

UNAUDITED CONDENSED CONSOLIDATED FINANCIAL RESULTS

FOR THE SIX MONTHS ENDED 31 AUGUST 2014

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HIGHLIGHTS

- » Core revenue increased by 15% to R302.2 million
- » Core EBITDA increased by 10% to R23.3 million
- » Core operating profit increased to R16.3 million
- » System-wide sales increased by 4% to R746 million
- » Secured exclusive master franchise rights for Domino's Pizza
- » R180 million raised from shareholders for future growth by way of a Rights Offer
- » R1 billion domestic medium term note programme registered
- » Core headline earnings decreased by R1.1 million to R8.8 million
- » Core headline earnings per share decreased by 0.8 cents to 4.3 cents

Incorporated in the Republic of South Africa Registration number 2000/002239/06 JSE code: TAS ISIN: ZAE000081162 ("Taste" or "the company" or "the group")

CONDENSED GROUP CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	Unaudited six months ended 31 August 2014	Unaudited six months ended 31 August 2013	Audited 12 months ended 28 February 2014	Audited 12 months ended 28 February 2013
	R'000	R'000	R'000	R'000
Revenue	15 302 257	263 500	582 782	582 782
Cost of sales	(189 268)	(160 328)	(351 165)	(351 165)
Gross profit	10 112 989	103 172	231 617	231 617
Other income	294	189	956	956
Operating costs	(99 536)	(85 537)	(182 855)	(182 855)
Operating profit	(23) 13 747	17 824	49 718	49 718
Investment revenue	1 664	1 119	2 496	2 496
Finance costs	(5 616)	(3 248)	(7 889)	(7 889)
Profit before taxation	(38) 9 795	15 695	44 325	44 325
Taxation	(2 804)	(4 432)	(13 945)	(13 945)
Profit for the period	(38) 6 991	11 263	30 380	30 380
Other comprehensive income	–	–	–	–
Total comprehensive income for the period	(38) 6 991	11 263	30 380	30 380
Attributable to:				
Equity holders of the company	(38) 6 991	11 263	30 380	30 380
Earnings per share attributable to equity holders of the company				
Basic earnings per share (cents)	(40) 3.5	5.8	15.6	15.6
Diluted earnings per share (cents)	(38) 3.4	5.6	15.1	15.1
Dividends declared per share (cents)	–	–	6.2	6.2

CONDENSED GROUP CONSOLIDATED STATEMENT OF CASH FLOWS

	Unaudited six months ended 31 August 2014	Unaudited six months ended 31 August 2013	Audited 12 months ended 28 February 2014	Audited 12 months ended 28 February 2013
	R'000	R'000	R'000	R'000
Cash flows from operating activities	(3 925)	3 691	13 383	13 383
Cash generated by operating activities ⁽¹⁾	12 162	21 718	42 832	42 832
Investment revenue	1 664	1 119	2 496	2 496
Finance costs	(5 616)	(3 248)	(7 889)	(7 889)
Dividends paid	(12 529)	(9 898)	(9 910)	(9 910)
Taxation paid ⁽²⁾	794	(6 000)	(14 146)	(14 146)
Cash flows from investing activities	(37 671)	(22 629)	(46 748)	(46 748)
Acquisition of property, plant and equipment	(8 836)	(9 194)	(16 807)	(16 807)
Proceeds of disposals of property, plant and equipment	80	141	600	600
Acquisition of businesses ⁽³⁾	(21 326)	(5 871)	(20 478)	(20 478)
Loans advanced	(2 858)	(7 705)	(10 973)	(10 973)
Loans repaid	–	–	2 149	2 149
Acquisition of intangible assets	(4 731)	–	(1 239)	–
Cash flows from financing activities	69 563	9 441	33 845	33 845
Decrease in long-term employee benefits	–	(126)	(126)	(126)
Proceeds from issue of shares ⁽⁴⁾	9 488	242	14 444	14 444
Loans raised ⁽⁵⁾	125 000	9 325	25 300	25 300
Loans repaid ⁽⁷⁾	(64 925)	–	(5 773)	–
Change in cash and cash equivalents	28 367	(9 497)	480	480
Cash and cash equivalents at beginning of the period	7 648	7 168	7 168	7 168
Cash and cash equivalents at end of the period	36 015	(2 329)	7 648	7 648

NOTES TO THE FINANCIAL INFORMATION (CONTINUED)

