

## Donegal Investment Group plc Interim results for the six months ended 30 June 2013

29 August 2013: Donegal Investment Group plc reports results for the six months ended 30 June 2013

| Financial Performance (pre-exceptional)             |       | H1 2013 | H1 2012 | Change     |
|---|-------|---------|---------|------------|
| Turnover – continuing operations                    | €′000 | 45,351  | 35,149  | Up 29%     |
| Adjusted operating profit/(loss) *                  | €′000 | 843     | (700)   | Up €1.5m   |
| Profit before tax – continuing operations           | €′000 | 962     | 150     | Up €0.8m   |
| Profit for period after tax – continuing operations | €′000 | 722     | 246     | Up €0.5m   |
| Operating cash flow before interest and tax         | €′000 | 1,017   | (386)   | Up €1.4m   |
| EPS   | Cent  | 7.2     | 2.7     | Up 4.5c    |
| EPS (Adjusted)**                                    | Cent  | 8.4     | 4.2     | Up 4.2c    |
| Dividend per share (declared)                       | Cent  | 7.0     | 7.0     | -          |
| Net bank debt                                       | €′000 | 18,310  | 21,633  | Down €3.3m |
| Net asset value per share ***                       | €     | 5.69    | 5.78    | Down €0.09 |

<sup>\*</sup>Adjusted operating profit before the impact of change in fair value of investment properties

## H1 2013 Summary - pre-exceptional

- Group Turnover increased by 29% to €45.4m. All operating divisions delivered double digit growth. Produce increased by 18% to €15.1m and Food-Agri increased by 35% to €30.3m driven by excellent volume growth in Speciality Dairy and our animal feeds business
- Profit for the period after tax increased by €0.5m to €0.7m. This was achieved despite the knock on effect of the poor harvest in the second half of 2012 and foreign exchange losses in the period
- Share of results from Associates was €1.4m, slightly down on 2012
- ➤ Net Finance expenses increased by €0.5m primarily due to foreign exchange losses
- Net Debt decreased by €3.3m
- Adjusted EPS increased by 4.2 cents to 8.4 cents
- Interim Dividend of 7.0 cents maintained

#### **H1 2013 Performance Review**

The board is very pleased with the growth in turnover of 29%, with all Group businesses broadly on plan at the half year as indicated at our recent AGM. We have a number of businesses focused on growth, others focused on cash generation and we are pleased with our position at the half year.

Net asset value per share fell by 9 cent primarily as a result of the adverse effect of sterling on the Group balance sheet as at 30 June.

An interim dividend of 7.0 cent per share will be paid on the 6 December 2013 to shareholders on the register on the 23 November 2013.

<sup>\*\*</sup> Adjusted earnings before the impact of change in fair value of investment properties in Group & associates, the related deferred tax, CGT rate change in 2012 and exceptional costs

<sup>\*\*\*</sup>Net assets are total equity attributable to equity holders of the Company

## **Summary Operations Review**

#### **Produce**

The 2012 performance of the Produce Division was severely impacted by the exceptionally poor weather experienced in 2012, causing a delay in the harvest by several weeks as well as reducing the supply of suitable quality seed potato to meet customer deadlines. In the first half of 2013 turnover increased from €12.8m to €15.1m, an increase of 18%. At the half year end, we were satisfied that plantings were in line with plan in terms of acreage and this continues to be the case. As in prior years though, full year performance will be dependent on yields as well as pricing achieved with growers and customers in the final quarter of the year, when approximately 75% of profits are earned.

#### Food-Agri

We are very pleased with the performance of our Food-Agri division. Top line growth was 35% which was driven by increased demand for animal feed at farm level due to the adverse weather conditions in the first half of the year. In addition the Speciality Dairy business has performed very well in delivering growth in the UK market in which we are now focussed. Monthly volumes and revenues continue to increase from both existing customers and new listings and we expect this trend to continue.

#### **Associates**

The main investment in associates is in Monaghan Middlebrook Mushrooms. Performance from the Group's share of associates was satisfactory. During the period, Monaghan Middlebrook Mushrooms agreed to acquire Prime Champ, an integrated mushroom business headquartered in the Netherlands. This business is currently being integrated and will significantly increase Monaghan's overall presence in mainland Europe.

#### **Finance**

The Group has committed facilities of €22.8m. The key facility is a revolving debt facility of €11m which has been extended to 2015. Net Debt at 30 June was €18.3m down from €21.6m at the same date last year.

#### Outlook

The key determinant of performance in the second half and for the year overall will be the result from the Produce Division. The Board currently expects full year adjusted earnings per share to be at or above 50 cents per share. This is based on the Board's expectations for the second half of 2013 including the seasonal performance and contribution of its Produce Division, continued volume growth in Speciality Dairy and a solid second half performance from its animal feeds business.

