

EBOS GROUP LIMITED

**INTERIM REPORT
2012**

EBOS GROUP LIMITED
INTERIM REPORT 2012

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EBOS GROUP LIMITED
CONDENSED CONSOLIDATED INCOME STATEMENT
For the Six Months ended 31 December 2011 (unaudited)

	Notes	Six months 31 Dec 11 \$'000	Six months 31 Dec 10 \$'000	Year ended 30 Jun 11 \$'000
Continuing operations				
Revenue	2(a)	690,381	694,200	1,343,756
Profit before depreciation, amortisation, finance costs and income tax expense		20,055	20,729	41,125
Depreciation	2(b)	(1,655)	(1,650)	(3,231)
Amortisation of finite life intangibles	2(b)	(16)	(86)	(173)
Profit before finance costs and tax		18,384	18,993	37,721
Finance costs	2(b)	(2,352)	(2,622)	(5,148)
Profit before income tax expense	2(b)	16,032	16,371	32,573
Income tax expense		(4,458)	(4,920)	(9,173)
Profit for the period from continuing operations		11,574	11,451	23,400
Discontinued operations				
Profit for the period from discontinued activities	8	-	8,346	8,179
Profit for the period		11,574	19,797	31,579
Earnings per share				
From continuing and discontinued operations:				
Basic (cents per share)		22	39	61
Diluted (cents per share)		22	39	61
From continuing operations:				
Basic (cents per share)		22	22	45
Diluted (cents per share)		22	22	45

Calculated on a weighted average basis of the number of shares on issue.

EBOS GROUP LIMITED
CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
For the Six Months ended 31 December 2011 (unaudited)

	Six months 31 Dec 11 \$'000	Six months 31 Dec 10 \$'000	Year ended 30 Jun 11 \$'000
Profit for the period	11,574	19,797	31,579
Other comprehensive income			
Cash flow hedges gains	358	496	855
Related income tax	(126)	(148)	(262)
Gains on translation of foreign operations	129	1,929	1,357
Total comprehensive income net of tax	11,935	22,074	33,529

EBOS GROUP LIMITED
CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
For the Six Months ended 31 December 2011 (unaudited)

	Notes	Six months 31 Dec 11 \$'000	Six months 31 Dec 10 \$'000	Year ended 30 Jun 11 \$'000
Equity at start of period		198,796	182,790	182,790
Profit for the period		11,574	19,797	31,579
Other comprehensive income:				
Movements in cashflow hedge reserve		232	348	593
Movement in foreign currency translation reserve		129	1,929	1,357
Dividends paid to company shareholders	4	(9,379)	(12,498)	(19,493)
Shares issued	3	-	-	1,970
Equity at end of period		201,352	192,366	198,796

EBOS GROUP LIMITED
CONDENSED CONSOLIDATED BALANCE SHEET
As at 31 December 2011 (unaudited)

	Notes	31 Dec 11 \$'000	31 Dec 10 \$'000	30 Jun 11 \$'000
Current assets				
Cash and cash equivalents		45,020	76,549	99,678
Trade and other receivables		182,748	155,374	152,797
Prepayments		2,222	2,024	2,673
Inventories		164,937	126,124	121,807
Current tax refundable		1,202	1,186	1,045
Other financial assets – derivatives		128	-	-
Deferred sale proceeds	11	-	1,174	-
Total current assets		396,257	362,431	378,000
Non-current assets				
Property, plant and equipment		22,449	17,441	16,974
Capital work in progress		154	-	-
Prepayments		683	1,013	847
Investment in associates	10	18,247	-	-
Receivable from jointly controlled entity		1,263	-	-
Deferred tax assets		4,763	5,174	4,538
Goodwill	9	178,904	114,335	114,132
Indefinite life intangibles	9	30,928	23,818	23,796
Finite life intangibles		340	117	32
Total non-current assets		257,731	161,898	160,319
Total assets		653,988	524,329	538,319
Current liabilities				
Bank overdraft		2,839	-	-
Trade and other payables		276,720	249,760	259,130
Finance leases		576	14	5
Bank loans	7	60,237	58,999	-
Current tax payable		4,942	2,776	3,422
Employee benefits		7,142	4,806	4,983
Other financial liabilities – derivatives		324	1,169	815
Total current liabilities		352,780	317,524	268,355
Non-current liabilities				
Bank loans	7	85,067	-	57,177
Trade and other payables		4,293	4,588	4,591
Deferred tax liabilities		8,109	9,119	8,706
Finance leases		1,271	6	6
Employee benefits		1,116	726	688
Total non-current liabilities		99,856	14,439	71,168
Total liabilities		452,636	331,963	339,523
Net assets		201,352	192,366	198,796
Equity				
Share capital	3	107,970	106,000	107,970
Foreign currency translation reserve		2,602	3,045	2,473
Retained earnings		91,019	84,037	88,824
Cash flow hedge reserve		(239)	(716)	(471)
Total equity		201,352	192,366	198,796

