



Retail Food Group Limited

Appendix 4D

Interim Financial Report

Half-Year Ended 31 December 2017

This half-year report is provided to the Australian Stock Exchange (ASX) under ASX Listing Rule 4.2A.3

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SUMMARY FINANCIAL INFORMATION

| Item | REPORTED | | | UNDERLYING OPERATIONS ⁽¹⁾ | | |
|------------------------------|--------------------------------|--|-------------------------|--------------------------------------|----------|----------|
| | 1HY17 (Previously reported) | | 1HY17 (Restated) | 1HY18 | 1H17 | 1H18 |
| Financial | | | | | | |
| Revenue | \$161.9m | | \$161.9m | \$195.5m | | |
| EBITDA* | \$56.6m | | \$55.4m ⁽²⁾ | (\$100.8m) | \$60.5m | \$45.7m |
| EBIT* | \$52.7m | | \$51.5m ⁽²⁾ | (\$106.9m) | \$56.6m | \$40.3m |
| NPAT | \$33.5m | | \$32.7m ⁽²⁾ | (\$87.8m) | \$36.2m | \$24.7m |
| Basic EPS | 19.6 cps | | 19.2 cps ⁽²⁾ | (49.0 cps) | 21.2 cps | 13.8 cps |
| Dividend | 14.75 cps | | 14.75 cps | - | | |
| Operating Performance | | | | | | |
| Revenue growth | 9.2% | | 9.2% | 20.8% ⁽³⁾ | | |
| EBITDA growth/(decline)* | | | | (282.1%) ⁽³⁾ | 13.0% | (24.5%) |
| EBIT growth/(decline)* | | | | (307.6%) ⁽³⁾ | 11.8% | (28.7%) |
| NPAT growth/(decline) | | | | (368.4%) ⁽³⁾ | 12.7% | (31.8%) |
| Basic EPS growth/(decline) | | | | (355.2%) ⁽³⁾ | 8.3% | (34.9%) |

* EBITDA, EBIT, Underlying EBITDA, Underlying EBIT & Underlying NPAT are non-IFRS profit measures used by Directors and Management to assess the underlying performance of the Group.

(1) EBITDA and EBIT results from 'Underlying Operations' exclude the pre-tax impact of the following amounts recognised in the Consolidated Statement of Profit or Loss and Other Comprehensive Income:

EBIT - REPORTED (Restated)

Acquisition transaction and integration costs
(including restructuring costs)

Impairment and provisions

EBIT - UNDERLYING OPERATIONS

NPAT results from 'Underlying Operations'

NPAT - REPORTED

Post- tax impact of non-underlying EBIT adjustments

NPAT - UNDERLYING OPERATIONS

| | 1H17 (Restated) | 1H18 |
|--|------------------------|-------------------------|
| EBIT - REPORTED (Restated) | \$51.5m ⁽²⁾ | (\$106.9m) |
| Acquisition transaction and integration costs (including restructuring costs) | \$3.9m ⁽²⁾ | \$9.2m |
| Impairment and provisions | \$1.1m ⁽²⁾ | \$138.0m ⁽⁴⁾ |
| EBIT - UNDERLYING OPERATIONS | \$56.6m | \$40.3m |
| NPAT - REPORTED | \$32.7m ⁽²⁾ | (\$87.8m) |
| Post- tax impact of non-underlying EBIT adjustments | \$3.5m ⁽²⁾ | \$112.5m |
| NPAT - UNDERLYING OPERATIONS | \$36.2m | \$24.7m |

(2) Restated – see Note 21.

(3) 1H18 Operating Performance growth measures are based on 1H17 Restated Reported results.

(4) Refer to Note 6.

APPENDIX 4D - SECTION A

RESULTS FOR ANNOUNCEMENT TO THE MARKET

Reporting period

Current reporting period:

Half-Year Ended 31 December 2017

Previous corresponding period:

Half-Year Ended 31 December 2016

Revenue and net profit

| Details | | Growth PCP % | | 1H18 \$'000 |
|---|------|--------------|----|-------------|
| Revenue from operations | up | 20.8% | to | 195,492 |
| Profit from ordinary activities after tax attributable to members | down | 368.4% | to | (87,760) |
| Net profit attributable to members | down | 368.4% | to | (87,760) |

Dividends

| Details | Cents Per Share | Total Amount \$'000 | Franked/Unfranked | Payment Date |
|---|-----------------|---------------------|-------------------|-----------------|
| Declared and paid during the half-year | | | | |
| Final FY17 dividend | 15.00 | 26,510 | 100% Franked | 17 October 2017 |

Net tangible assets per security

| Details | 31 December 2017 | 30 June 2017 |
|---|------------------------------|------------------------------|
| Net tangible (liabilities)/assets per security ⁽¹⁾ | (115.0) cents ⁽²⁾ | (115.0) cents ⁽³⁾ |

(1) Net tangible assets defined as net assets less intangible assets.

(2) 31 December 2017 calculation based on 182,745,510 shares.

(3) 30 June 2017 calculation based on 176,736,066 shares.

APPENDIX 4D - SECTION B

COMMENTARY ON THE RESULTS

For comments on trading performance during the half-year, refer to the 1H18 media release, 1H18 Results Presentation and the Directors' Report.

The Board of Directors has resolved that no interim dividend will be paid in FY18.



**Retail Food Group Limited
Consolidated Financial Report
Half-Year Ended 31 December 2017**

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DIRECTORS' REPORT

Overview

The Directors of Retail Food Group Limited (referred to hereafter as the Company) submit herewith the Financial Report of the Company for the period ended 31 December 2017 in accordance with the provisions of the *Corporations Act 2001*.