## **Geoffrey Vance Chairman**

## For reference:

| Į | nvestors & / | <u>Analysts</u> |  |
|---|--------------|-----------------|--|
|   |              |                 |  |

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# Unaudited condensed consolidated interim statement of comprehensive income For the six months ended 30 June 2013

| N   | Note | 2013 Pre-         |             |            |           |
|---|------|-------------------|-------------|------------|-----------|
|   |      | exceptional       | Exceptional | 2013 Total | 2012      |
|   |      | Unaudited         | Unaudited   | Unaudited  | Unaudited |
|   |      | €′000             | €′000       | €′000      | €′000     |
| Continuing operations                           |      |                   |             |            |           |
| Revenue   | 5    | 45,351            | -           | 45,351     | 35,149    |
| Cost of sales                                   |      | (37,149)          | -           | (37,149)   | (29,002)  |
| Gross profit                                    |      | 8,202             | _           | 8,202      | 6,147     |
| Other income                                    |      | 490               | _           | 490        | 386       |
| Other expenses                                  |      | (157)             | _           | (157)      | -         |
| Distribution expenses                           |      | (2,956)           | _           | (2,956)    | (2,648)   |
| Administrative expenses                         |      | (4,886)           | (51)        | (4,937)    | (4,585)   |
|   |      | (1,000)           | (= -/       | (1,001)    |           |
| Profit/(loss) from operating activities         |      | 693               | (51)        | 642        | (700)     |
| Finance income                                  |      | 199               | -           | 199        | 701       |
| Finance expenses                                |      | (1,360)           | -           | (1,360)    | (1,356)   |
| Net finance expense                             |      | (1,161)           | -           | (1,161)    | (655)     |
| Change of musting of accessing to a function    |      |                   |             |            |           |
| Share of profit of associates (net of           |      | 1 420             | (200)       | 1 1 4 0    | 1 505     |
| tax)  |      | 1,430             | (290)       | 1,140      | 1,505     |
| Profit before income tax                        |      | 962               | (341)       | 621        | 150       |
| Income tax (expense)/credit                     |      | (240)             | _           | (240)      | 96        |
| Profit for the period – continuing              |      |                   |             |            |           |
| operations                                      |      | 722               | (341)       | 381        | 246       |
| Discontinued operations                         |      |                   | ` ,         |            |           |
| Profit from discontinued operations             |      |                   | -           | -          | 7,326     |
|   |      |                   |             |            |           |
| Profit for the period                           |      | 722               | (341)       | 381        | 7,572     |
| Other comprehensive income                      |      |                   |             |            |           |
| Items that are or may be reclassified subsequ   | -    | =                 | :           |            |           |
| Foreign exchange translation differences for f  | _    | -                 |             | (181)      | (64)      |
| Foreign exchange translation differences for a  |      | _                 | 5           | (513)      | (183)     |
| Items that will never be reclassified subseque  | -    | to profit & loss: |             |            |           |
| Defined benefit plans actuarial losses - net of | tax  |                   |             | -          | (370)     |
| Other comprehensive income for                  |      |                   | -           |            |           |
| period, net of income tax                       |      |                   |             | (694)      | (617)     |
| Total comprehensive income for the              |      |                   |             |            |           |
| period  |      |                   |             | (313)      | 6,955     |
| Profit attributable to:                         |      |                   | ·           |            |           |
| Equity holders of the Company                   |      |                   |             | 388        | 7,604     |
| Non controlling interest                        |      |                   |             | (7)        | (32)      |
| <del>-</del>                                    |      |                   | -           |            |           |
|   |      |                   |             | 381        | 7,572     |
|   |      |                   |             |            |           |

# Unaudited condensed consolidated interim statement of comprehensive income (continued) For the six months ended 30 June 2013

|   | 2013<br>€′000 | 2012<br>€'000 |
|---|---------------|---------------|
| Total comprehensive income attributable to: |               |               |
| Equity holders of the Company               | (323)         | 6,970         |
| Non-controlling interest                    | 10            | (15)          |
|   | (313)         | 6,955         |
| Earnings per share                          |               |               |
| Basic earnings per share (euro cent)        |               |               |
| Continuing                                  | 3.8c          | 2.7c          |
| Discontinued                                | <u> </u>      | 72.3c         |
|   | 3.8c          | 75.0c         |
| Diluted earnings per share (euro cent)      |               |               |
| Continuing                                  |               |               |
| Discontinued                                | 3.7c          | 2.7c          |
| Discontinued                                | <del></del>   | 71.7c         |
|   | 3.7c          | 74.4c         |