EBOS GROUP LIMITED
CONDENSED CONSOLIDATED CASH FLOW STATEMENT
For the Six Months ended 31 December 2011 (unaudited)

	Notes	Six months 31 Dec 11 \$'000	Six months 31 Dec 10 \$'000	Year ended 30 Jun 11 \$'000
Cash flows from operating activities				
Receipts from customers		689,518	692,653	1,342,560
Interest received		1,261	1,179	2,367
Payments to suppliers and employees		(680,075)	(690,702)	(1,306,387)
Taxes paid		(5,225)	(8,607)	(11,689)
Interest paid		(2,352)	(2,621)	(5,148)
Net cash inflow/(outflow) from operating activities	5	3,127	(8,098)	21,703
Cash flows from investing activities				
Sale of property, plant & equipment		23	37	37
Proceeds from disposal of businesses	11	-	44,029	45,203
Purchase of property, plant & equipment		(1,295)	(2,715)	(3,887)
Payments for capital work in progress		(154)	-	-
Payments for intangible assets		(7)	-	-
Advanced to jointly controlled entity		(5)	-	-
Acquisition of associates	10	(18,200)	-	-
Acquisition of subsidiary	9	(90,415)	-	-
Net cash (outflow)/inflow from investing activities		(110,053)	41,351	41,353
Cash flows from financing activities				
Proceeds from issue of shares	3	-	-	1,970
Proceeds from borrowings		60,041	-	-
Repayment of borrowings		(1,500)	(1,500)	(3,000)
Dividends paid to equity holders of parent	4	(9,379)	(12,498)	(19,493)
Net cash inflow/(outflow) from financing activities		49,162	(13,998)	(20,523)
Net (decrease)/increase in cash held		(57,764)	19,255	42,533
Effect of exchange rate fluctuations on cash held		267	810	661
Net cash and cash equivalents at beginning of period		99,678	56,484	56,484
Net cash and cash equivalents at end of period		42,181	76,549	99,678
Cash and cash equivalents		45,020	76,549	99,678
Bank overdrafts		(2,839)	-	-
		42,181	76,549	99,678

EBOS GROUP LIMITED
NOTES TO THE INTERIM FINANCIAL STATEMENTS
For the Six Months ended 31 December 2011 (unaudited)

1. FINANCIAL STATEMENTS

The unaudited interim financial statements have been prepared in accordance with Generally Accepted Accounting Practice in New Zealand ("NZ GAAP"). They comply with New Zealand Equivalent to International Accounting Standard 34 (NZ IAS 34) "Interim Financial Reporting" and other applicable reporting standards appropriate for profit oriented entities.

The same accounting policies and methods of computation are applied in the interim financial statements as were applied in the financial statements for the year ended 30 June 2011. These financial statements should be read in conjunction with the financial statements and related notes included in the Company's Annual Report for the year ended 30 June 2011. The information is presented in thousands of New Zealand dollars.