Information about the Directors

The names and particulars of the Directors of the Company during or since the end of the half-year are:

| Name | Particulars |
|--------------------------|---|
| Mr Colin Archer | Chairman and Independent Non-Executive Director |
| Mr Andre Nell | Executive Managing Director |
| Ms Jessica Buchanan | Independent Non-Executive Director |
| Mr Stephen Lonie | Independent Non-Executive Director |
| Ms Kerry Ryan | Independent Non-Executive Director |
| Mr Russell Shields | Independent Non-Executive Director |
| Mr Anthony (Tony) Alford | Non-Independent Non-Executive Director - Resigned 3 July 2017 |

Principal activities

The Group's principal activities during the course of the half-year were:

- Intellectual property ownership of the Donut King, bb's café, Brumby's Bakery, Michel's Patisserie, Esquires Coffee Houses (Australia & New Zealand), Pizza Capers Gourmet Kitchen, Crust Gourmet Pizza Bar, The Coffee Guy, Café2U, Gloria Jean's Coffees, It's A Grind and Di Bella Coffee Brand Systems;
- Development and management of the Donut King, bb's café, Brumby's Bakery, Michel's Patisserie, Esquires Coffee Houses (Australia & New Zealand), Pizza Capers Gourmet Kitchen, Crust Gourmet Pizza Bar, The Coffee Guy, Café2U, Gloria Jean's Coffees, It's A Grind and Di Bella Coffee Brand Systems throughout the world, whether directly managed and/or as licensor for all Brand Systems;
- Development and management of the coffee roasting facilities and the wholesale supply of coffee and allied products to the existing Brand Systems and third party accounts under the Evolution Coffee Roasters Group, Caffe Coffee, Roasted Addition, Barista's Choice and Di Bella Coffee brands; and
- Development and management of the procurement, warehousing, manufacturing and distribution business under the Hudson Pacific Food Service, Dairy Country, Bakery Fresh and Associated Food Service brands.

Review of operations and financial condition

Group overview

An \$87.8 million statutory loss after tax is clearly a disappointing result and needs to be understood in the context of a comprehensive review of the RFG Group.

Significant aspects of this RFG-wide review are now complete, which have resulted in:

- A strategic business model reset to focus on the quality of the domestic franchise business;
- A decision that 160 - 200 domestic outlets will be closed, predominantly due to unsustainable rent, and declining shopping centre performance, by end of FY19; and
- \$10.0 million targeted in annualised operational savings through the restructure of RFG's existing shared service corporate model.

This comprehensive review was initiated in response to recent poor trading results, impacted by both the ongoing challenging retail market trading conditions, especially within increasingly competitive shopping centre locations, and to better leverage RFG's diversified business platform to support franchisee sustainability and improve shareholder value.

DIRECTORS' REPORT

Review of operations and financial condition (continued)

Group overview (continued)

The planned store closures, recent trading performance, and re-assessment of near-term trading prospects resulted in non-cash impairments, write-downs, and provisioning, totalling \$138.0 million being recognised in the 1H18 result, including:

- Impairments against the carrying value of Brand System intangible assets including Michel's Patisserie (\$45.0 million), Pizza Capers (\$4.5 million), Gloria Jeans (\$5.0 million), and Goodwill associated with the Coffee Retail Division CGU (\$29.5 million);
- \$35.7 million arising from network consolidation activity; and
- \$18.3 million for property, plant & equipment and inventory write-downs, loss on real property disposals and miscellaneous matters.

Persistently tough retail conditions and the cumulative impact of 2H17 and 1H18 domestic outlet closures, combined with onerous lease conditions and internal challenges in the management of RFG's business model, particularly evident in a sharp decline amongst new domestic franchise sales and renewals in the December quarter, contributed to RFG's disappointing 1H18 results.

1H 2018 Results

The following table summarises the Group's reported results for the half-years ended 31 December 2017 and 31 December 2016:

| Item | 1H18 | 1H17 | Change |
|------------------------------------|------------|-----------|-------------|
| Revenue | \$195.5m | \$161.9m | \$33.6m |
| NPAT ⁽²⁾ | (\$87.8m) | \$32.7m | (\$120.5m) |
| NPAT (Underlying) ⁽¹⁾ | \$24.7m | \$36.2m | (\$11.5m) |
| EBITDA ⁽²⁾ | (\$100.8m) | \$55.4m | (\$156.2m) |
| EBITDA (Underlying) ⁽¹⁾ | \$45.7m | \$60.5m | (\$14.8m) |
| EPS ⁽²⁾ | (49.0 cps) | 19.2 cps | (68.2 cps) |
| EPS (Underlying) ⁽¹⁾ | 13.8 cps | 21.2 cps | (7.4 cps) |
| Interim Dividend per Share (DPS) | - | 14.75 cps | (14.75 cps) |

(1) These figures are not subject to audit.

(2) Restated 1H17 - see Note 21.

The Group has restated its statutory reported results for the half-year ended 31 December 2016 (1H17). The restatements are further discussed within the annual report for the year ended 30 June 2017, and more particularly detailed in Note 21 of these financial statements. Underlying results for 1H17 have not been impacted by the restatements.

Revenue for 1H18 was \$195.5 million, representing a 20.8% increase (or \$33.6 million) on the prior corresponding period (PCP). The increase in revenue is primarily attributable to the following factors:

- A \$46.7 million increase from a full 6 months of Commercial Food Services segment revenue from both the HPC and AFS acquisitions;
- A \$0.8 million increase in Coffee & Allied Beverage revenue, primarily attributable to Grocery sales; offset by
- A \$13.9 million decrease in Brand System segment revenues (Bakery/Café, QSR and Coffee Retail), predominantly attributable to lower store commissioning and outlet growth, and a decrease in Brand System coffee and allied product sales compared to the PCP.