## Unaudited condensed consolidated interim statement of financial position As at 30 June 2013

|  |      | 30 June 2013 | 31 Dec 2012 | 30 June 2012 |
|--|------|--------------|-------------|--------------|
|  |      | Unaudited    | Audited     | Unaudited    |
|  | Note | €′000        | €′000       | €′000        |
| Assets   | 0    | 45.272       | 46.025      | 46.250       |
| Property, plant and equipment                              | 8    | 15,272       | 16,025      | 16,358       |
| Goodwill   |      | 3,633        | 3,633       | 3,633        |
| Intangible assets  | 0    | 540          | 534         | 523          |
| Investment property  | 9    | 24,975       | 25,675      | 25,851       |
| Investments in associates                                  |      | 22,023       | 21,549      | 19,356       |
| Other investments  |      | 638          | 667         | 965          |
| Trade and other receivables                                |      | 191          | 192         | 192          |
| Total non-current assets                                   |      | 67,272       | 68,275      | 66,878       |
| Inventories  |      | 2,985        | 5,409       | 3,113        |
| Biological assets  |      | 748          | -           | 936          |
| Trade and other receivables                                |      | 26,856       | 38,603      | 27,058       |
| Current tax  |      | -            | -           | 370          |
| Total current assets                                       |      | 30,589       | 44,012      | 31,477       |
| Total assets   |      | 97,861       | 112,287     | 98,355       |
| Equity   |      |              |             |              |
| Issued capital   |      | 1,337        | 1,337       | 1,337        |
| Share premium  |      | 2,975        | 2,975       | 2,975        |
| Other reserves   |      | 504          | 1,495       | 1,163        |
| Retained earnings  |      | 52,874       | 52,486      | 53,176       |
| Total equity attributable to equity holders of the company |      | 57,690       | 58,293      | 58,651       |
| Non – controlling interest                                 |      | 685          | 675         | 814          |
| Total equity   |      | 58,375       | 58,968      | 59,465       |
| Liabilities  |      |              |             |              |
| Loans and other borrowings                                 |      | 14,131       | 14,784      | 5,442        |
| Employee benefits  |      | -            | -           | 669          |
| Derivatives  |      | 4,054        | 3,856       | 1,709        |
| Deferred income  |      | 881          | 1,020       | 1,032        |
| Deferred tax liabilities                                   |      | 4,329        | 4,316       | 3,929        |
| Total non-current liabilities                              |      | 23,395       | 23,976      | 12,781       |
| Loans and other borrowings                                 |      | 1,836        | 2,905       | 14,396       |
| Current tax  |      | 528          | 240         | -            |
| Trade and other payables                                   |      | 11,162       | 21,880      | 9,918        |
| Bank overdraft   |      | 2,565        | 4,318       | 1,795        |
| Total current liabilities                                  |      | 16,091       | 29,343      | 26,109       |
| Total liabilities  |      | 39,486       | 53,319      | 38,890       |
| Total equity and liabilities                               |      | 97,861       | 112,287     | 98,355       |
|  |      | 37,001       | ,           | 30,333       |

## Unaudited condensed consolidated statement of changes in equity

|   | Share<br>capital<br>€'000 | Share<br>premium<br>€'000 | Trans-<br>lation<br>reserve<br>€'000 | Reserve<br>for own<br>shares<br>€'000 | Revalua-<br>tion<br>reserves<br>€'000 | Share option reserve €'000 | Retained<br>earnings<br>€'000 | Total<br>€'000 | Minority<br>Interest<br>€'000 | Total<br>Equity<br>€'000 |
|---|---------------------------|---------------------------|--------------------------------------|---------------------------------------|---------------------------------------|----------------------------|-------------------------------|----------------|-------------------------------|--------------------------|
| Balance at 1 January 2013   | 1,337                     | 2,975                     | (2,715)                              | (348)                                 | 4,169                                 | 389                        | 52,486                        | 58,293         | 675                           | 58,968                   |
| Total comprehensive income for the period Profit/(loss) Other comprehensive income                | -                         | -                         | -                                    | -                                     | -                                     | -                          | 388                           | 388            | (7)                           | 381                      |
| Foreign currency translation differences for foreign operations                                   | -                         | -                         | (198)                                | -                                     | -                                     | -                          | -                             | (198)          | 17                            | (181)                    |
| Currency translation differences for associate undertakings                                       | -                         | -                         | (513)                                | -                                     | -                                     | -                          | -                             | (513)          | -                             | (513)                    |
| Other comprehensive income  | -                         | -                         | (711)                                | -                                     | -                                     | -                          | -                             | (711)          | 17                            | (694)                    |
| Total comprehensive income for the period   | -                         | -                         | (711)                                | -                                     | -                                     | -                          | 388                           | (323)          | 10                            | (313)                    |
| Transactions with owners recorded directly in equity Contributions by and distributions to owners |                           |                           |                                      |                                       |                                       | (122)                      |                               | (422)          |                               | (122)                    |
| Shared based payments lapsed Acquisition of treasury shares                                       | -                         | -                         | -                                    | (148)                                 | -                                     | (132)                      | -                             | (132)<br>(148) | -                             | (132)<br>(148)           |
| Total contributions by and  |                           |                           |                                      |                                       |                                       |                            |                               |                |                               |                          |
| distributions to owners   | -                         | -                         | -                                    | (148)                                 | -                                     | (132)                      | -                             | (280)          | -                             | (280)                    |
| Balance at 30 June 2013   | 1,337                     | 2,975                     | (3,426)                              | (496)                                 | 4,169                                 | 257                        | 52,874                        | 57,690         | 685                           | 58,375                   |

