

Turners & Growers Limited and subsidiary companies	
Results for announcement to the market	
(Unaudited)	
Reporting period	12 months to 31 December 2013
Previous reporting period	12 months to 31 December 2012

	Amount (\$'000s)	Percentage change
Revenue from ordinary activities	\$733,697	9.6%
Profit after tax from ordinary activities after tax attributable to security holders	\$16,159	205.7%
Net profit attributable to security holders	\$16,159	205.7%

Dividend to shareholders	Amount per security	Imputed amount per security
N/A	N/A	N/A

Record date	N/A
Dividend payment date	N/A

There has been no dividend declared or paid in the twelve months to 31 December 2013.

Comments	Refer to the attached documents
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Consolidated income statement

For the twelve months ended 31 December 2013 (Unaudited)

	December 2013 12 months \$'000	December 2012 12 months \$'000
Revenue	733,697	669,137
Cost of sales	(559,149)	(503,780)
Gross profit	174,548	165,357
Other operating income	9,708	1,194
Administration expenses	(21,807)	(27,491)
Other operating expenses	(136,557)	(153,313)
Operating profit / (loss)	25,892	(14,253)
Financial expenses	(6,242)	(6,914)
Financial income	467	1,166
Net financing costs	(5,775)	(5,748)
Share of profit from associates and joint ventures	3,303	1,947
Profit / (loss) before income tax	23,420	(18,054)
Income tax (expense) / credit	(6,182)	4,776
Profit / (loss) for the year from continuing operations	17,238	(13,278)
Attributable to:		
Equity holders of the parent	16,159	(15,292)
Non-controlling interests	1,079	2,014
Profit / (loss) for the year	17,238	(13,278)
Earnings per share		
Basic earnings (in cents)	13.81	(13.07)
Diluted earnings (in cents)	13.81	(13.07)

TURNERS & GROWERS LIMITED AND SUBSIDIARY COMPANIES
Consolidated statement of comprehensive income
For the twelve months ended 31 December 2013 (Unaudited)

	December 2013 \$'000	December 2012 \$'000
Profit / (loss) for the year	17,238	(13,278)
Other comprehensive income / (expense)		
Items that will not be reclassified subsequently to profit or loss:		
Gain on revaluation of land and improvements and buildings, net of tax	-	4,775
Gain on revaluation of orchard land and improvements, net of tax	539	2,624
Release of deferred tax on asset revaluation reserve due to sale of buildings	625	-
Share of associate's and joint venture's gain on revaluation of land and improvements and buildings, net of tax	-	651
	<u>1,164</u>	<u>8,050</u>
Items that may be reclassified subsequently to profit or loss:		
Foreign currency translation reserve transferred to the income statement	140	-
Exchange differences on translation of foreign operations	(2,323)	(1,075)
Effective portion of changes in fair value of cash flow hedges, net of tax	(846)	2,028
Net change in fair value of cash flow hedges reclassified from equity to income statement	(88)	(1,433)
	<u>(3,117)</u>	<u>(480)</u>
Other comprehensive (expense) / income for the year	<u>(1,953)</u>	<u>7,570</u>
Total comprehensive income / (expense) for the year	<u>15,285</u>	<u>(5,708)</u>
Total comprehensive income / (expense) for the year is attributable to:		
Equity holders of the parent	14,316	(7,790)
Non-controlling interests	969	2,082
	<u>15,285</u>	<u>(5,708)</u>

TURNERS & GROWERS LIMITED AND SUBSIDIARY COMPANIES

Consolidated balance sheet

For the twelve months ended 31 December 2013 (Unaudited)

	December 2013 \$'000	December 2012 \$'000
Current assets		
Cash and cash equivalents	21,619	15,994
Trade and other receivables	87,039	75,997
Inventories	42,170	43,103
Taxation receivable	3,484	3,498
Biological assets	1,267	1,111
Non-current assets classified as held for sale	1,244	16,712
Total current assets	<u>156,823</u>	<u>156,415</u>
Non-current assets		
Trade and other receivables	2,012	2,142
Available-for-sale investments	325	201
Biological assets	21,633	16,847
Property, plant and equipment	250,773	253,816
Intangible assets	12,346	12,960
Investments in associates and joint ventures	15,903	16,314
Total non-current assets	<u>302,992</u>	<u>302,280</u>
Total assets	<u>459,815</u>	<u>458,695</u>
Current liabilities		
Trade and other payables	91,350	79,034
Interest bearing loans and borrowings	789	1,186
Total current liabilities	<u>92,139</u>	<u>80,220</u>
Non-current liabilities		
Trade and other payables	6,611	501
Interest bearing loans and borrowings	71,864	80,185
Deferred tax liabilities	20,530	18,259
Total non-current liabilities	<u>99,005</u>	<u>98,945</u>
Total liabilities	<u>191,144</u>	<u>179,165</u>
Net assets	<u>268,671</u>	<u>279,530</u>
Equity		
Share capital	165,147	165,147
Other reserves	56,375	67,905
Retained earnings	45,949	40,046
Total equity attributable to equity holders of the parent	<u>267,471</u>	<u>273,098</u>
Non-controlling interests	1,200	6,432
Total equity	<u>268,671</u>	<u>279,530</u>
Net tangible assets per share	\$2.19	\$2.28