The reported EBITDA loss of \$100.8 million and reported NPAT loss of \$87.8 million was significantly attributable to the \$138.0 million (pre-tax) non-cash provisioning and impairment as discussed previously. Recognition of new international licence fee revenue early in 2H18, following a brief timing delay regarding conclusion of these transactions, also influenced the 1H18 results.

Underlying EBITDA of \$45.7 million and Underlying NPAT of \$24.7 million for 1H18 excludes \$8.5 million (pre-tax) in acquisition and integration costs attributable to the Hudson Pacific Corporation (HPC) and Associated Foodservice (AFS) acquisitions, restructuring costs associated with the business-wide review, and \$0.7 million amortisation of acquired intangible assets. The 1H18 costs excluded from Underlying EBITDA also include \$138.0 million (pre-tax) of non-cash provisioning and impairment of assets as discussed previously.

DIRECTORS' REPORT

Review of operations and financial condition (continued)

Financial Position and Cash Flows

Management's focus is now on improving the performance of the Australian business, and growing a stronger balance sheet. Dividend payments have, therefore, been suspended with immediate effect, and the Company's dividend payout ratio will be reassessed at the appropriate time.

Net Assets of \$376.7 million have decreased by \$88.5 million (or 19.0%) from 30 June 2017, primarily as a result of non-cash provisioning and impairment of assets. Further details on these adjustments are included in Note 6.

Cash inflows from operating activities for 1H18 were \$3.4 million (1H17 restated: \$31.4 million), with the decrease in net operating cash inflow attributable to cash outflows arising from acquisition, integration and restructuring costs incurred in the half-year, as well as a significant increase in working capital balances as a result of the timing of cashflows in the Commercial Food Services and Coffee & Allied Beverage segments. The cash conversion to EBITDA ratio for the half was affected by the significant \$138.0 million non-cash provisioning and impairment of assets mentioned previously.

The Group received \$22.0 million (before costs) in cash arising from the issue of shares from the DRP Shortfall Placement on 17 October 2017.

Debt Structure

As at 31 December 2017, the Group's total gross debt increased to \$267.6 million including ancillary facilities. The increase in gross debt was predominately due to the timing of working capital cashflows, continued investment in property, plant and equipment and acquisition earn out payments for the Di Bella and Hudson Pacific Corporation acquisitions during 1H18.

During the period, the Group extended its three-year debt facilities totalling \$150 million, due to mature in December 2018, into longer dated maturities as follows:

- \$100 million extended to facilities maturing in January 2020; and
- \$50 million extended to facilities maturing in December 2020.

In addition, RFG has reduced existing five-year debt facilities maturing in December 2020 by \$25 million, with the Group's total senior debt facilities now being \$319 million.

Subsequent to 31 December 2017, the Company has been in negotiations with its senior debt lenders, to reset financial covenants attaching to the Group's debt facilities. Agreement has been reached between the Company and its lenders, subject to formal documentation of amendments to the debt facility agreements, to reset the covenants effective from 2 March 2018 for covenant testing periods commencing 1 January 2018. The key terms of the reset are:

- All financial covenants are to be measured quarterly commencing 31 March 2018 (previously 6 monthly);
- An Operating Leverage ratio increase for 12 months to 3.0x (previously 2.5x), reverting to 2.5x thereafter;
- A minimum budget for the financial year ending 30 June 2019 of underlying EBITDA \$90 million;
- Introduction of a financial covenant based on comparing actual quarterly underlying EBITDA performance to budget, with a 20% variance trigger;
- Loan repayments of \$12.5 million by 2 March 2019;
- 60% of the net proceeds of any disposal of assets (except for disposals under certain agreed exceptions) are to be applied as a mandatory prepayment of the amounts owing;
- Introduction of a Board-approved dividend and distribution policy in a form approved by the lenders;
- Representation and warranty for compliance with all statutory obligations relating to employee entitlements such as superannuation, pay-as-you-go and other tax obligations; and
- No change to current tenor of facilities.

These revised banking arrangements will also come at an increased cost to the Group, which has been factored into future cash flows.

DIRECTORS' REPORT

Review of operations and financial condition (continued)

Operating segment review

For management purposes, the Group is organised into five major operating divisions. These divisions are the basis on which the Group reports its primary segment information. The Group's reportable segments under AASB 8 are as follows:

- Bakery/Café Division (incorporating Michel's Patisserie, Donut King, and Brumby's Bakery Brand Systems);
- QSR Division (incorporating Crust Gourmet Pizza and Pizza Capers Brand Systems);
- Coffee Retail Division (incorporating Gloria Jean's Coffees, Esquires, Café2U and The Coffee Guy Brand Systems);
- Coffee and Allied Beverage (incorporating Wholesale Coffee operations); and
- Commercial Food Services Division (incorporating procurement, warehousing, manufacturing and distribution operations).

All Brand System segments, with the exception of Coffee and Allied Beverage, and Commercial Food Services, are referred to collectively by management as Franchise Operations.

Brand system operations

Underlying Franchise Operations EBITDA for 1H18 was \$33.0 million (1H17: \$47.7 million), representing a decline of 30.8% (or \$14.7 million).