## Unaudited condensed consolidated statement of changes in equity

|  | Share<br>capital<br>€'000 | Share<br>premium<br>€'000 | Trans-<br>lation<br>reserve<br>€'000 | Reserve<br>for own<br>shares<br>€'000 | Revalua-<br>tion<br>reserves<br>€'000 | Share option reserve €'000 | Retained<br>earnings<br>€'000 | Total<br>€'000 | Minority<br>Interest<br>€'000 | Total<br>Equity<br>€'000 |
|--|---------------------------|---------------------------|--------------------------------------|---------------------------------------|---------------------------------------|----------------------------|-------------------------------|----------------|-------------------------------|--------------------------|
| Balance at 1 January 2012                            | 1,337                     | 2,975                     | (2787)                               | (348)                                 | 4,169                                 | 374                        | 45,942                        | 51,662         | 829                           | 52,491                   |
| Total comprehensive income for the period            |                           |                           |                                      |                                       |                                       |                            |                               |                |                               |                          |
| Profit/(loss)  | _                         | _                         | _                                    | _                                     | -                                     | _                          | 7,604                         | 7,604          | (32)                          | 7,572                    |
| Other comprehensive income                           |                           |                           |                                      |                                       |                                       |                            | ,                             | ,              | (- /                          | ,-                       |
| Foreign currency translation differences             |                           |                           |                                      |                                       |                                       |                            |                               |                |                               |                          |
| for foreign operations                               | -                         | -                         | (264)                                | _                                     | -                                     | _                          | -                             | (264)          | 17                            | (247)                    |
| Defined benefit plan actuarial losses, net of tax    | -                         | -                         | -                                    | -                                     | -                                     | -                          | (370)                         | (370)          | -                             | (370)                    |
| Other comprehensive income                           | -                         | -                         | (264)                                | -                                     | -                                     | -                          | (370)                         | (634)          | 17                            | (617)                    |
| Total comprehensive income for the period            | -                         | -                         | (264)                                | -                                     | -                                     | -                          | 7,234                         | 6,970          | (15)                          | 6,955                    |
| Transactions with owners recorded directly in equity |                           |                           |                                      |                                       |                                       |                            |                               |                |                               |                          |
| Contributions by and distributions to owners         |                           |                           |                                      |                                       |                                       |                            |                               |                |                               |                          |
| Shared based payments                                | -                         | -                         | -                                    | -                                     | -                                     | 19                         | -                             | 19             | -                             | 19                       |
| Total contributions by and                           |                           |                           |                                      |                                       |                                       |                            |                               |                |                               |                          |
| distributions to owners                              | -                         | -                         | -                                    | -                                     | -                                     | 19                         | -                             | 19             | -                             | 19                       |
| Balance at 30 June 2012                              | 1,337                     | 2,975                     | (3,051)                              | (348)                                 | 4,169                                 | 393                        | 53,176                        | 58,651         | 814                           | 59,465                   |

# Condensed consolidated interim statement of cash flows For the six months ended 30 June 2013

|   | Note | 2013<br>Unaudited<br>€'000 | 2012<br>Unaudited<br>€′000 |
|---|------|----------------------------|----------------------------|
| Operating activities  |      |                            |                            |
| Profit for the period   |      | 381                        | 7,572                      |
| Adjusted for  |      |                            |                            |
| Depreciation  |      | 675                        | 735                        |
| Amortisation of intangible assets   |      | 42                         | 26                         |
| Changes in fair value of investment property  |      | 150                        | -                          |
| Defined benefit pension charge  |      | -                          | 20                         |
| Net finance costs   |      | 1,161                      | 655                        |
| Gain on disposal of operation   |      | -                          | (7,520)                    |
| Share of profit of associates   |      | (1,140)                    | (1,505)                    |
| Gain on sale of property, plant and equipment   |      | (9)                        | (11)                       |
| Loss on sale of investment property   |      | 7                          | -                          |
| Equity settled share-based payment transactions   |      | -                          | 19                         |
| Defined benefit pension contributions paid  |      | -                          | (39)                       |
| Income tax expense/(credit)   |      | 240                        | (96)                       |
| , , ,   |      | 1,507                      | (144)                      |
| Change in inventories/biological assets   |      | 1,558                      | 579                        |
| Change in trade and other receivables   |      | 7,600                      | (8,367)                    |
| Change in trade and other payables  |      | (9,648)                    | 7,546                      |
| •   |      | 1,017                      | (386)                      |
| Interest paid   |      | (309)                      | (458)                      |
| Income tax paid   |      | 14                         | (318)                      |
| Net cash from operating activities  |      | 722                        | (1,162)                    |
|   |      |                            | ( / - /                    |
| Cash flows from investing activities  |      |                            |                            |
| Proceeds from sale of property, plant and equipment                                       |      | 49                         | 22                         |
| Acquisition of controlling interest   |      | -                          | (180)                      |
| Deferred consideration paid   |      | (103)                      | -                          |
| Acquisition of property, plant and equipment  |      | (136)                      | (392)                      |
| Interest received   |      | 23                         | 77                         |
| Disposal of operation   |      | -                          | 12,973                     |
| Deferred consideration received   |      | 2,500                      | -                          |
| Dividends received  |      | 26                         | 2                          |
| Acquisition of intangibles  |      | (53)                       | (79)                       |
| Proceeds from sale of investment property   |      | 530                        | -                          |
| Repayment of loan by associate  |      | 130                        | 390                        |
| Net cash from investing activities  |      | 2,966                      | 12,813                     |
|   |      |                            |                            |
| Cash flows from financing activities  |      |                            |                            |
| Payment of finance lease liabilities  |      | (83)                       | (54)                       |
| Repayment of borrowings   |      | (1,651)                    | (1,126)                    |
| Acquisition of treasury shares  |      | (148)                      |                            |
| Net cash from financing activities  |      | (1,882)                    | (1,180)                    |
| Not increase in each and each equivalents   | 11   | 1 000                      | 10 471                     |
| Net increase in cash and cash equivalents   | 11   | 1,806                      | 10,471                     |
| Cash and cash equivalents at 1 January  Effect of exchange rate fluctuations on each hold |      | (4,318)                    | (12,200)                   |
| Effect of exchange rate fluctuations on cash held   |      | (53)                       | (66)                       |
| Cash and cash equivalents at 30 June  |      | (2,565)                    | (1,795)                    |

