

**GHANA  
STOCK  
EXCHANGE**

**PRESS RELEASE**

**PR. No 081/2014**

**PZ CUSSONS (GHANA) LIMITED (PZC) -  
UNAUDITED FINANCIAL STATEMENTS FOR THE  
NINE MONTHS ENDING FEBRUARY 2014**

PZC has released its un-audited Financial Statements for the nine months ending February 28, 2014 as per the attached.

Issued in Accra, this 10<sup>th</sup>  
day of April, 2014

**- E N D -**

att'd.

Distribution:

1. All LDMs
2. General Public
3. Company Secretary, PZ
4. MBG Registrars (Registrars for PZ shares)
5. Central Securities Depository
6. SEC
7. GSE Council Members
8. GSE Notice Board

**For enquiries, contact:**

**General Manager/Head of Listings, GSE on 669908, 669914, 669935**

*\*JEB*

# PZ CUSSONS GHANA LIMITED

UNAUDITED RESULTS FOR THE 9 MONTHS ENDED 28th FEBRUARY, 2014

## FINANCIAL HIGHLIGHTS

GH¢	YEAR TO DATE 28/02/2014	YEAR TO DATE 28/02/2013	% CHANGE
TURNOVER	75,705,879	67,917,097	11.5
OPERATING PROFIT	116,242	3,938,272	(97.0)
PROFIT BEFORE INCOME TAX	284,639	5,414,977	(94.7)
PROFIT AFTER INCOME TAX	213,479	3,075,152	(93.1)
OPERATING CASH FLOW	(6,911,388)	1,851,160	(473.4)
SHAREHOLDER FUND	38,629,530	34,402,843	12.3
EARNINGS PER SHARE	0.001	0.018	(93.1)
PBT MARGIN(%)	0.4	8.0	(95.3)
PAT MARGIN(%)	0.3	4.5	(93.8)

Market conditions have remained challenging with the continued depreciation of the Ghana Cedi affecting operating margins. Utility and fuel price increases as well as rising inflation have negatively impacted consumer demand.

Strong support behind core brands has seen continued sales growth, rising by 11.5% year on year for the 9 months to 28th February. Operating profits are significantly down on prior year predominantly due to exchange losses.

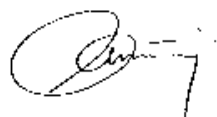
As we continue to minimise our exposure to further Ghana Cedi devaluation, cash is expected to remain tight.

Although the current economic environment remains a challenge, we have taken measures to ensure continued topline growth as we focus on our core brands, distribution and margin improvement programs.

Our business growth plans are in line with our expectations as we continue to take the required actions to address external factors that affect our long term delivery of shareholder value



James Berkeley Judson  
Managing Director



Charles B Janney  
HR & Corporate Affairs Director

# PZ CUSSONS GHANA LTD

## (UNAUDITED) STATEMENT OF COMPREHENSIVE INCOME FOR THE NINE MONTHS ENDED 28TH FEBRUARY 2014.

	YEAR TO DATE 28/02/2014 GH¢	YEAR TO DATE 28/02/2013 GH¢
Revenue	75,705,879	67,917,097
Cost of sales	<u>(52,747,513)</u>	<u>(44,315,086)</u>
Gross profit	22,958,366	23,602,011
Distributing Costs	(17,888,799)	(15,409,108)
Administrative Costs	<u>(4,953,325)</u>	<u>(4,254,631)</u>
Operating profit	116,242	3,938,272
Other Income	<u>1,126,762</u>	<u>1,685,644</u>
Profit before finance income	1,243,004	5,623,916
Finance Cost	<u>(958,365)</u>	<u>(208,939)</u>
Profit before exceptional item and income tax	284,639	5,414,977
Exceptional Item	<u>-</u>	<u>(1,202,649)</u>
Profit after exceptional item but before income tax	284,639	4,212,328
Income tax expense	(71,160)	(1,137,176)
Profit after income tax for the period transferred to the income surplus account	<u>213,479</u>	<u>3,075,152</u>
Attributable to:		
Equity shareholders	<u>213,479</u>	<u>3,075,152</u>
Earnings per share	<u>0.001</u>	<u>0.018</u>

## (UNAUDITED) INCOME SURPLUS ACCOUNT FOR THE NINE MONTHS ENDED 28TH FEBRUARY, 2014.

	2014 GH¢	2013 GH¢
<b>At 1st June</b>	33,563,277	25,702,117
Transferred from Income Statement	213,479	3,075,152
Dividend	(772,800)	-
<b>At 28 February</b>	<u>33,003,956</u>	<u>28,777,269</u>

# PZ CUSSONS GHANA LTD

(UNAUDITED) STATEMENT OF FINANCIAL POSITION AS AT 28TH FEBRUARY 2014.