1H18 new outlet commissionings of 43 outlets were below budget, contributing to a net contraction of 66 outlets and closing Australian network population of 1,545 outlets at the end of the period. Operationally, weighted Same Store Sales (SSS) and Average Transaction Value (ATV) growth of 0.3% and 2.1% represented a disappointing outcome, heavily impacted by the performance of those Brand Systems with significant shopping centre exposure, particularly during a weaker December 2017 trading period.

This performance is contrasted with the QSR Division's performance, where credible SSS and ATV metrics of +2.4% and +3.1% were underpinned by disciplined pricing, menu innovation, alignment with delivery aggregators and a focus on operational excellence.

The transition of the Michel's Patisserie network to an instore operating model continued to present challenges. During 2018, the Brand System will implement repositioning, including new menu items, which emphasises Michel's French café heritage and better responds to changing consumer tastes and demands.

Gloria Jeans launched the GJ20:20 initiative in February 2018, providing an entry into fast, casual dining including an all-day menu and new 'hero' products. GJ20:20 incorporates a staged network rollout, tailored to individual store circumstances, designed to re-engage with our customers and better differentiate the brand in market.

Brand system operations - International

During 1H18, RFG made solid progress with its international expansion strategy, entering breakthrough joint venture arrangements with leading UAE based businesses to accelerate Brand System expansion within the Gulf, and establish a world class coffee enterprise throughout the Middle East & North Africa (MENA) region.

Following a brief timing delay regarding conclusion of the grant of international master licenses, new international licence fee revenue for the Donut King and Crust Brand Systems in the United Kingdom, originally forecast for 1H18, were recognised in early 2H18, and, in February 2018, the international master license was granted for Gloria Jean's in Germany, bolstering growth prospects in Western European markets.

RFG now has 84 international licensed territories across 12 Brand Systems and, while many of these franchisees are in the early stages of their development cycle, they are expected to provide growing recurrent revenue streams as territories mature.

DIRECTORS' REPORT

Review of operations and financial condition (continued)

Operating segment review (continued)

Coffee and allied beverage

Coffee and Allied Beverage results represent the Group's wholesale product sales in the contract roasting, commercial and in-home market segments. Underlying Coffee and Allied Beverage Operations EBITDA for 1H18 was \$5.5 million (1H17: \$9.1 million), representing a decrease of \$3.6 million on PCP. The decrease in EBITDA on PCP was due to a \$1.6 million loss of margin in the contract roasting sector on new customer acquisition and cost pressures, with \$2.0 million due to non-recurring gains in 1H17, and losses on sale of assets in 1H18.

To reinvigorate performance, the Group has implemented a divisional restructure to refocus its sales strategy, better align capability and leverage RFG's strong coffee credentials including appointing a new Global Head of Coffee in January 2018.

RFG will ultimately exit its existing low-margin capsule operations, following non-renewal of the Group's domestic capsule supply agreement and a failure to achieve adequate business for the professional machine program, which has been significantly impacted by technical and manufacturer related issues.

Commercial food services

The Commercial Food Services Division EBITDA was \$7.2 million (1H17: \$3.7 million), primarily attributable to the earnings contribution of 6 months from the HPC and AFS acquisitions.

Investment in sales and management capability has driven a 9.5% increase in foodservice customers since 30 June 2017, and new business secured for Dairy Country, largely commencing in 2H18. New product innovation and customer acquisition also drove growth in Bakery Fresh throughput to c.2.3m kg for the period.

Domestic outlet analysis & consolidation

A comprehensive domestic outlet network analysis has been undertaken, referencing three-year quantitative sales, lease and performance information and qualitative store-by-store assessment.

Following this analysis, as noted previously, the Company has determined that between 160 outlets to 200 outlets of its existing domestic outlet network is unsustainable on a long-term basis. Subject to moderation of landlord rental requirements, due to unsustainable or above market rent expectations and declining shopping centre performance, these outlets will either be closed or lease renewal not sought on expiry, on or before 30 June 2019.

RFG is seeking to renegotiate improved rental outcomes, where possible, to minimise closures, and will work constructively with impacted stakeholders.

Organisational efficiency

In recent years, RFG rapidly expanded through acquisitive activity. This growth has delivered many benefits, but has also led to a complexity which impacted focus on RFG's franchise business and resulted in an increasingly inefficient head office and shared service resource, diminishing organisational effectiveness.

A key focus of the business-wide review has been the reduction of duplication and inefficiency, better integration of support structures, and improving alignment of the Company's resources with core revenue drivers.

The review targets \$10.0 million in annualised operational savings, of which \$4.8 million has been realised to date, the full impact of which will be felt in FY19. Further efficiencies will be delivered in 2H18.

DIRECTORS' REPORT

Significant events after the balance date

Except for the subsequent agreement with its senior debt lenders to reset financial covenants, as noted in the Review of operations and financial condition above, there has not been any other matter or circumstance occurring, in the reasonable opinion of the Directors, that may significantly affect the operations of the Group, the results of those operations, or the state of affairs of the Group in future financial years.

Interim Dividend

The Board of Directors has resolved that no interim dividend will be paid in FY18.

Dividends

Dividends paid or declared by the Company to members since the end of the previous financial year were:

| Company | 1H18 | | 1H17 | |
|---|-----------------|--------------|-----------------|--------------|
| | Cents Per Share | Total \$'000 | Cents Per Share | Total \$'000 |
| Declared and paid during the half-year | | | | |
| Fully paid ordinary shares | | | | |
| Final dividend - fully franked at 30% tax rate ⁽¹⁾ | 15.00 | 26,510 | 14.50 | 23,920 |
| Declared after the end of the half-year | | | | |
| Fully paid ordinary shares | | | | |
| Interim dividend - fully franked at 30% tax rate | - | - | 14.75 | 25,968 |

(1) In respect of profit for the financial year ended 30 June 2017, as detailed in the Directors' Report for that financial year, a final dividend of 15.00 cents per share (based on 176,736,066 shares on issue), franked to 100% at 30% corporate income tax rate, was paid on 17 October 2017.