#### (1) Reporting entity

Donegal Investment Group Plc (the "Company") (formerly Donegal Creameries plc) is a company domiciled in Ireland. The condensed consolidated interim financial statements of the Group as at and for the six months ended 30 June 2013 comprise the Company and its subsidiaries (together referred to as the "Group") and the Group's interests in associates and jointly controlled entities. The consolidated financial statements of the Group as at and for the year ended 31 December 2012 are available upon request from the Company's registered office at Ballyraine, Letterkenny, County Donegal.

Following the passing of resolutions relating to the name change which were proposed to shareholders at the Company's Annual General Meeting held on 3 July 2013, the Board of Donegal Creameries plc received the approval of the Registrar of Companies in Ireland to change its name to Donegal Investment Group plc effective 8 July 2013.

## (2) Statement of compliance

These condensed consolidated interim financial statements have been prepared in accordance with international financial reporting standard (IFRS) IAS 34 *Interim Financial Reporting* as adopted by the EU. They do not include all of the information required for full annual financial statements, and should be read in conjunction with the consolidated annual financial statements of the Group, prepared in accordance with IFRS as adopted by the EU (EU IFRS) as at and for the year ended 31 December 2012. The financial information presented herein does not amount to statutory financial statements that are required by company law to be annexed to the annual return of the company. The financial statements for the financial year ended 31 December 2012 are annexed to the annual return to be filed with the Registrar of Companies. The audit report on those EU IFRS financial statements was not qualified.

The financial statements are presented in euro, which is the company's functional currency. All financial information presented in euro is rounded to the nearest thousand. They are prepared on the historical cost basis except that the following assets and liabilities are stated at their fair value: derivative financial instruments, financial assets classified as available-for-sale and investment property. These condensed consolidated interim financial statements were approved by the Board of Directors on 28 August 2013.

## (3) Accounting policies

The accounting policies and methods of computation adopted in the preparation of the Group Condensed Consolidated Interim Financial Statements are consistent, except as noted below, with those applied in the Annual Report for the financial year ended 31 December 2012 and are described in those financial statements.

Except as described below, the Group did not adopt any new International Financial Reporting Standards (IFRS) or interpretations in the period that have had a material impact on the Group Condensed Interim Financial Statements for the half year.

## (a) Change in accounting policy

As of 1 January 2013, the Group has changed its accounting policies in the following areas which do not have a material effect on the results or financial position of the Group:

Amendments to IFRS 13 Fair Value Measurement
Amendments to IAS 19 Employee Benefits (2011)

Annual Improvements to IFRS's 2009-2011 Cycle

Presentation of Items of Other Comprehensive Income (Amendments to IAS 1):

As a result of the amendments to IAS 1, the Group has modified the presentation of items of other comprehensive income in its consolidated statement of comprehensive income, to present separately items that may be reclassified to profit or loss in the future from those that would never be reclassified. Tax impacts have also been so allocated. Comparative information has been re-presented accordingly. The adoption of the Amendment to IAS 1 has no impact on the recognised assets, liabilities and comprehensive income of the Group.

## (4) Estimates

The preparation of interim financial statements requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates. In preparing these condensed consolidated interim financial statements, the significant judgements made by management in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements as at and for the year ended 31 December 2012 (in respect of the carrying value of goodwill, deferred tax, financial assets and liabilities).

## (5) Segment Information

IFRS 8 Operating Segments requires operating segments to be identified on the basis of internal reports that are regularly reviewed by the chief operating decision maker (CODM) in order to allocate resources to the segments and to assess their performance.