2. PROFIT FROM CONTINUING OPERATIONS

	Six months 31 Dec 11 \$'000	Six months 31 Dec 10 \$'000	Year ended 30 Jun 11 \$'000
(a) Revenue			
Revenue from the sale of goods	687,632	691,187	1,337,454
Revenue from the rendering of services	1,327	1,499	3,523
Management fees	113	337	415
Interest revenue	1,262	1,177	2,364
Share of profits of associates	47	-	-
	690,381	694,200	1,343,756
(b) Profit before income tax expense			
Profit before income tax has been arrived at after crediting/(charging) the following gains and losses from operations:			
Gain/(loss) on sale of property, plant and equipment	4	(6)	(34)
Change in fair value of derivative financial instruments	54	(226)	(236)
Profit before income tax has been arrived at after (charging) the following expenses by nature:			
Cost of sales	(620,719)	(624,822)	(1,205,620)
Write-down of inventory	-	-	(1,137)
Finance costs:			
Bank interest	(2,299)	(2,342)	(4,511)
Other interest expense	(53)	(280)	(637)
Total finance costs	(2,352)	(2,622)	(5,148)
Net bad and doubtful debts arising from:			
Impairment loss on trade & other receivables	(139)	(84)	(330)
Depreciation of property, plant & equipment	(1,655)	(1,650)	(3,231)
Amortisation of finite life intangibles	(16)	(86)	(173)
Operating lease rental expenses:			
Minimum lease payments	(3,197)	(3,130)	(5,741)
Donations	(25)	(47)	(69)
Employee benefit expense	(25,435)	(24,608)	(50,587)
Other expenses	(20,869)	(20,548)	(38,877)
Total expenses	(674,407)	(677,597)	(1,310,913)
Profit before income tax expense	16,032	16,371	32,573

EBOS GROUP LIMITED
NOTES TO THE INTERIM FINANCIAL STATEMENTS (Continued)
For the Six Months ended 31 December 2011 (unaudited)

3. SHARE CAPITAL

The number of shares on issue at 31 December 2011 is 52,107,487 (December 2010: 51,811,236, June 2011: 52,107,487).

4. DIVIDENDS

		Six months 31 Dec 11		Six months 31 Dec 10		Year ended 30 Jun 11
	Cents per share	Total \$'000	Cents per share	Total \$'000	Cents per share	Total \$'000
<u>Recognised amounts</u>						
Fully paid ordinary shares						
- Final – prior year	18.0	9,379	17.5	2,136	17.5	2,136
- Special – current year	-	-	20.0	10,362	20.0	10,362
- Interim – current year	-	-	-	-	13.5	6,995
	18.0	9,379	37.5	12,498	51.0	19,493
<u>Unrecognised amounts</u>						
Final dividend	-	-	-	-	18.0	9,379
Interim dividend	13.5	7,035	13.5	6,995	-	-
	13.5	7,035	13.5	6,995	18.0	9,379

The interim dividend will be paid on 20 April 2012.

EBOS GROUP LIMITED
NOTES TO THE INTERIM FINANCIAL STATEMENTS (Continued)
For the Six Months ended 31 December 2011 (unaudited)

5. NOTES TO THE CASH FLOW STATEMENT

	Six months 31 Dec 11 \$'000	Six months 31 Dec 10 \$'000	Year ended 30 Jun 11 \$'000
Reconciliation of profit for the period with cash flows from operating activities			
Profit for the period	11,574	19,797	31,579
Add/(less) non-cash items:			
Depreciation	1,655	1,719	3,300
(Gain)/loss on sale of property, plant & equipment	(4)	6	34
(Gain) on sale of businesses	-	(8,859)	(8,853)
Share of profit of associates	(47)	-	-
Amortisation of finite life intangibles	16	86	173
(Gain)/loss on derivatives/financial instruments	(54)	226	236
Deferred tax	(54)	(46)	55
Provision for doubtful debts	139	84	277
	1,651	(6,784)	(4,778)
Movements in working capital:			
Trade and other receivables	(30,090)	(7,280)	(4,896)
Finance lease receivables	-	102	102
Prepayments	615	723	240
Inventories	(43,130)	2,360	6,677
Current tax refundable/payable	1,363	(3,529)	(2,742)
Trade and other payables	17,292	723	10,096
Employee benefits	2,587	(947)	(809)
Foreign currency (gain)/loss on translation of opening working capital balances	(36)	1,417	919
	(51,399)	(6,431)	9,587
Movements in items treated as investing activities	41,301	(14,680)	(14,685)
Net cash inflow/(outflow) from operating activities	3,127	(8,098)	21,703

EBOS GROUP LIMITED
NOTES TO THE INTERIM FINANCIAL STATEMENTS (Continued)
For the Six Months ended 31 December 2011 (unaudited)

6. SEGMENT INFORMATION

(a) Products and services from which reportable segments derive their revenues

The Group's reportable segments are:

Healthcare: Incorporates the sale of human healthcare products in a range of sectors, own brands, retail healthcare and wholesale activities.