Future debt covenant compliance

As noted in Note 12 Borrowings, RFG has renegotiated its banking covenants subsequent to half-year end. At 31 December 2017, the Group was in compliance with its financial covenant requirements attached to the senior debt facilities. RFG's management has compiled forecasts to 30 June 2019, which supports compliance with these new banking covenants and, based on the projections, the Directors' are confident the Group will satisfy the lenders financial conditions over the forecast period to 30 June 2019. The future performance of the business will be subject to an ongoing quarterly EBITDA performance review with its lenders, cognisant of the need to meet the \$90 million underlying EBITDA annual budget for the year ending 30 June 2019, including quarterly EBITDA budget variance measures amongst others.

While the Directors are confident the Group will maintain compliance with its revised financial covenants over the forecast period to 30 June 2019, there is uncertainty in the achievement of its EBITDA performance targets as the Group implements its business wide review restructuring program.

If, for any reason, RFG is unable to achieve the EBITDA performance targets under the covenants, it has considered and explored its options to mitigate this risk, with the assistance of key external advisors. The mitigating actions available to the Group include:

- Securing covenant waivers with current banks;
- Further debt restructuring with its current banks;
- Refinancing of the debt with other lenders;
- Asset sales; and
- Equity raisings.

RFG's Directors are confident that these mitigation strategies are capable of effective implementation, if required, to ensure the funding needs of the Group are maintained to at least 30 June 2019.

DIRECTORS' REPORT

Future developments

The Group will focus its immediate efforts on the performance of its core domestic Brand Systems, Coffee & Allied Beverage and Commercial Food Services Divisions.

The Directors are confident in the strength of its underlying business operations and its ability to support RFG's core retail Brand Systems and their franchisees. Clearly, the challenge is to successfully implement the changes that RFG's management has proposed to improve the underlying performance of the Group.

Disclosure of any further information on likely developments in the operations of the Group and the expected results of operations have not been included in this report as the Directors consider that it would be likely to result in unreasonable prejudice to the Group.

DIRECTORS' REPORT

Auditor's independence declaration

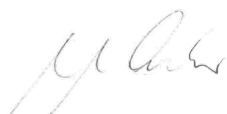
The auditor's independence declaration as required under section 307C of the *Corporations Act 2001* is included on page 13 of the half-year financial report.

Rounding off of amounts

The Company is a company of the kind referred to in ASIC Corporations Instrument 2016/191, relating to the 'rounding off' of amounts in the Directors' Report and financial report. Amounts in the Directors' Report and the half-year financial report are rounded off to the nearest thousand dollars, unless otherwise indicated.

This Directors' Report is signed in accordance with a resolution of Directors made pursuant to s.306 (3) of the *Corporations Act 2001*.

RETAIL FOOD GROUP LIMITED



Mr Colin Archer
Chairman and Independent Non-Executive Director



Mr Andre Nell
Executive Managing Director

Southport, 2 March 2018



Auditor's Independence Declaration

As lead auditor for the review of Retail Food Group Limited for the half-year ended 31 December 2017, I declare that to the best of my knowledge and belief, there have been:

- (a) no contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the review; and
- (b) no contraventions of any applicable code of professional conduct in relation to the review.

This declaration is in respect of Retail Food Group Limited and the entities it controlled during the period.

A handwritten signature in black ink, appearing to read 'Steven Bosiljevac', with a long horizontal stroke extending to the right.

Steven Bosiljevac
Partner
PricewaterhouseCoopers

Brisbane
2 March 2018

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Independent auditor's review report to the members of Retail Food Group Limited

Report on the Half-Year Financial Report

We have reviewed the accompanying half-year financial report of Retail Food Group Limited (the company), which comprises the consolidated statement of financial position as at 31 December 2017, the consolidated statement of profit or loss and other comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the half-year ended on that date, selected explanatory notes and the directors' declaration for Retail Food Group Limited (the consolidated entity). The consolidated entity comprises the company and the entities it controlled during that half-year.

Directors' responsibility for the half-year financial report

The directors of the company are responsible for the preparation of the half-year financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the directors determine is necessary to enable the preparation of the half-year financial report that is free from material misstatement whether due to fraud or error.

Auditor's responsibility

Our responsibility is to express a conclusion on the half-year financial report based on our review. We conducted our review in accordance with Australian Auditing Standard on Review Engagements ASRE 2410 *Review of a Financial Report Performed by the Independent Auditor of the Entity*, in order to state whether, on the basis of the procedures described, we have become aware of any matter that makes us believe that the half-year financial report is not in accordance with the *Corporations Act 2001* and Breach of Debt Covenants including giving a true and fair view of the consolidated entity's financial position as at 31 December 2017 and its performance for the half-year ended on that date; and complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*. As the auditor of Retail Food Group Limited, ASRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial report.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Independence

In conducting our review, we have complied with the independence requirements of the *Corporations Act 2001*.

Conclusion

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report of Retail Food Group Limited is not in accordance with the *Corporations Act 2001* including:

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1. giving a true and fair view of the consolidated entity's financial position as at 31 December 2017 and of its performance for the half-year ended on that date;
2. complying with Accounting Standard AASB 134 *Interim Financial Reporting*, the *Corporations Regulations 2001* and Breach of Debt Covenants.

