



**NU-WORLD HOLDINGS LIMITED**

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

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

## ABRIDGED CONSOLIDATED INCOME STATEMENT

	Period ended <b>28 February</b> 2009 (R000)	Period ended 29 February 2008 (R000)	% change	Year ended 31 August 2008 (R000)
<b>Turnover</b>				
Continuing operations	<b>823 704</b>	916 499	(10,1%)	1 589 234
Discontinued operations		334 537		372 653
<b>Total turnover</b>	<b>823 704</b>	1 251 036	(34,2%)	1 961 887
<b>Net operating income</b>	<b>27 615</b>	57 739		67 625
Depreciation	<b>3 221</b>	2 947		6 097
Interest paid	<b>3 408</b>	3 817		6 788
<b>Income before taxation</b>	<b>20 986</b>	50 975		54 740
Taxation	<b>5 783</b>	10 921		11 619
<b>Income after taxation</b>	<b>15 203</b>	40 054		43 121
Minority interests	<b>(1 571)</b>	(5 030)		(2 848)
<b>Attributable income</b>	<b>13 632</b>	35 024		40 273
Continuing operations	<b>13 632</b>	32 686		40 000
Discontinued operations		2 338		273
<b>Total attributable income</b>	<b>13 632</b>	35 024		40 273
<b>Reconciliation of headline earnings</b>				
Attributable income	<b>13 632</b>	35 024		40 273
Adjusted for:				
IFRS 3 net loss on disposal of investments	<b>4 050</b>			3 323
<b>Headline earnings</b>	<b>17 682</b>	35 024	(49,5%)	43 596
<b>Capital distribution</b>				13 429
Capital distribution from share premium (cents)				59,3
Attributable earnings	<b>13 632</b>	35 024		40 273
Headline earnings	<b>17 682</b>	35 024		43 596
Earnings per share (cents)	<b>64,5</b>	161,2	(60,0%)	189,8
Headline earnings per share (cents)	<b>83,6</b>	161,2	(48,1%)	205,5
Interest cover	<b>7,2</b>	14,4		9,1
Shares in issue	<b>21 149 414</b>	21 727 340		21 214 613
Shares in issue – weighted	<b>21 177 842</b>	21 727 340		21 696 807
Shares in issue – diluted	<b>21 810 414</b>	22 388 340		21 875 613
<b>Other group information</b>				
Headline earnings as a percentage of turnover (%)	<b>2,1%</b>	2,8%		2,2%
Net negative debt to equity ratio (%)	<b>(15,8%)</b>	(25,4%)		(25,4%)
Effective taxation rate	<b>27,6%</b>	21,4%		21,2%
<b>Net asset value per share (cents)</b>	<b>2 595,8</b>	2 564,4	1,2%	2 592,8
<b>Capital expenditure</b>				
Expansion	<b>1 287</b>	1 000		2 283
Replacement	<b>270</b>	757		471
	<b>1 557</b>	1 757		2 754
<b>Intangible assets</b>				
Goodwill				
At beginning of year	<b>37 991</b>	25 106		25 106
Net acquisition of subsidiaries		266		12 885
	<b>37 991</b>	25 372		37 991
<b>Intellectual Property</b>				
At beginning of year	<b>14 322</b>			
Net acquisition of subsidiaries				14 322
<b>Total intangible assets</b>	<b>52 313</b>	25 372		52 313

## ABRIDGED CONSOLIDATED CASH FLOW STATEMENT

	Period ended <b>28 February</b> 2009 (R000)	Period ended 29 February 2008 (R000)	Year ended 31 August 2008 (R000)
<b>Cash utilised by operating activities</b>	<b>(52 832)</b>	(113 720)	(55 833)
Cash absorbed by operations	<b>(32 892)</b>	(73 755)	(6 619)
Interest paid	<b>(3 408)</b>	(3 817)	(6 789)
Capital distributions/dividends paid	<b>(14 029)</b>	(28 376)	(28 653)
Normal tax on companies	<b>(2 503)</b>	(7 772)	(13 772)
<b>Cash flows from investing activities</b>	<b>55</b>	(53 540)	(112 292)
Purchase of tangible fixed assets	<b>(2 344)</b>	(1 757)	(2 754)
Proceeds on disposal of fixed assets			
Investment in financial assets and other investments		(51 706)	(51 706)
Increase in investment in subsidiary			(39 079)
Net proceeds on sale of a subsidiary	<b>3 481</b>		(9 468)
Increase in investment in treasury shares	<b>(1 082)</b>	(77)	(9 285)
<b>Cash flows from financing activities</b>	<b>–</b>	20 000	20 000
Increase in long term borrowing		20 000	20 000
<b>Net decrease in cash and cash equivalents</b>	<b>(52 777)</b>	(147 260)	(148 125)
<b>Cash and cash equivalents at the beginning of the period/year</b>	<b>139 688</b>	287 814	287 813
<b>Cash and cash equivalents at end of the period/year</b>	<b>86 911</b>	140 554	139 688

## STATEMENT OF CHANGES IN EQUITY

	Share capital	Share premium	Treasury shares	Foreign currency translation reserve	Accumulated profits	Share holders for dividend	Share based compensation reserve	Total
<b>Balance as at 1 September 2007</b>	226	109 045	(20 200)	1 245	454 011	–	1 078	545 405
Net profit for the year					40 273			40 273
Dividend paid					(276)			(276)
Capital distribution from share premium		(28 377)						(28 377)
Share purchase		(8 557)						(8 557)
IFRS adjustments: share based payments							761	761
Fair value movement				1 558				1 558
Net treasury share movement			(727)					(727)
<b>Balance as at 31 August 2008</b>	<b>226</b>	<b>72 111</b>	<b>(20 927)</b>	<b>2 803</b>	<b>494 008</b>	<b>–</b>	<b>1 839</b>	<b>550 060</b>
Net profit for the period					13 632			13 632
Dividend paid					(600)			(600)
IFRS adjustments: share based payments							380	380
Capital distribution from share premium		(13 429)						(13 429)
Fair value movement				46				46
Net treasury share movement			(1 083)					(1 083)
<b>Balance as at 28 February 2009</b>	<b>226</b>	<b>58 682</b>	<b>(22 010)</b>	<b>2 849</b>	<b>507 040</b>	<b>–</b>	<b>2 219</b>	<b>549 006</b>

## ABRIDGED CONSOLIDATED BALANCE SHEET

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

## SEGMENTAL INFORMATION

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

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 are primarily paying off debt. 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** is 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.

#### Product Range

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 committed to comply with environmental regulations.

### 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

**M.S. Goldberg**  
Executive Chairman  
12 May 2009

**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

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#### Transfer secretaries

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

#### Company secretary

B.H. Haikney

#### Auditors

Tuffias Sandberg KSi

#### Sponsor

Sasfin Capital,  
a division of Sasfin Bank Limited

#### Directors

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

#### Non-executive directors

J.M. Judin  
D. Piaray

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*Designed to be the Best!*

**IDEAS** **JVC** **MAGIC LINE** **morphy richards** **MURANO TILES**  
BY NU-WORLD

**NU-TEC** **NU** **PALSONIC** **prima**

**PROTEL** **NWI** **Sunbeam** **TELEFUNKEN**

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