	YEAR TO DATE 28/02/2014 GH¢	YEAR TO DATE 28/02/2013 GH¢
<b>Assets</b>		
<b>Non-current assets</b>		
Property, plant & equipment	10,766,218	10,511,299
Finance lease receivables	556,631	542,171
Investments	1,405,271	1,405,271
Provisions for liabilities & charges	-	765,915
	<u>12,728,121</u>	<u>13,224,656</u>
<b>Current assets</b>		
Inventories	31,141,865	29,229,295
Finance lease receivables	560,949	546,377
Current Income Tax	306,905	-
Trade and other receivables	36,949,856	28,240,430
Cash and Bank	-	4,835,570
	<u>68,959,575</u>	<u>62,851,672</u>
<b>Total assets</b>	<u>81,687,695</u>	<u>76,076,328</u>
<b>Equity attributable to owners of the parent</b>		
Stated Capital	2,160,000	2,160,000
Capital surplus account	3,465,574	3,465,574
Income surplus account	33,003,956	28,777,269
	<u>38,629,530</u>	<u>34,402,843</u>
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
Borrowings	1,245,503	1,009,926
Provision for liabilities and charges	1,024,689	-
	<u>2,270,192</u>	<u>1,009,926</u>
<b>Current liabilities</b>		
Trade and other payables	33,554,079	37,495,609
Borrowings	1,061,302	860,566
Current tax liabilities	-	670,588
Dividend payable	2,433,921	1,636,796
Bank Overdraft	3,738,671	-
	<u>40,787,973</u>	<u>40,663,559</u>
<b>Total liabilities</b>	<u>43,058,165</u>	<u>41,673,485</u>
<b>Total equity and liabilities</b>	<u>81,687,695</u>	<u>76,076,328</u>

THE FINANCIAL STATEMENT DO NOT CONTAIN UNTRUE STATEMENTS,  
MISLEADING FACTS OR OMIT MATERIAL FACTS TO THE BEST OF OUR KNOWLEDGE.



James Berkeley Judson  
Managing Director



Charles B Janney  
HR & Corporate Affairs Director

# PZ CUSSONS GHANA LTD

(UNAUDITED) STATEMENT OF CASH FLOWS  
FOR THE NINE MONTHS ENDED 28TH FEBRUARY 2014.

	YEAR TO DATE 28/02/2014 GH¢	YEAR TO DATE 28/02/2013 GH¢
<b>Cash flow from operating activities</b>		
Cash generated from operations	(5,627,593)	2,877,664
Income Tax Paid	(250,000)	(817,565)
Interest Paid	(958,365)	(208,939)
Dividend Paid	(75,430)	-
<b>Net cash generated from operating activities</b>	<u>(6,911,388)</u>	<u>1,851,160</u>
 <b>Cash flow from investing activities</b>		
Dividend received	-	220,211
Purchase of property, plant and equipment	(2,038,605)	(2,269,940)
Proceeds from sale of property, plant and equipment	-	110,726
<b>Net cash used in investing activities</b>	<u>(2,038,605)</u>	<u>(1,939,003)</u>
 <b>Cash flow from financing activities</b>		
Finance lease drawdown	1,542,534	1,265,075
Finance lease repaid	(876,200)	(919,487)
Loans	-	-
	<u>666,334</u>	<u>345,588</u>
 <b>Net increase/(decrease) in cash and cash equivalents</b>	(8,283,659)	257,745
Cash and cash equivalents at 1st June	4,544,988	4,577,824
<b>Cash and cash equivalents at 28th February</b>	<u>(3,738,671)</u>	<u>4,835,569</u>