Matters relating to the electronic presentation of the reviewed half-year financial report

This review report relates to the half-year financial report of the company for the half-year ended 31 December 2017 included on Retail Food Group Limited's web site. The company's directors are responsible for the integrity of the Retail Food Group Limited web site. We have not been engaged to report on the integrity of this web site. The review report refers only to the statements named above. It does not provide an opinion on any other information which may have been hyperlinked to/from these statements. If users of this report are concerned with the inherent risks arising from electronic data communications they are advised to refer to the hard copy of the reviewed half-year financial report to confirm the information included in the reviewed half-year financial report presented on this web site.

PricewaterhouseCoopers

PricewaterhouseCoopers

A handwritten signature in black ink, appearing to read 'Steven Bosiljevac', with a long horizontal stroke extending to the right.

Steven Bosiljevac
Partner

Brisbane
2 March 2018

DIRECTORS' DECLARATION

The Directors' declare that:

- (i) In the Directors' opinion, there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable; and
- (ii) In the Directors' opinion, the attached financial statements and notes thereto are in accordance with the *Corporations Act 2001*, including compliance with accounting standards and giving a true and fair view of the financial position and performance of the consolidated entity.

Signed in accordance with a resolution of the Directors made pursuant to s.303(5) of the *Corporations Act 2001*.

On behalf of the Directors

RETAIL FOOD GROUP LIMITED

A handwritten signature in black ink, appearing to be 'A. Nell', written over a horizontal line.

Mr Andre Nell
Executive Managing Director

Southport, 2 March 2018

CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE HALF-YEAR ENDED 31 DECEMBER 2017

| Consolidated | Notes | 1H18 \$'000 | Restated 1H17 \$'000 |
|--|-------|------------------|----------------------------|
| Continuing operations | | | |
| Revenue from sale of goods | 4 | 155,541 | 108,090 |
| Cost of sales | 5 | (110,183) | (68,546) |
| Gross Profit | | <u>45,358</u> | <u>39,544</u> |
| Other revenue | 4 | 39,951 | 53,805 |
| Other gains and losses | 5 | (1,549) | 1,427 |
| Selling expenses | | (6,463) | (5,996) |
| Marketing expenses | | (2,305) | (2,536) |
| Occupancy expenses | 5 | (22,319) | (2,717) |
| Administration expenses | 5 | (14,722) | (11,941) |
| Operating expenses | | (20,416) | (13,611) |
| Finance costs | | (5,247) | (4,819) |
| Other expenses | 5 | (124,474) | (6,451) |
| (Loss)/profit before income tax | | <u>(112,186)</u> | <u>46,705</u> |
| Income tax credit/(expense) | | 24,426 | (14,011) |
| (Loss)/profit for the period from continuing operations | 5 | <u>(87,760)</u> | <u>32,694</u> |
| Other comprehensive income, net of tax | | | |
| Items that may be reclassified subsequently to profit or loss | | | |
| Exchange difference on translation of foreign operations | | (669) | 335 |
| Changes in the fair value of cashflow hedges | | 197 | - |
| Income tax relating to these items | | (59) | - |
| Other comprehensive income for the period, net of tax | | <u>(531)</u> | <u>335</u> |
| Total comprehensive income for the period | | <u>(88,291)</u> | <u>33,029</u> |
| Total comprehensive income is attributable to: | | | |
| Equity holders of the parent | | <u>(88,291)</u> | <u>33,029</u> |
| Earnings per share | | | |
| From continuing operations: | | | |
| Basic (cents per share) | | (49.0) | 19.2 |
| Diluted (cents per share) | | (49.0) | 19.2 |

The above consolidated statement of profit or loss and other comprehensive income should be read in conjunction with the accompanying notes.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER 2017

| Consolidated | Notes | 1H18 \$'000 | FY17 \$'000 |
|--------------------------------------|-------|----------------|----------------|
| Current assets | | | |
| Cash and cash equivalents | 7 | 7,924 | 10,269 |
| Trade and other receivables | 6 | 74,655 | 83,392 |
| Other financial assets | | 10,485 | 9,481 |
| Inventories | | 32,735 | 28,451 |
| Assets classified as held for sale | 8 | 2,071 | - |
| Current tax assets | | 6,430 | - |
| Other | | 3,281 | 3,215 |
| Total current assets | | 137,581 | 134,808 |
| Non-current assets | | | |
| Trade and other receivables | 6 | 1,218 | 2,423 |
| Other financial assets | | 9,277 | 14,260 |
| Property, plant and equipment | 9 | 81,458 | 95,554 |
| Intangible assets | 10 | 586,323 | 668,926 |
| Deferred tax assets | 11 | 22,389 | 13,657 |
| Total non-current assets | | 700,665 | 794,820 |
| Total assets | | 838,246 | 929,628 |
| Current liabilities | | | |
| Trade and other payables | | 62,000 | 69,816 |
| Borrowings | 12 | 419 | 722 |
| Current tax liabilities | | - | 2,546 |
| Provisions | 6 | 15,537 | 7,422 |
| Other | | 5,536 | 10,747 |
| Total current liabilities | | 83,492 | 91,253 |
| Non-current liabilities | | | |
| Borrowings | 12 | 261,430 | 249,248 |
| Derivative financial instruments | 17 | 1,643 | 1,810 |
| Deferred tax liabilities | 11 | 103,209 | 119,433 |
| Provisions | 6 | 9,788 | 393 |
| Other | | 1,999 | 2,319 |
| Total non-current liabilities | | 378,069 | 373,203 |
| Total liabilities | | 461,561 | 464,456 |
| Net assets | | 376,685 | 465,172 |
| Equity | | | |
| Issued capital | 13 | 428,644 | 402,472 |
| Reserves | 14 | (283) | 106 |
| Retained earnings | 15 | (51,676) | 62,594 |
| Total equity | | 376,685 | 465,172 |

The above consolidated statement of financial position should be read in conjunction with the accompanying notes.