Following the sale of the agri stores and liquid milk business, the Group now comprises the following reportable business segments:

- Produce: The growing, sales and distribution of seed potatoes and organic produce.
- Food-Agri: The manufacture, sale and distribution of farms inputs and dairy products and sale of food-agri property assets.
- Associates: Associates is comprised of our existing investments in Monaghan Middlebrook Mushrooms, North Western Livestock Holdings and Leapgrange.

Information regarding the results of each reportable segment is included below. Performance is measured based on segment operating profit/(loss) as included in the internal management reports that are reviewed by the Group's CODM, being the Board. Segment operating profit is used to measure performance; as such information is the most relevant in evaluating the results of the Group's segments. Segment results, assets and liabilities include all items directly attributable to a segment. Segment capital expenditure is the total amount incurred during the period to acquire segment assets that are expected to be used for more than one accounting period.

## (5) Segment Information (continued)

## **Business segments** (continued)

|   | Produce |        | Food   | -Agri  | Associates |          | Total-G  | roup     |
|---|---------|--------|--------|--------|------------|----------|----------|----------|
|   | 2013    | 2012   | 2013   | 2012   | 2013       | 2012     | 2013     | 2012     |
|   | €′000   | €′000  | €′000  | €′000  | €′000      | €′000    | €′000    | €′000    |
| Total revenues                              | 15,090  | 12,799 | 30,261 | 22,350 | 75,569     | 72,635   | 120,920  | 107,784  |
| Less : Revenue from associates              | -       | -      | -      | -      | (75,569)   | (72,635) | (75,569) | (72,635) |
| Revenue – continuing operations             | 15,090  | 12,799 | 30,261 | 22,350 |            | -        | 45,351   | 35,149   |
| Inter-segment revenue                       |         | -      | -      | -      |            | -        | -        | -        |
| Segment result before exceptional items     | (53)    | (633)  | 746    | (28)   | 1,430      | 1,505    | 2,123    | 844      |
| Inter-segmental charges                     | -       | _      | 186    | -      | (186)      | -        | -        | -        |
| Segmental result from continuing operations |         |        |        |        |            |          |          | _        |
| before exceptional items                    | (53)    | (633)  | 932    | (28)   | 1,244      | 1,505    | 2,123    | 844      |
| Exceptional items                           |         |        |        |        |            | _        | (341)    | -        |
| Net finance expense                         |         |        |        |        |            |          | (1,161)  | (655)    |
| Income tax (expense)/benefit                |         |        |        |        |            |          | (240)    | 96       |
| Share option expense                        |         |        |        |        |            |          | -        | (19)     |
| Current pension service cost                |         |        |        |        |            |          | -        | (20)     |
| Profit for the year – continuing operations |         |        |        |        |            | _        | 381      | 246      |

There were no inter-segment transactions in the period (2012: nil)

## (5) Segment Information (continued)

**Business segments** (continued)

|  | Produce  |            | Food   | d-Agri | Associates |          | Total  | l-Group  |
|--|----------|------------|--------|--------|------------|----------|--------|----------|
|  | 2013     | 2012       | 2013   | 2012   | 2013       | 2012     | 2013   | 2012     |
|  | €′000    | €′000      | €′000  | €′000  | €′000      | €′000    | €′000  | €′000    |
| Segment assets                                     | 14,477   | 16,361     | 61,361 | 62,638 | -          | -        | 75,838 | 78,999   |
| Investments in associates                          | -        | -          | -      | -      | 22,023     | 19,356   | 22,023 | 19,356   |
| Total assets                                       | 14,477   | 16,361     | 61,361 | 62,638 | 22,023     | 19,356   | 97,861 | 98,355   |
| Segment liabilities                                | 4,020    | 3,715      | 8,551  | 7,235  | -          |          | 12,571 | 10,950   |
| Bank overdraft (unallocated)                       |          |            |        |        |            |          | 2,565  | 1,795    |
| Derivatives (unallocated)                          |          |            |        |        |            |          | 4,054  | 1,709    |
| Loans and borrowings (unallocated)                 |          |            |        |        |            |          | 15,967 | 19,838   |
| Employee benefits (unallocated)                    |          |            |        |        |            |          | -      | 669      |
| Deferred tax (unallocated)                         |          |            |        |        |            |          | 4,329  | 3,929    |
| Total liabilities                                  |          |            |        |        |            |          | 39,486 | 38,890   |
| Capital expenditure                                | 82       | 80         | 107    | 391    | -          | -        | 189    | 471      |
| Depreciation and amortisation                      | 255      | 266        | 462    | 495    | -          | -        | 717    | 761      |
| Impairment of investment property and other assets | -        |            | 179    | 330    |            |          | 179    | 330      |
|  | Island o | of Ireland | Eui    | rope   | Rest o     | of World | Cons   | olidated |
|  | 2013     | 2012       | 2013   | 2012   | 2013       | 2012     | 2013   | 2012     |
|  | €′000    | €′000      | €′000  | €′000  | €′000      | €′000    | €′000  | €′000    |
| Revenue from external customers                    | 39,108   | 29,375     | 5,917  | 5,553  | 326        | 221      | 45,351 | 35,149   |
| Segment assets                                     | 91,603   | 88,862     | 5,951  | 8,956  | 307        | 537      | 97,861 | 98,355   |
| Capital expenditure                                | 167      | 407        | 21     | 61     | 1          | 3        | 189    | 471      |

## (5) Segment Information (continued)

Entity-wide disclosures

Section 1: Information about products and services

The Group's revenue from external customers in respect of its principal products and services is analysed in the disclosures above.