TURNERS & GROWERS LIMITED AND SUBSIDIARY COMPANIES
Consolidated statement of cash flows
For the twelve months ended 31 December 2013 (Unaudited)

	December 2013 \$'000	December 2012 \$'000
Cash flows from operating activities		
Cash was provided from:		
Cash receipts from customers	994,458	960,787
Dividends received	24	49
Interest received	377	741
Cash was disbursed to:		
Payments to suppliers and employees	(960,873)	(927,275)
Interest paid	(5,859)	(6,986)
Income taxes paid	(3,083)	(2,916)
Net cash generated by operating activities	25,044	24,400
Cash flows from investing activities		
Cash was provided from:		
Dividends received from associates and joint ventures	1,755	2,029
External loan repayments from suppliers, customers and associates and joint ventures	1,012	1,114
Proceeds from sale of property, plant and equipment	20,183	4,553
Proceeds from sale of joint venture	3,666	-
Cash was disbursed to:		
Purchase of property, plant and equipment, biological assets and investment properties	(14,000)	(17,305)
Purchase of intangible assets	(1,680)	(1,256)
Purchase of available-for-sale investments	(23)	-
Purchase of non-controlling interest's share in subsidiary	(17,842)	-
Purchase of additional investment in joint venture	(225)	(199)
Net cash used in investing activities	(7,154)	(11,064)
Cash flows from financing activities		
Cash was provided from:		
Proceeds from bank term loans	30,300	29,400
Cash was disbursed to:		
Dividends paid to non-controlling interests	(572)	(625)
Bank commercial bill facility and term loan repayments	(41,256)	(38,480)
Net cash used in financing activities	(11,528)	(9,705)
Net increase in cash and cash equivalents	6,362	3,631
Foreign currency translation adjustment	(737)	(412)
Cash and cash equivalents at beginning of year	15,994	12,775
Cash and cash equivalents at end of year	21,619	15,994

TURNERS & GROWERS LIMITED AND SUBSIDIARY COMPANIES

Consolidated statement of changes in equity

For the twelve months ended 31 December 2013 (Unaudited)

	Attributable to equity holders of the Parent				Total \$'000	Non-controlling interests \$'000	Total equity \$'000
	Share capital \$'000	Revaluation reserve \$'000	Other reserves \$'000	Retained earnings \$'000			
Balance at 1 January 2012	165,147	64,110	(175)	51,730	280,812	5,051	285,863
Comprehensive income							
(Loss) / profit for the year	-	-	-	(15,292)	(15,292)	2,014	(13,278)
Other comprehensive income / (expense)							
Revaluation of land and buildings	-	4,775	-	-	4,775	-	4,775
Revaluation of orchard land and improvements	-	2,624	-	-	2,624	-	2,624
Share of associate's gain on revaluation of land and buildings	-	651	-	-	651	-	651
Currency translation differences	-	-	(1,143)	-	(1,143)	68	(1,075)
Movement in cashflow hedge reserve	-	-	595	-	595	-	595
Total other comprehensive income / (expense)	-	8,050	(548)	-	7,502	68	7,570
Total comprehensive income / (expense)	-	8,050	(548)	(15,292)	(7,790)	2,082	(5,708)
Transactions with owners							
Dividends to shareholders	-	-	-	-	-	(625)	(625)
Other	-	-	-	76	76	(76)	-
Total transactions with owners	-	-	-	76	76	(701)	(625)
Movement in share option reserve	-	-	(472)	472	-	-	-
Transfer from asset revaluation reserve due to asset disposal	-	(3,060)	-	3,060	-	-	-
Balance at 31 December 2012	165,147	69,100	(1,195)	40,046	273,098	6,432	279,530
Balance at 1 January 2013	165,147	69,100	(1,195)	40,046	273,098	6,432	279,530
Comprehensive income							
Profit for the year	-	-	-	16,159	16,159	1,079	17,238
Other comprehensive income / (expense)							
Revaluation of orchard land and improvements	-	539	-	-	539	-	539
Release of deferred tax on asset revaluation reserve due to sale of buildings	-	625	-	-	625	-	625
Currency translation differences	-	-	(2,213)	-	(2,213)	(110)	(2,323)
Movement in cash flow hedge reserve	-	-	(934)	-	(934)	-	(934)
Foreign currency translation reserve transferred to the income statement	-	-	140	-	140	-	140
Total other comprehensive income / (expense)	-	1,164	(3,007)	-	(1,843)	(110)	(1,953)
Total comprehensive income / (expense)	-	1,164	(3,007)	16,159	14,316	969	15,285
Transactions with owners							
Dividends	-	-	-	-	-	(572)	(572)
<i>Changes in ownership interests in subsidiaries that do not result in loss of control:</i>							
Acquisition of non-controlling interest's share in subsidiary	-	-	-	(19,943)	(19,943)	(5,772)	(25,715)
Investment from non-controlling interest	-	-	-	-	-	143	143
Total transactions with owners	-	-	-	(19,943)	(19,943)	(6,201)	(26,144)
Movement in share option reserve	-	-	(19)	19	-	-	-
Transfer from asset revaluation reserve due to asset disposal	-	(9,668)	-	9,668	-	-	-
Balance at 31 December 2013	165,147	60,596	(4,221)	45,949	267,471	1,200	268,671