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE HALF-YEAR ENDED 31 DECEMBER 2017

| Consolidated | Notes | Fully Paid Ordinary Shares | Other Reserves | Retained Earnings | Total |
|---|-------|----------------------------|----------------|-------------------|----------------|
| | | \$'000 | \$'000 | \$'000 | \$'000 |
| Balance at 1 July 2016 (Restated) | | 324,072 | 1,495 | 50,555 | 376,122 |
| Profit for the period ⁽¹⁾ | | - | - | 32,694 | 32,694 |
| Other comprehensive income | | - | 335 | - | 335 |
| Total comprehensive income | | - | 335 | 32,694 | 33,029 |
| Issue of ordinary shares | | 75,185 | - | - | 75,185 |
| Share issue costs | | (528) | - | - | (528) |
| Related income tax | | 159 | - | - | 159 |
| Recognition of share-based payments | | - | 45 | - | 45 |
| Payment of dividends | 16 | - | - | (23,920) | (23,920) |
| Balance at 31 December 2016 (Restated) | | 398,888 | 1,875 | 59,329 | 460,092 |
| Balance as at 1 July 2017 | | 402,472 | 106 | 62,594 | 465,172 |
| Loss for the period | | - | - | (87,760) | (87,760) |
| Other comprehensive income | | - | (531) | - | (531) |
| Total comprehensive income | | - | (531) | (87,760) | (88,291) |
| Issue of ordinary shares | 13 | 26,503 | - | - | 26,503 |
| Share issue costs | 13 | (473) | - | - | (473) |
| Related income tax | 13 | 142 | - | - | 142 |
| Payment of dividends | 16 | - | - | (26,510) | (26,510) |
| Recognition of share-based payments | 14 | - | 142 | - | 142 |
| Balance at 31 December 2017 | | 428,644 | (283) | (51,676) | 376,685 |

(1) Restated - see Note 21.

The above consolidated statement of changes in equity should be read in conjunction with the accompanying notes.

CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE HALF-YEAR ENDED 31 DECEMBER 2017

| Consolidated | Notes | 1H18 \$'000 | Restated 1H17 \$'000 |
|---|-------|-----------------|----------------------------|
| Cash flows from operating activities | | | |
| Receipts from customers | | 260,690 | 212,310 |
| Payments to suppliers and employees | | (242,466) | (163,025) |
| Interest and other costs of finance paid | | (4,960) | (4,624) |
| Income taxes paid | | (9,864) | (13,229) |
| Net cash provided by operating activities | | <u>3,400</u> | <u>31,432</u> |
| Cash flows from investing activities | | | |
| Interest received | | 131 | 291 |
| Amounts advanced to other entities | | 656 | (525) |
| Payments for property, plant and equipment | | (16,241) | (17,864) |
| Proceeds from sale of property, plant and equipment | | 5,778 | 70 |
| Payments for intangible assets | | (271) | (259) |
| Payments for business (net of cash acquired) ⁽¹⁾ | | (7,631) | (62,180) |
| Net cash used in investing activities | | <u>(17,578)</u> | <u>(80,467)</u> |
| Cash flows from financing activities | | | |
| Proceeds from issues of shares and other equity securities | | 21,973 | 35,600 |
| Proceeds from borrowings | | 109,500 | 82,325 |
| Repayment of borrowings | | (97,000) | (50,000) |
| Dividends paid | | (21,980) | (20,512) |
| Payment for share issue costs | | (472) | (528) |
| Payment for debt issue costs | | (307) | - |
| Net cash provided by financing activities | | <u>11,714</u> | <u>46,885</u> |
| Net (decrease) in cash and cash equivalents | | <u>(2,402)</u> | <u>(2,216)</u> |
| Effects of exchange rate changes on cash and cash equivalents | | (62) | 66 |
| Cash and cash equivalents at the beginning of period | | 9,583 | 16,956 |
| Cash and cash equivalents at end of period | 7 | <u>7,119</u> | <u>14,806</u> |

(1) Earn out payments with respect to prior year acquisitions.

The above consolidated statement of cash flows should be read in conjunction with the accompanying notes.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

1. General information

Retail Food Group Limited (the Company) is a public company listed on the Australian Securities Exchange (ASX: RFG), incorporated in Australia and operating in Australia, New Zealand and the United States. Retail Food Group Limited's registered office and its principal place of business are as follows:

Registered Office and Principal Place of Business

RFG House
1 Olympic Circuit
Southport QLD 4215

The principal activities of the Company and its subsidiaries (the Group) during the course of the half-year were the:

- Intellectual property ownership of the Donut King, bb's café, Brumby's Bakery, Michel's Patisserie, Esquires Coffee Houses (Australia & New Zealand), Pizza Capers Gourmet Kitchen, Crust Gourmet Pizza Bar, The Coffee Guy, Café2U, Gloria Jean's Coffees, It's A Grind and Di Bella Coffee Brand Systems;
- Development and management of the Donut King, bb's café, Brumby's Bakery, Michel's Patisserie, Esquires Coffee Houses (Australia & New Zealand), Pizza Capers Gourmet Kitchen, Crust Gourmet Pizza Bar, The Coffee Guy, Café2U, Gloria Jean's Coffees, It's A Grind and Di Bella Coffee Brand Systems throughout the world, whether directly managed and/or as licensor for all Brand Systems;
- Development and management of the coffee roasting facilities and the wholesale supply of coffee and allied products to the existing Brand Systems and third party accounts under the Evolution Coffee Roasters Group, Caffè Coffee, Roasted Addiqtion, Barista's Choice and Di Bella Coffee brands; and
- Development and management of the procurement, warehousing, manufacturing and distribution business under the Hudson Pacific Food Service, Dairy Country, Bakery Fresh and Associated Food Service brands.