Section 2: Information about geographical areas and customers

The Group has a presence in several countries worldwide. The revenues from external customers and non-current assets (as defined in IFRS 8) attributable to the country of domicile of all foreign operations are noted above. Seasonality

The Group's Produce and Food-Agri divisions are second half weighted. This weighting is primarily driven by weather and global buying patterns.

The Group is not reliant on any single customer for greater than 10% of its revenues.

## (6) Earnings per share

The calculation of basic and diluted earnings per share is set out below:

## Profit attributable to ordinary shareholders

|   | 2013       | 2012       |
|---|------------|------------|
|   | Continuing | Continuing |
|   | operations | operations |
|   | €′000      | €′000      |
| Profit for the period   | 381        | 7,572      |
| Profit attributable to ordinary shareholders                      | 388        | 7,604      |
| Weighted average number of ordinary shares In thousands of shares |            |            |
|   | 2013       | 2012       |
| Weighted average number of ordinary shares                        |            |            |
| in issue for the year   | 10,286     | 10,286     |
| Weighted average number of treasury shares                        | (164)      | (144)      |
| Denominator for basic earnings per share                          | 10,122     | 10,142     |
| Effect of share options in issue                                  | 87         | 65         |
| Weighted average number of ordinary shares (diluted)              |            |            |
| at 30 June  | 10,209     | 10,207     |

During the period, the Group purchased 38,776 treasury shares at a total purchase price of €148,000 including transaction costs, in a number of transactions, intended to be used to settle the Group share option scheme. The weighted average purchase price per share was €3.79.

## (6) Earnings per share (continued)

| Earnings per share Basic earnings per share (euro cent) | 2013     | 2012           |
|---|----------|----------------|
| Continuing  | 3.8c     | 2.7c           |
| Discontinued  | 3.8c     | 72.3c<br>75.0c |
| Diluted earnings per share (euro cent)                  |          |                |
| Continuing  | 3.7c     | 2.7c           |
| Discontinued  | <u> </u> | 71.7c          |
|   | 3.7c     | 74.4c          |
|   |          |                |

## (7) Dividends

No dividends were paid in either the 6 months ended 30 June 2013 or the 6 months ended 30 June 2012. The Board has proposed the payment of an interim dividend of 7.0 cent per share on 6 December 2013 (7.0 cent per share in 2012) to holders of shares on 15 November 2013.

A final dividend of 9.0 cent per share for the year ended 31 December 2012 was paid on 23 August 2013 to those shareholders on the register on 2 August 2013.

## (8) Property, plant and equipment

## Acquisitions and disposals

During the six months ended 30 June 2012, the Group acquired assets with a cost of €189,000 (six months ended 30 June 2012: €392,000). Assets with a net book value of €40,000 were disposed of during the six months ended 30 June 2013 (six months ended 30 June 2012: €11,000), resulting in a gain on disposal of €9,000 (six months ended 30 June 2012: gain of €11,000).

## (9) Investment Property

|                                      | 2013   | 2012   |
|--------------------------------------|--------|--------|
|                                      | €′000  | €′000  |
| Balance at 1 January                 | 25,675 | 25,833 |
| Change in fair value                 | (150)  | -      |
| Disposals                            | (530)  | -      |
| Effect of movement in exchange rates | (20)   | 18     |
| Balance at 30 June                   | 24,975 | 25,851 |

Investment property includes the Grianan estate, student residences in Ballyraine, the Oatfield building in Letterkenny, the Bridgend property and development land in both Donegal and Northern Ireland.

## (9) Investment Property (continued)

## **Acquisitions and disposals**

During the six months ended 30 June 2013, the Group did not acquire any investment properties (six months ended 30 June 2012: €Nil). The Group disposed of investment property to the value of €530,000 during the six months ended 30 June 2013 (six months ended 30 June 2012: €Nil) resulting in a loss on disposal of €7,000 (six months ended 30 June 2012: €Nil).

## (10) Related parties

## Transactions with key management personnel

Key management personnel receive compensation in the form of short-term employee benefits, post-employment benefits and equity compensation benefits. Key management personnel received total compensation of €180,653 for the six months ended 30 June 2013 (six months ended 30 June 2012: €305,000). Total remuneration is included in "administration expenses."