TURNERS & GROWERS LIMITED AND SUBSIDIARY COMPANIES

Details of associates and joint ventures

For the twelve months ended 31 December 2013 (Unaudited)

Name	Percentage of ordinary shares held at end of the year		Contribution to net surplus (deficit)	
	Current Full year	Previous Corresponding Full year	Current Full year NZ\$'000	Previous Corresponding Full year NZ\$'000
Equity Accounted Associates and Joint Ventures				
Associates				
Allen Blair Properties Ltd - (NZ)	33%	33%	(428)	(647)
David Oppenheimer & Company LLC - (USA)	15%	15%	864	572
David Oppenheimer Transport Inc. (USA)	15%	15%	148	238
Fresh Vegetable Packers Ltd - (NZ)	41%	41%	(31)	(271)
McKay Shipping Ltd - (NZ)	25%	25%	687	497
Mystery Creek Asparagus Ltd - (NZ) **	15%	10%	(25)	(22)
			1,215	367
Joint Ventures				
Delica Pty Ltd - (AUS) **	50%	30%	170	(130)
Fruitmark NV/SA - (Belgium) *	0%	50%	63	797
Premier Fruit New Zealand Limited - (NZ)	50%	50%	(3)	-
Wawata General Partner Limited - (NZ)	50%	50%	188	(302)
Worldwide Fruit Ltd - (UK)	50%	50%	1,670	1,215
			2,088	1,580
			3,303	1,947
Other Material Interests				
			<i>Not Equity Accounted in current year</i>	
			Nil	Nil

	Current Full year \$NZ'000	Previous Corresponding Full year \$NZ'000
Equity carrying value of investments at the beginning of the year	16,314	15,730
Share of changes in associates' and joint ventures' post acquisition surplus and reserves:		
- Surplus	3,303	2,613
- Impairment of investment through income statement	-	(666)
- Foreign currency translation movements	(156)	(184)
- Additional investment in joint venture	225	199
- Associate and joint venture asset revaluation reserve	-	651
- Disposal of investment	(2,028)	-
- Dividends received during the year	(1,755)	(2,029)
Equity carrying value of investments at the end of the year	15,903	16,314

* On 23 May 2013 the Group's investment in its joint venture Fruitmark NV/SA was sold for a purchase price of \$3.7 million with a gain on sale of \$1.6 million recorded in the income statement.

** Due to the purchase of the remaining non-controlling interest in Delica Limited, the Group's share in its associate Mystery Creek Asparagus Limited has increased from 10% to 15% and the Group's share in its joint venture Delica Pty Limited has increased from 30% to 43%. The Group's share in Delica Pty Limited further increased to 50% on the purchase of the remaining non-controlling interests in Delica Australia Limited.