Animal care: Incorporates the sale of animal care products in a range of sectors, own brands, retail and wholesale activities.

The Scientific segment which incorporated the sale of laboratory consumables, life sciences equipment and technical support to industry and research laboratories was discontinued on 1 September 2010.

Information regarding the Group's reportable segments is presented below.

(b) Segment revenues and results

The following is an analysis of the Group's revenue and results by reportable segment:

	Six months 31 Dec 11 \$'000	Six months 31 Dec 10 \$'000	Year ended 30 Jun 11 \$'000
Continuing operations			
Revenue from external customers			
Healthcare	690,381	694,200	1,343,756
Segment result			
Healthcare	20,055	20,729	41,125
Depreciation	(1,655)	(1,650)	(3,231)
Amortisation of finite life intangibles	(16)	(86)	(173)
Finance costs	(2,352)	(2,622)	(5,148)
Income tax expense	(4,458)	(4,920)	(9,173)
Profit for the period	11,574	11,451	23,400
Discontinued operations			
Revenue from external customers			
Scientific	-	8,379	8,386
Segment result			
Scientific	-	(664)	(893)
Depreciation	-	(69)	(69)
Income tax credit	-	220	288
(Loss) for the period		(513)	(674)
Gain on disposal of operations	-	8,859	8,853
	-	8,346	8,179

In December 2011 the Group acquired MasterPet Corporation Limited (100%), Animates NZ Holdings Limited (50%) and Beaphar Australia Pty Limited (50%). These entities now comprise of the Groups animal care segment. Due to the timing of their acquisition their segment revenues and results are considered to be immaterial to separately disclose for the six months ended 31 December 2011.

EBOS GROUP LIMITED
NOTES TO THE INTERIM FINANCIAL STATEMENTS (Continued)
For the Six Months ended 31 December 2011 (unaudited)

6. SEGMENT INFORMATION (Continued)

The accounting policies of the reportable segments are consistent with the Group's accounting policies. Segment result represents profit before depreciation, amortisation, finance costs and tax. This is the measure reported to the chief operating decision maker for the purposes of resource allocation and assessment of segment performance.

	31 Dec 11 \$'000	31 Dec 10 \$'000	30 Jun 11 \$'000
(c) Segment assets			
Healthcare	497,002	524,329	538,319

For the disclosure of segment assets of the newly acquired animal care segment please refer to note 9 and note 10 of these interim financial statements.

For the purposes of monitoring segment performance and allocating resources between segments, the chief operating decision maker monitors the tangible, intangible and financial assets attributable to each segment. All assets are allocated to reportable segments. Assets used jointly by reportable segments are allocated on the basis of revenues earned by individual reportable segments.

(d) Revenues from major products and services

The Group's major products and services are the same as the reportable segments i.e. healthcare.

(e) Geographical information

The Group operates in two principal geographical areas; New Zealand (country of domicile) and Australia.

The Group's revenue from external customers by geographical location (of the reportable segment) and information about its segment assets (non-current assets excluding financial instruments and deferred tax assets are detailed below):

	Six months 31 Dec 11 \$'000	Six months 31 Dec 10 \$'000	Year ended 30 Jun 11 \$'000
Continuing and discontinued operations			
Revenue from external customers			
New Zealand	623,676	635,671	1,215,417
Australia	66,705	66,908	136,725
	690,381	702,579	1,352,142
Non-current assets			
New Zealand	228,683	136,246	135,625
Australia	24,285	20,478	20,156
	252,968	156,724	155,781

(f) Information about major customers

No revenues from transactions with a single customer amount to 10% or more of the Group's revenues (December 2010: Nil, June 2011: Nil).

7. BANK FACILITY AND BORROWINGS

The Group fully complies with and operates within the financial covenants under the arrangements with its bankers.