- A key measure for the group, core earnings before interest, taxation, depreciation and amortisation ("EBITDA") increased by 10% to R23.3 million (2013: R21.2 million). Core operating profit increased marginally by 1% with the increase in core operating profit in the jewellery segment being offset by a decrease in the overall gross profit margins in the segment.
- The increase in the jewellery segment is attributable to continued positive same-store sales; the profits from the additional corporate owned stores when compared to the prior period; and an increase in the overall gross profit margins in the segment.
- The decline in the core operating profit of the food segment is due to fewer new store openings in The Fish and Chip Co. brand and the increase in costs due to the organisational changes and depreciation and amortisation as outlined in note 6.
- The increase in finance costs is attributable to the capital expenditure incurred to acquire NWJ corporate stores and capital expenditure incurred for the expansion and integration of the food services business within the food segment. As per the group's stated intention this capital expenditure was funded through debt. During the current period, Taste registered a R1 billion Domestic Medium Term Note ("DMTN") programme. On 30 July 2014, in its inaugural issue under this programme, notes were issued in aggregate of R125 million, R61 million of which was used to settle existing term debt, with the remaining amount being earmarked for future acquisitions. This bond program is more closely aligned with the groups future growth plans and is more predictable and flexible than traditional term loans. This capital raised is complementary to the capital raised through the rights offer to existing shareholders as announced on 28 August 2014.
- The majority of the increase in property, plant and equipment over the prior period relates to capital expenditure incurred to:
 - acquire an additional net ten NWJ stores; and
 - continue our vehicle purchase programme in the food distribution business, where we historically rented vehicles. This programme has now proved its return in operational efficiencies and will continue, albeit at a slower pace. In line with the group's stated intention this capital expenditure was funded from external funding.
- The increase in intangibles over the prior period relates to acquisition of Zebro's Chicken (see note 21) as well as the acquisition of the 30-year exclusive MFA to develop the global Domino's Pizza brand in South Africa and six other countries (see note 29 below).
- The increase in goodwill over the prior period is attributable to the acquisition of NWJ corporate stores as well as the acquisition of the Zebro's Chicken brand (see note 21).
- Other financial assets consist of:
 - loans made to marketing funds of brands within the group. These loans attract interest, and are repayable in monthly instalments; and
 - extended payment terms and/or financing provided to certain franchisees within the group.
- The increase of R16.4 million in inventories consists of:
 - R13.6 million increase in NWJ inventory associated with owning ten more corporate stores than in the prior period. An appropriate measure of inventory efficiency and management is store days. When compared to the prior period store days have reduced by 6%; and
 - an increase of R2.8 million in inventory in the food services division in line with this division's increased contribution to the food segment.
- The increase in both trade and other receivables and payables from the 2014 financial year end results is mainly as a result of the growth of both the food services and jewellery segments.
- Included in the current period is an amount of R2.6 million of marketing spend for Domino's Pizza.
- The increase in share premium from the prior period is as a consequence of issuing:
 - 3 729 691 shares at R3.71 per share to partly fund the Zebro's Chicken acquisition which was effective 1 March 2014; and
 - 2 442 792 shares at R3.48 per share to the Zebro's Chicken vendors as part payment of the purchase price; and
 - shares to the Taste Holdings Share Trust in terms of the Taste Holdings Limited share option scheme.
- The increase in other receivables and payables from the prior period is due to the inaugural issue of R125 million under the DMTN programme (see note 8).
- Net tangible asset value per share is calculated by excluding goodwill, intangible assets, and the deferred taxation liability relating to intangible assets, from net asset value.
- Cash generated from operating activities for the current period includes R2.6 million of Domino's Pizza related once off costs primarily infrastructure of the Taste group 2. It also includes R2.6 million of Domino's Pizza related pre-pend (see note 15). For the six NWJ corporate stores acquired and opened in the current period, an additional investment in inventory of R4.1 million is accounted for in cash generated from operating activities. This investment relates to the additional inventory necessary to ensure that the ideal stock holdings are achieved in the new stores and is essentially an investment, although reflected in working capital. Excluding the above investment accounted for in cash generated from operations, as well as the R5.2 million pertaining to Domino's costs and Domino's marketing pre-pend, the group's operating cash conversion is 92% of core EBITDA (R23.3 million).
- The difference in taxation paid when compared to the prior period arises as a result of the utilisation in the current period of assessed losses that were incurred during the start-up phase of the food services business.
- Acquisition of Zebro's Chicken**
On 1 March 2014 the group acquired the business operated under the brand name Zebro's Chicken. The acquisition follows Taste's stated strategy of acquiring:
 - businesses that have significant overlap with the group's existing vertical integration capacity in both manufacturing and distribution; and
 - additional brands targeting consumers in the LSM 4-7 category, thereby complementing the over 300 store The Fish & Chip Co. business.
 As such the rationale for the acquisition is as follows:
 - Zebro's Chicken targets lower LSM consumers, a market that is currently underserved by formalised quick service restaurant ("QSR") brands;
 - its trading format is similar to other existing Taste food brands in that:
 - it is the lowest set-up cost in the chicken segment, which targets similar franchisees to those of the existing The Fish & Chip Co. business;
 - its focused menu results in easy to manage operations which promotes multiple and company store ownership; and
 - its site criteria are similar to those of The Fish & Chip Co. brand, allowing leverage into the existing national property infrastructure of the Taste group 2.
 - as the current Zebro's Chicken business is not vertically integrated there is substantial value to be unlocked by adding its volume to existing Taste capabilities;
 - there is significant opportunity for expansion of the brand within South Africa. The current footprint does not include any successful performance outside of the Western and Eastern Cape. Taste envisages accelerated store growth due to Zebro's Chicken similarity to its existing The Fish & Chip Co. business;
 - the ability to leverage the existing Taste franchise base and by utilising the national property network; and
 - the acquisition is expected to be earnings enhancing to Taste from the first year of consolidation.
 The acquisition consisted of:
 - franchise agreements of 40 outlets, associated trademarks, goodwill and intellectual property; and
 - certain tangible assets and liabilities relating to the business including inter alia, inventory and property, plant and equipment.
 Goodwill arose on the acquisitions of Zebro's Chicken as a result of the excess of the cost of acquisition over the group's interest in the fair value of the identifiable assets recognised at the date of acquisition. None of the goodwill is expected to qualify for a tax deduction. The fair value of assets and liabilities acquired is set out below:

	Unaudited six months ended 31 August 2014	Unaudited six months ended 31 August 2013	Audited 12 months ended 28 February 2014	Audited 12 months ended 28 February 2013
	R'000	R'000	R'000	R'000
Revenue ⁽¹⁾⁽²⁾	15 302 257	–	302 257	261 770
Cost of sales	(189 268)	–	(189 268)	(160 328)
Gross profit	11 112 989	–	112 989	101 442
Other income	294	–	294	189
Operating costs ⁽³⁾	(99 536)	2 562	(96 974)	(85 537)
Operating profit	(1) 13 747	2 562	16 309	16 094
Investment revenue	49	1 664	–	1 119
Finance costs ⁽⁴⁾	(73)	(5 616)	–	(3 248)
Profit before taxation	(12) 9 795	2 562	12 357	13 965
Taxation ⁽⁵⁾	(2 804)	(733)	(3 537)	(3 948)
Profit for the period	(12) 6 991	1 829	8 820	10 017
Other comprehensive income	–	–	–	–
Total comprehensive income for the period	(12) 6 991	1 829	8 820	10 017
Attributable to:				
Equity holders of the company	(12) 6 991	1 829	8 820	10 017
Earnings per share attributable to equity holders of the company adjusted for:				
Profit on sale of property, plant and equipment and non-current assets available for sale	(12)	–	(12)	(141)
Tax effect on headline earnings	2	–	2	21
Adjustments	–	–	–	–
Headline earnings attributable to ordinary shareholders	(11) 6 981	1 829	8 810	9 897
Weighted average shares in issue ('000)	202 583	202 583	202 583	194 279
Weighted average diluted shares in issue ('000)	206 339	206 339	206 339	202 028
Basic earnings per share (cents)	(14) 3.4	0.9	4.4	5.2
Diluted earnings per share (cents)	(15) 3.4	0.9	4.3	5.0
Headline earnings per share (cents)	(16) 3.4	0.9	4.3	5.1
Diluted headline earnings per share (cents)	(12) 3.4	0.9	4.3	4.9

Goodwill arose on the acquisitions of Zebro's Chicken as a result of the excess of the cost of acquisition over the group's interest in the fair value of the identifiable assets recognised at the date of acquisition. None of the goodwill is expected to qualify for a tax deduction. The fair value of assets and liabilities acquired is set out below:

	Unaudited six months ended 31 August 2014	Unaudited six months ended 31 August 2013	Audited 12 months ended 28 February 2014	Audited 12 months ended 28 February 2013
	R'000	R'000	R'000	R'000
Property, plant and equipment	76	–	76	–
Intangible assets	12 702	–	12 702	–
Inventory	74	–	74	–
Deferred tax	(3 557)	–	(3 557)	–
Fair value of assets acquired	9 295	–	9 295	–
Consideration paid	(17 000)	–	(17 000)	–
In cash	(8 500)	–	(8 500)	–
In shares	(8 500)	–	(8 500)	–
Goodwill acquired	7 705	–	7 705	–
2 442 792 Taste shares were issued to the vendors on 3 March 2014 at a price R3.48 per share, a 5% discount to the 30 day volume weighted average price on 28 January 2014. The purchase price allocation has been disclosed as provisional, as permitted by IFRS 3 Business Combinations and will be finalised within the next 12 months. Any resulting material fair value adjustments to goodwill will be accounted for accordingly. During the period that these three stores were owned by NWJ they contributed R3 million to revenue and R0.8 million to operating profit. In total these three stores contributed 12 trading months during the current six-month period. In aggregate these stores were owned for four months during the current period. Due to the seasonal nature of the jewellery segment, historically approximately 70% of operating profit is produced in the second half of the year. The revenue and operating profit as if these stores were owned for the full year cannot be disclosed, as complete and compliant financial records of these stores prior to the dates that the jewellery division acquired control of these stores could not be obtained. None of the goodwill recognised is expected to be deductible for income tax purposes.				
Acquisition of NWJ stores Between March 2014 and July 2014, NWJ acquired the assets of three franchised NWJ stores as these stores were located in key strategic sites. The acquisition consisted of inventory and property, plant and equipment. The fair value of the assets and liabilities acquired is set out below:				
Provisional	R'000			
Property, plant and equipment	841			
Inventory	2 638			
Fair value of assets acquired	3 486			
Consideration paid	(4 327)			
In cash	(2 358)			
Balance owed by vendors	(1 969)			
Goodwill acquired	81			
The purchase consideration was discharged in cash. The purchase price allocation has been disclosed as provisional, as permitted by IFRS 3 Business Combinations and will be finalised within the next 12 months. Any resulting material fair value adjustments to goodwill will be accounted for accordingly. During the period that these three stores were owned by NWJ they contributed R3 million to revenue and R0.8 million to operating profit. In total these three stores contributed 12 trading months during the current six-month period. In aggregate these stores were owned for four months during the current period. Due to the seasonal nature of the jewellery segment, historically approximately 70% of operating profit is produced in the second half of the year. The revenue and operating profit as if these stores were owned for the full year cannot be disclosed, as complete and compliant financial records of these stores prior to the dates that the jewellery division acquired control of these stores could not be obtained. None of the goodwill recognised is expected to be deductible for income tax purposes.				

CONDENSED GROUP CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Share capital R'000	Share premium R'000	Total share capital R'000	Equity-settled share-based payment reserve R'000	Retained earnings R'000	Total R'000
Balance 1 September 2013	2 80 343	80 345	160 688	972	109 507	190 824
Share issues ⁽¹⁾⁽²⁾	–	13 595	–	–	–	13 595
Options exercised	–	607	–	–	–	607
Share-based payment	–	–	–	800	–	800
Comprehensive income for the period	–	–	–	–	19 117	19 117
Balance 1 March 2014	2 80 343	94 547	174 890	1 772	128 624	224 943
Share issues ⁽²⁾	–	8 501	–	–	–	8 501
Options exercised	–	987	–	–	–	987
Dividends paid	–	–	–	–	(12 561)	(12 561)
Share-based payment reserve	–	–	–	350	–	350
Comprehensive income for the period	–	–	–	–	6 991	6 991
Balance	2 104 033	104 035	1 108 068	2 122	123 054	229 211

CONDENSED CONSOLIDATED SEGMENTAL REPORT

	Unaudited six months ended 31 August 2014	Unaudited six months ended 31 August 2013	Audited 12 months ended 28 February 2014	Audited 12 months ended 28 February 2013
	R'000	R'000	R'000	R'000
Revenue				
Food ⁽¹⁾	11 196 019	175 827	364 823	364 823
Jewellery ⁽²⁾	15 106 238	92 325	229 289	229 289
Corporate services	3 8 378	8 121	16 242	16 242
Inter-segment revenues ⁽³⁾	(34) (8 378)	(12 773)	(27 572)	(27 572)
Group revenue	15 302 257	263 500	582 782	582 782
Operating profit				
Food ⁽¹⁾	(31) 12 520	18 146	34 229	34 229
Jewellery ⁽²⁾	11 9 719	8 724	32 897	32 897
Corporate services ⁽³⁾	(6) (8 492)	(9 046)	(17 408)	(17 408)
Group operating profit	(23) 13 747	17 824	49 718	49 718
Investment revenue				
Food	(5) 499	526	1 012	1 012
Jewellery	(25) 166	221	348	348
Corporate services	546	2 402	372	1 136
Inter-segment	(1 403)	–	–	–
Group investment revenue	49 1 664	1 119	2 496	2 496
Finance costs				
Food	45 (2 849)	(1 967)	(3 999)	(3 999)
Jewellery	77 (2 111)	(1 192)	(3 098)	(3 098)
Corporate services	2127 (1 982)	(89)	(2 792)	(2 792)
Inter-segment	– 1 326	–	–	–
Group finance costs	(73) (5 616)	(3 248)	(7 889)	(7 889)
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