



**GHANA
STOCK
EXCHANGE**

PRESS RELEASE

PR. No 268/2013

**PZ CUSSONS (GHANA) LIMITED (PZC) -
UN-AUDITED FINANCIAL STATEMENTS FOR THE
FIRST QUARTER ENDING AUGUST 2013**

PZC has released its un-audited Financial Statements for the first quarter ending August 31, 2013 as per the attached.

Issued in Accra, this 1st
day of October, 2013

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att'd.

Distribution:

1. All LDMs
2. General Public
3. Company Secretary, PZ
4. MBG Registrars (Registrars for PZ shares)
5. GSE 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 3 MONTHS ENDED 31ST AUGUST, 2013

FINANCIAL HIGHLIGHTS

GH¢	YEAR TO DATE 31/08/2013	YEAR TO DATE 31/08/2012	% CHANGE
TURNOVER	21,848,504	14,967,219	46.0
OPERATING PROFIT	(624,279)	1,083,777	(157.6)
PROFIT BEFORE INCOME TAX	(280,943)	1,625,780	(117.3)
PROFIT AFTER INCOME TAX	(280,943)	1,219,335	(123.0)
OPERATING CASH FLOW	1,478,026	(2,941,433)	150
SHAREHOLDER FUND	38,907,908	32,547,026	19.54
EARNINGS PER SHARE	(0.002)	0.007	(123.0)
PBT MARGIN(%)	(1.3)	10.9	(111.8)
PAT MARGIN(%)	(1.3)	8.1	(115.8)

Quarter 1 saw a continuation of the top line growth recorded during the previous half year - resulting in a 46% improvement from the comparative prior year period. This was a result of continued strong brand building activities and new product introductions.

On operating profit however, the business delivered a loss of ¢624k predominantly due to impact of exchange losses. Throughout Quarter 1, market conditions saw high volatility in exchange rates (over 10% devaluation in the Quarter) as well as the ongoing impact from cheap imports influencing demand and putting pressure on margins.

Profit before tax recorded a loss of ¢280k mostly from exchange loss.

We remain cautiously optimistic for continued growth as our focus on core brands, distribution and margin improvement all continue to deliver results. These gains will continue to be impacted by the external pressures of Ghana Cedi devaluation and other macro pressures from higher inflation, the impact on consumer confidence & demand from recent increases in utility prices and the ongoing competitive pressures.

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



James Berkeley Judson
Managing Director



Charles B Janney
Corporate Affairs Director

PZ CUSSONS GHANA LTD

(UNAUDITED) STATEMENT OF COMPREHENSIVE INCOME FOR THE THREE MONTHS ENDED 31ST AUGUST, 2013.

	YEAR TO DATE 31/08/2013 GH¢	YEAR TO DATE 31/08/2012 GH¢
Revenue	21,848,504	14,967,219
Cost of sales	<u>(15,615,519)</u>	<u>(8,988,057)</u>
Gross profit	6,232,985	5,979,162
Distributing Costs	(5,222,309)	(3,496,847)
Administrative Costs	<u>(1,634,955)</u>	<u>(1,398,538)</u>
Operating profit	(624,279)	1,083,777
Other Income	<u>385,244</u>	<u>593,741</u>
Profit before finance cost	(239,035)	1,677,518
Finance Cost	<u>(41,908)</u>	<u>(51,738)</u>
Profit before income tax	(280,943)	1,625,780
Income tax expense	-	(406,445)
Profit after income tax for the period transferred to the income surplus account	<u><u>(280,943)</u></u>	<u><u>1,219,335</u></u>
Attributable to: Equity shareholders	<u><u>(280,943)</u></u>	<u><u>1,219,335</u></u>
Earnings per share (diluted post 5 for 1 bonus share Issue)	<u><u>(0.002)</u></u>	<u><u>0.007</u></u>

(UNAUDITED) INCOME SURPLUS ACCOUNT FOR THE THREE MONTHS ENDED 31ST AUGUST, 2013.

	2013 GH¢	2012 GH¢
At 1st June	33,563,277	25,702,117
Transferred from Income Statement	(280,943)	1,219,335
Dividend	-	-
At 31 August	<u><u>33,282,334</u></u>	<u><u>26,921,452</u></u>

PZ CUSSONS GHANA LTD

(UNAUDITED) STATEMENT OF FINANCIAL POSITION AS AT 31ST AUGUST, 2013.

	YEAR TO DATE 31/08/2013 GH¢	YEAR TO DATE 31/08/2012 GH¢
Assets		
Non-current assets		
Property, plant & equipment	9,499,270	10,801,622
Finance lease receivables	501,354	570,752
Investments	1,405,271	1,405,271
Provisions for liabilities & charges	-	765,915
	<u>11,405,895</u>	<u>13,543,560</u>
Current assets		
Inventories	25,511,849	34,358,485
Finance lease receivables	501,955	571,437
Current Income Tax	265,607	-
Trade and other receivables	37,154,175	19,859,851
Cash and Bank	5,796,206	1,144,466
	<u>69,229,792</u>	<u>55,934,239</u>
Total assets	<u><u>80,635,687</u></u>	<u><u>69,477,799</u></u>
Equity attributable to owners of the parent		
Stated Capital	2,160,000	2,160,000
Capital surplus account	3,465,574	3,465,574
Income surplus account	33,282,334	26,921,452
	<u>38,907,908</u>	<u>32,547,026</u>
Liabilities		
Non-current liabilities		
Borrowings	544,256	1,201,984
Provision for liabilities and charges	1,024,689	-
	<u>1,568,945</u>	<u>1,201,984</u>
Current liabilities		
Trade and other payables	36,793,077	32,557,286
Borrowings	1,728,961	1,128,262
Current tax liabilities	-	406,445
Dividend payable	1,636,796	1,636,796
	<u>40,158,834</u>	<u>35,728,789</u>
Total liabilities	<u>41,727,779</u>	<u>36,930,773</u>
Total equity and liabilities	<u><u>80,635,687</u></u>	<u><u>69,477,799</u></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
Corporate Affairs Director

PZ CUSSONS GHANA LTD

(UNAUDITED) STATEMENT OF CASH FLOWS
FOR THE THREE MONTHS ENDED 31ST AUGUST, 2013.

	YEAR TO DATE 31/08/2013 GH¢	YEAR TO DATE 31/08/2012 GH¢
Cash flow from operating activities		
Profit after income tax expense	(280,943)	1,219,335
Adjusted for:		
Depreciation charges	367,447	372,502
Income tax expense	10,967	406,445
(Increase)/decrease in inventories	(677,236)	(12,079,827)
(Increase)/Decrease in trade and other receivables	(6,481,002)	2,605,056
Increase/(decrease) in trade and other payables	8,496,737	5,136,660
Decrease/(Increase) in finance lease receivables	83,964	(181,517)
Income tax paid	-	(368,349)
Interest Paid	(41,908)	(51,738)
Net cash used in operating activities	1,478,026	(2,941,433)
Cash flow from investing activities		
Purchase of property, plant and equipment	(142,203)	(1,349,007)
Proceeds from sale of property, plant and equipment	298,345	-
Net cash used in investing activities	156,142	(1,349,007)
Cash flow from financing activities		
Finance lease drawdown		1,189,608
Finance lease repaid	(382,950)	(332,527)
	(382,950)	857,081
Net increase/(decrease) in cash and cash equivalents	1,251,218	(3,433,358)
Cash and cash equivalents at 1st June	4,544,988	4,577,824
Cash and cash equivalents at 31st August	5,796,206	1,144,466