EBOS GROUP LIMITED
NOTES TO THE INTERIM FINANCIAL STATEMENTS (Continued)
For the Six Months ended 31 December 2011 (unaudited)

7. BANK FACILITY AND BORROWINGS (Continued)

In December 2011 the Group entered into a new \$60m bridging finance facility with the ANZ National Bank Limited ('the ANZ') to partially fund the acquisition of Masterpet Corporation Limited (refer note 9) and associates (refer note 10). This bridging finance facility has an expiry date of 30 April 2012. The Group is currently in the process of negotiating with the ANZ to replace this bridging finance facility with a term loan.

Once this new term loan facility is in place the Group will have approximately \$145m of non-current borrowings with additional unutilised borrowing facilities of \$45m in place until August 2014.

8. DISCONTINUED OPERATIONS

On 1 September 2010 the Group's Scientific businesses were disposed of. Details of the assets and liabilities disposed of are disclosed in note 11.

The results of the discontinued operations included in the income statement and statement of comprehensive income are set out below. Comparative profit and cash flows from discontinued operations have been re-presented.

	Six months 31 Dec 11 \$'000	Six months 31 Dec 10 \$'000	Year ended 30 Jun 11 \$'000
(a) Revenue			
Revenue from the sale of goods	-	7,810	7,814
Revenue from the rendering of services	-	568	569
Interest revenue	-	1	3
	-	8,379	8,386
(b) (Loss) before income tax expense			
(Loss) before income tax has been arrived at after (charging) the following expenses by nature:			
Cost of sales	-	(5,002)	(5,190)
Write-down of inventory	-	(251)	(251)
Depreciation of property, plant & equipment	-	(69)	(69)
Operating lease rental expenses:			
Minimum lease payments	-	(267)	(267)
Employee benefit expense	-	(2,476)	(2,476)
Other expenses	-	(1,047)	(1,095)
Total expenses	-	(9,112)	(9,348)
(Loss) before income tax expense	-	(733)	(962)
Income tax credit	-	220	288
	-	(513)	(674)
Gain on disposal of operations	-	8,859	8,853
Profit for the period from discontinued operations	-	8,346	8,179
Cash flows from discontinued activities			
Net cash flows from operating activities	-	3,017	3,017
Net cash flows from investing activities	-	43,864	43,864
Net cash flows from financing activities	-	-	-
Net cash flows	-	46,881	46,881

EBOS GROUP LIMITED
NOTES TO THE INTERIM FINANCIAL STATEMENTS (Continued)
For the Six Months ended 31 December 2011 (unaudited)

9. ACQUISITION OF SUBSIDIARY

Name of business acquired	Principal activities	Date of acquisition	Proportion of shares acquired	Cost of acquisition \$'000
2011:				
Masterpet Corporation Limited	Animal care supplies	December 2011	100%	86,800
				<u>86,800</u>
Assets and liabilities acquired December 2011:				
		MCL \$'000	Fair value adjustment \$'000	Fair value on acquisition \$'000
Current assets				
Cash and cash equivalents		342	-	342
Trade and other receivables		29,985	-	29,985
Provision for doubtful debts		(631)	-	(631)
Prepayments		981	-	981
Inventories		28,057	-	28,057
Other financial assets – derivatives		214	-	214
Non-current assets				
Property, plant and equipment		5,587	-	5,587
Receivable from jointly controlled entity		1,258	-	1,258
Deferred tax assets		946	-	946
Indefinite life intangibles		610	6,500	7,110
Finite life intangibles		318	-	318
Current liabilities				
Bank overdraft		(3,957)	-	(3,957)
Trade and other payables		(12,444)	-	(12,444)
Finance leases		(536)	-	(536)
Bank loans		(224)	-	(224)
Current tax payable		(2,066)	-	(2,066)
Employee benefits		(2,133)	-	(2,133)
Other financial liabilities - derivatives		(31)	-	(31)
Non-current liabilities				
Bank loans		(29,046)	-	(29,046)
Finance leases		(1,054)	-	(1,054)
Employee benefits		(448)	-	(448)
Net assets acquired		15,728	6,500	22,228
Goodwill on acquisition				64,572
Consideration				86,800
Less cash and cash equivalents acquired				(342)
Plus bank overdraft acquired				3,957
Net cash outflow on acquisition				<u>90,415</u>

EBOS GROUP LIMITED
NOTES TO THE INTERIM FINANCIAL STATEMENTS (Continued)
For the Six Months ended 31 December 2011 (unaudited)

9. ACQUISITION OF SUBSIDIARY (Continued)

The acquisition of Masterpet Corporation Limited and associates (note 10 below) was funded through the Group's cash reserves of \$45m and external borrowings of \$60m (refer note 7).