## Other related party transactions

| Other related party transactions          |                                    |       |                            |          |  |
|---|------------------------------------|-------|----------------------------|----------|--|
|   | Transaction value                  |       | <b>Balance outstanding</b> |          |  |
|   | Period ended As at 30 June 30 June |       | at                         |          |  |
|   |                                    |       | 30 J                       | 30 June  |  |
|   | 2013                               | 2012  | 2013                       | 2012     |  |
|   | €′000                              | €′000 | €′000                      | €′000    |  |
| Sale of goods and services                |                                    |       |                            |          |  |
| Sales by group to directors               | 284                                | 195   | 140                        | 69       |  |
| (11) Net debt – bank overdraft            |                                    |       |                            | £        |  |
| Balance at 31 December 2012               |                                    |       | (4,318                     | -        |  |
| Net increase in cash and cash equivalents |                                    |       | 3,540                      | )        |  |
| Effect of exchange rate fluctuations      |                                    |       | (53                        | )        |  |
| Repayment of borrowings                   |                                    |       | (1,651)                    |          |  |
| Repayment of finance Leases               |                                    |       | (83                        | )        |  |
| Balance at 30 June 2013                   |                                    |       | (2,565                     | <u> </u> |  |

## (12) Capital Commitments

At 30 June 2013 there were no capital commitments (2012: €55,000) authorised by the directors but not provided for in the financial statements.

## (13) Financial instruments

Fair values versus carrying amounts

The fair values of financial assets and liabilities, together with the carrying amounts shown in the balance sheet, are as follows:

|   | 30 June 2013 |          |
|---|--------------|----------|
|   | Carrying     | Fair     |
|   | amount       | value    |
|   | €′000        | €′000    |
| Non current financial assets:                             |              |          |
| Available-for-sale financial assets                       | 638          | 638      |
| Trade and other receivables                               | 191          | 191      |
| Current financial assets:                                 |              |          |
| Trade and other receivables                               | 26,856       | 26,856   |
| Non current financial liabilities:                        |              |          |
| Derivatives - option granted over investment in associate | (4,054)      | (4,054)  |
| Derivatives – deferred consideration                      | (738)        | (738)    |
| Loans and borrowings                                      | (14,131)     | (14,131) |
| Current financial liabilities:                            |              |          |
| Loans and borrowings                                      | (1,836)      | (1,836)  |
| Trade and other payables                                  | (11,162)     | (11,162) |
| Bank overdraft  | (2,565)      | (2,565)  |
|   | (6,801)      | (6,801)  |

## Fair Value Hierarchy

The Group uses the following hierarchy for determining and disclosing the fair value of financial instruments by valuation technique:

- Level 1: quoted (unadjusted) prices in active markets for identical assets or liabilities;
- Level 2: other techniques for which all inputs which have a significant effect on the recorded fair value are observable, either directly or indirectly; and
- Level 3: techniques which use inputs which have a significant effect on the recorded fair value that are not based on observable market data.

At 30 June 2013, the Group recognised and measured the following financial instruments at fair value:

|   | 2013    | 2013    | 2013    | 2013    |  |
|---|---------|---------|---------|---------|--|
|   | Total   | Level 1 | Level 2 | Level 3 |  |
| Financial assets  | €′000   | €′000   | €′000   | €′000   |  |
| Available for sale - Unquoted equity investments          | 638     | -       | -       | 638     |  |
| Derivatives – option granted over investment in associate | (4,054) | -       | -       | (4,054) |  |
| Derivatives – deferred consideration                      | (738)   | -       | -       | (738)   |  |

## (13) Financial instruments (continued)

| Additional disclosures for level 3 fair value measurements |         |
|--|---------|
| Derivatives – option granted over investment in associate  | €′000   |
| At beginning of period                                     | (3,856) |
| Expense recognised in the income statement                 | (198)   |
| At the end of the period                                   | (4,054) |
| Available for sale- unquoted equity investments            |         |
| At beginning of period                                     | 667     |
| Expense recognised in the income statement                 | (29)    |
| At the end of the period                                   | 638     |
| Derivatives – deferred consideration                       |         |
| At beginning of period                                     | (863)   |
| Paid in the period   | 125     |
| At the end of the period                                   | (738)   |

The fair value of the option granted over investment in associate was measured by deriving an enterprise value using an earnings multiple comparable with recent market transactions. The resulting enterprise value was adjusted for the net funds of the investee, and a discount factor applied to reflect the minority interest nature of the investment. The effect of a change to a reasonably possible alternative assumption does not have a significant impact upon Group profit, total assets, or total equity.

The fair value of unquoted investments is based on recent market transactions.

The fair value of deferred consideration is estimated by discounting the difference between the contractual forward price and the current forward price for the residual maturity using the Group risk free interest rate.

#### (14) Exceptional items

The Group reports the following exceptional items in the period:

| 2013                        | 2012                            |
|-----------------------------|---------------------------------|
| €'000                       | €'000                           |
| (51)                        | -                               |
| (290)                       | -                               |
| (341)                       | -                               |
| vice in respect of costs as | ssociated with                  |
|                             | €′000<br>(51)<br>(290)<br>(341) |

(ii) Associate exceptional costs include redundancy costs and costs in respect of company acquisitions.

## (15) Events after the balance sheet date

There have been no significant events subsequent to the period end, which would require adjustment to, or disclosure in, the interim financial statements.