appliances \* Conti Motorsport \* Air-Conditioning \* White Goods \* Power Tools \* Generators \* Gas, Paraffin and Solar Appliances \* DIY Home Improvement \* Luxury Goods \* Furniture \*

The Group's line-up of international and in-house value brands, encompass an increasing spread of consumer durables, including small appliances, consumer electronics, motorsport, large appliances, air-conditioning, generators, gas appliances, home improvement, DIY and furniture.

Notwithstanding the downturn in the market for consumer durables, Nu-World is holding its own and increasing market share in certain categories. Nu-World is focusing on value-added up-market products within specific categories — matching the specifications of international brands, but offering a more affordable alternative. The "Vegas" range of consumer electronics and appliances has been added to our top-line offering.

## MANPOWER AND SOCIAL RESPONSIBILITY

Nu-World supports the DTI's Broad Based Black Economic Empowerment (BBBEE) initiatives and remains committed to achieving the objectives set out in the DTI's 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 co nmitted to comply with environme

## PROSPECTS

The current slowdown in the South African economy within the context of the depressed global economy presents a challenging trading environment for the remainder of the financial year. However the directors are confident that current strategic initiatives to consolidate and rationalise, will better position all companies in the group to withstand these challenges.

The Bureau of Economic Research has reviewed their forecast for real GDP growth to slow to (0.8%) for 2009, turning positive again in 2010 to 2.5%. However respected economists are forecasting that the economy will notch up growth of 0,5% for 2009, fuelled by infrastructure spending, sports events and interest rate cuts. Government's substantial infrastructure program will extend beyond the 2010 World Cup and should serve to shelter the economy from the worst of the international financial crisis. The Reserve Bank's composite leading business cycle indicator, the economy's leading indicator of economic growth, which predicts trends 6 to 12 months in advance, rose in February for the first time in a year. Hopefully this may signal a "light at the end of the tunnel". South Africa's medium-term growth prospects remain positive

The Group's diversification is an advantage in turbulent times. The Group is diversified across a broad range of product categories and key brands. Our product offering is diversified across market segments, from price-entry to top-end. The Group's international exposure has been cut back, but we continue to operate in both Southern Africa as well as Australia.

Whilst the directors acknowledge that 2009 will be a tough and demanding year, we remain confident that the group will weather these challenging times and deliver sustained growth in the medium and long term

On behalf of the board of directors

B.H. Haikney M.S. Goldberg Company Secretary 12 May 2009

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 Tel +27 (11) 321 2111 Fax +27 (11) 440 9920

#### Transfer secretaries nutershare Investor Services (Ptv) Ltd

70 Marshall Street Joha Company secretary B.H. Haikney

# Auditors Tuffias Sandberg KSi

**Sponsor** Sasfin Capital, a division of Sasfin Bank Limited

(FEARCH)

D. Piaray

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

Non-executive directors



Foreign

2 849

Net profit for the year 40 273 40 273 Dividend paid (276 (28 377) (28 377) Capital distribution from share premium Share purchase (8 557) (8 557 761 1 558 IFRS adjustments: share based payments 761 1 558 Fair value movement Net treasury share movement (727) (727) Balance as at 31 August 2008 226 72 111 (20 927) 2 803 494 008 1 839 550 060 13 632 13 632 Net profit for the period dend paid IFRS adjustments: share based payments 380 Capital distribution from share premium (13 429) (13 429) 46 (1 083) (1 083)

(22 010)

58 682

226



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A SHARWAY





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