This acquisition has also resulted in the recognition of an additional \$65m in goodwill with the Group's goodwill at 31 December 2011 increasing from \$114m to \$179m.

10. ACQUISITION OF ASSOCIATES

Name of business acquired	Principal activities	Date of acquisition	Proportion of shares acquired	Cost of acquisition \$'000
2011:				
Animates NZ Holdings Limited	Animal care supplies	December 2011	50%	18,150
Beaphar Australia Pty Limited	Animal care supplies	December 2011	50%	50
				<u>18,200</u>

The summary financial information in respect of the Group's associates is set out below:

Statement of financial position	31 December 2011
Total assets	30,156
Total liabilities	24,653
	<u>5,503</u>
Net assets	
Groups share of net assets	<u>2,752</u>

As the above associates were purchased during December 2011 their financial information in relation to total revenues and profit for the period is considered to be immaterial.

EBOS GROUP LIMITED
NOTES TO THE INTERIM FINANCIAL STATEMENTS (Continued)
For the Six Months ended 31 December 2011 (unaudited)

11. DISPOSAL OF BUSINESSES

On 1 September 2010, the Group disposed of its scientific operations. Details of the disposal are as follows:

	31 Dec 11	31 Dec 10	30 Jun 11
	\$'000	\$'000	\$'000
Current assets			
Trade and other receivables	-	6,493	6,493
Prepayments	-	114	114
Inventories	-	10,017	10,017
Non-current assets			
Property, plant and equipment	-	1,255	1,255
Goodwill	-	20,410	20,410
Current liabilities			
Trade and other payables	-	(1,192)	(1,186)
Employee benefits	-	(753)	(753)
Net assets disposed of	-	36,344	36,350
Gain on disposal	-	8,859	8,853
	-	45,203	45,203
Consideration			
Consideration paid in cash and cash equivalents	-	44,029	45,203
Deferred sale proceeds	-	1,174	-
	-	45,203	45,203
Net cash inflow on disposal			
Consideration paid in cash and cash equivalents	-	44,029	45,203
Less cash and cash equivalent balances	-	-	-
	-	44,029	45,203

EBOS GROUP LIMITED
INTERIM REPORT 2012
SUMMARY OF FINANCIAL HIGHLIGHTS

	Six months 31 Dec 11 \$'000	Six months 31 Dec 10 \$'000	Year ended 30 Jun 11 \$'000
Revenue from continuing operations	690,381	694,200	1,343,756
EBITDA from continuing operations	20,055	20,729	41,125
Profit before income tax expense from continuing operations	16,032	16,371	32,573
Profit for the period from continuing operations	11,574	11,451	23,400
Profit attributable to members of the parent entity	11,574	19,797	31,579
Shareholders' interest	201,352	192,366	198,796
Earnings per share	22c	39c	61c
Earnings per share from continuing operations	22c	22c	45c
Interest cover from continuing operations	7.8	7.2	7.3
Net interest bearing debt to net interest bearing debt plus equity	34.3%	-10.0%	-27.2%
Net asset backing per share	386c	371c	382c

SHAREHOLDER CALENDAR

Interim dividend payable	20 April 2012
Release of full year result	Late August 2012
Final dividend payable	Late October 2012
Annual General Meeting	25 October 2012

EBOS GROUP LIMITED DIRECTORY

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Executives

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Angus Cooper
Dennis Doherty
Kelvin Hyland
David Lewis
Greg Managh
Anthony Norris
Sean Duggan

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General Manager – Healthcare Logistics
General Manager – Special Projects
Chief Financial Officer
General Manager – EBOS Healthcare NZ
General Manager – ProPharma
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Auditor

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Bankers

ANZ National Bank Limited
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Solicitor

Chapman Tripp
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Managing Your Shareholding Online:

To change your address, update your payment instructions and to view your investment portfolio including transactions, please visit: www.computershare.co.nz/investorcentre.