TURNERS & GROWERS LIMITED AND SUBSIDIARY COMPANIES

Supplementary information

For the twelve months ended 31 December 2013 (Unaudited)

	Current Full year	Previous Corresponding Full year
Net tangible assets per share	\$2.19	\$2.28
Basic earnings per share (cents)	13.81	(13.07)
Diluted earnings per share (cents)	13.81	(13.07)

Delica New Zealand Limited

On 31 May 2013, the Parent acquired the remaining 30% of the issued shares of Delica Limited for a purchase price of \$25.8 million. The carrying amount of the non-controlling interests in Delica Limited on the date of acquisition was \$5.1 million. The Parent derecognised non-controlling interests of \$5.1 million and recorded a decrease in equity attributable to owners of the Parent of \$19.7 million.

Delica Domestic Pty Limited

On 5 August 2013, the Group acquired the remaining 25% of the issued shares of Delica Domestic Pty Limited for a purchase price of \$31,717. The carrying amount of the non-controlling interests in Delica Domestic Pty Limited on the date of acquisition was \$23,481. The Group derecognised non-controlling interests of \$23,481 and recorded a decrease in equity attributable to owners of the Group of \$8,055.

Delica Australia Pty Limited

On 20 November 2013, the Group acquired the remaining 15% of the issued shares of Delica Australia Pty Limited for a purchase price of \$825,059. The carrying amount of the non-controlling interest on the date of acquisition was \$607,556. The Group derecognised non-controlling interests of \$607,556 and recorded a decrease in equity attributable to owners of the Group of \$217,503.

TURNERS & GROWERS LIMITED AND SUBSIDIARY COMPANIES
Segment Reporting
For the twelve months ended 31 December 2013 (Unaudited)

Primary reporting format - Business segments

	Domestic	Exports	Processing	Growing operations	Other	Total
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Full year ended 31 December 2013						
Total segment revenue	158,767	553,433	55,146	67,583	79,591	914,520
Inter-segment revenue	(8,705)	(138,104)	-	(22,816)	(11,198)	(180,823)
Revenue from external customers	<u>150,062</u>	<u>415,329</u>	<u>55,146</u>	<u>44,767</u>	<u>68,393</u>	<u>733,697</u>
Depreciation	4,471	3,819	2,584	3,258	622	14,754
Amortisation	770	681	40	230	224	1,945
Impairment	-	-	-	534	-	534
Operating profit / (loss) before financing costs	<u>3,626</u>	<u>15,608</u>	<u>(3,085)</u>	<u>6,692</u>	<u>3,051</u>	<u>25,892</u>
Full year ended 31 December 2012						
Total segment revenue	152,997	421,870	57,261	59,909	75,254	767,291
Inter-segment revenue	(9,463)	(62,893)	(19)	(14,934)	(10,845)	(98,154)
Revenue from external customers	<u>143,534</u>	<u>358,977</u>	<u>57,242</u>	<u>44,975</u>	<u>64,409</u>	<u>669,137</u>
Depreciation	4,770	3,610	2,300	3,614	731	15,025
Amortisation	979	846	47	318	272	2,462
Impairment	60	3,080	-	863	129	4,132
Operating profit / (loss) before financing costs	<u>1,508</u>	<u>2,899</u>	<u>3,319</u>	<u>(22,835)</u>	<u>856</u>	<u>(14,253)</u>

A reconciliation of operating profit / (loss) before financing costs to profit / (loss) before tax is provided as follows:

	December 2013 12 months \$'000	December 2012 12 months \$'000
Operating profit / (loss) before financing costs for reportable segments	22,841	(15,109)
Other segments operating profit before financing costs	3,051	856
Net financing costs	(5,775)	(5,748)
Share of profit from associates and joint ventures	3,303	1,947
Profit / (loss) before tax	<u>23,420</u>	<u>(18,054)</u>

Breakdown of revenue from all business operations is as follows:

	December 2013 12 months \$'000	December 2012 12 months \$'000
Analysis of revenue by category		
Sales and commissions	670,288	605,961
Services	57,935	57,514
Royalties	3,998	3,923
Rental income	1,476	1,739
	<u>733,697</u>	<u>669,137</u>

The Group is domiciled in New Zealand. The total revenues from external customers in New Zealand and other countries are:

	December 2013 12 months \$'000	December 2012 12 months \$'000
Revenue from external customers		
New Zealand	275,508	261,900
Australia	91,261	88,737
Oceania Other	17,633	15,945
Asia	188,506	161,305
Americas	54,710	43,331
Europe	106,059	97,642
Africa	20	277
	<u>733,697</u>	<u>669,137</u>

The total non-current assets other than financial instruments and deferred tax assets located in New Zealand and other countries are:

	December 2013 12 months \$'000	December 2012 12 months \$'000
Total non-current assets		
New Zealand	289,385	287,935
Australia	3,517	4,119
Other countries	7,753	7,883
	<u>300,655</u>	<u>299,937</u>