2. Significant accounting policies

2.1 Basis of preparation

The consolidated financial statements have been prepared on the basis of historical cost, except for the revaluation of certain non-current assets and financial instruments. Cost is based on the fair values of the consideration given in exchange for assets. All amounts are presented in Australian dollars, unless otherwise noted.

The Company is a company of the kind referred to in ASIC Corporations Instrument 2016/191, relating to the 'rounding off' of amounts in the Directors' Report and financial report. Amounts in the Directors' Report and the half-year financial report are rounded off to the nearest thousand dollars, unless otherwise indicated.

This consolidated interim financial report for the half-year reporting period ended 31 December 2017 has been prepared in accordance with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Act 2001*.

This consolidated interim financial report does not include all the notes of the type normally included in an annual financial report. Accordingly, this report is to be read in conjunction with the annual report for the year ended 30 June 2017 and any public announcements made by the Company during the interim reporting period in accordance with the continuous disclosure requirements of the *Corporations Act 2001*.

The accounting policies adopted are consistent with those of the previous financial year and corresponding interim reporting period, except for the adoption of new and amended standards (Note 2.3) as set out in the following sections.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

2. Significant accounting policies (continued)

2.2 Use of estimates and judgements

The preparation of the consolidated interim financial statements requires Management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an on-going basis. Revisions to accounting estimates are recognised in the period in which the estimate is amended and in any future periods affected.

In particular, information about significant areas of estimation uncertainty and critical judgements in applying accounting policies that have the most significant effect on amounts recognised in the consolidated financial statements are included in the following notes:

- Revenue Recognition.
- Recoverability of Debtors.
- Deferred Tax assets.
- Impairment of non-financial assets other than goodwill and indefinite life intangible assets.
- Impairment of goodwill and indefinite life intangible assets.
- Determination as indefinite life intangible assets.
- Fair value of assets and liabilities acquired in a business combination.
- Onerous lease and other provisions.

2.3 Standards and interpretations adopted in the current period

The Group has adopted all of the new and revised Standards and Interpretations issued by the AASB that are relevant to its operations and effective for the current reporting period.

The adoption of new Standards and Interpretations during the current reporting period did not have any material effect on the reported results or financial position of the Group, or the presentation and disclosure of amounts in these financial statements.

2.4 Standards and interpretations issued but not yet effective

At the date of authorisation of the financial statements, the following Standards and Interpretations have been issued but were not yet effective:

| Standard/Interpretation | Effective for annual reporting periods beginning on or after | Expected to be initially applied in the financial year ending |
|--|--|---|
| AASB 9 'Financial Instruments', and the relevant amending standards | 1 January 2018 | 30 June 2019 |
| AASB 15 'Revenue from Contracts with Customers', and the relevant amending standards | 1 January 2018 | 30 June 2019 |
| AASB 16 'Leases' | 1 January 2019 | 30 June 2020 |

2.5 Future debt covenant compliance

As noted in Note 12 Borrowings, RFG has renegotiated its banking covenants subsequent to half-year end. At 31 December 2017, the Group was in compliance with its financial covenant requirements attached to the senior debt facilities. RFG's management has compiled forecasts to 30 June 2019, which supports compliance with these new banking covenants and, based on the projections, the Directors' are confident the Group will satisfy the lenders financial conditions over the forecast period to 30 June 2019. The future performance of the business will be subject to an ongoing quarterly EBITDA performance review with its lenders, cognisant of the need to meet the \$90 million underlying EBITDA annual budget for the year ending 30 June 2019, including quarterly EBITDA budget variance measures amongst others.

While the Directors are confident the Group will maintain compliance with its revised financial covenants over the forecast period to 30 June 2019, there is uncertainty in the achievement of its EBITDA performance targets as the Group implements its business wide review restructuring program.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

2. Significant accounting policies (continued)

2.5 Future debt covenant compliance (continued)

If, for any reason, RFG is unable to achieve the EBITDA performance targets under the covenants, it has considered and explored its options to mitigate this risk, with the assistance of key external advisors. The mitigating actions available to the Group include:

- Securing covenant waivers with current banks;
- Further debt restructuring with its current banks;
- Refinancing of the debt with other lenders;
- Asset sales; and
- Equity raisings.

RFG's Directors are confident that these mitigation strategies are capable of effective implementation, if required, to ensure the funding needs of the Group are maintained to at least 30 June 2019.

3. Segment information

3.1 Description of segments and principal activities

AASB 8 *Operating Segments* requires operating segments to be identified on the basis of internal reports about components of the Group that are reviewed regularly by the Chief Operating Decision Makers (CODMs), in order to allocate resources to the segments and to assess their performance.

For management purposes, the Group is organised into five major operating divisions. These divisions are the basis upon which the Group reports its primary segment information. The Group's reportable segments under AASB 8 are as follows:

- Bakery/Café Division (incorporating Michel's Patisserie, Donut King and Brumby's Bakery Brand Systems);
- QSR Division (incorporating Crust Gourmet Pizza and Pizza Capers Brand Systems);
- Coffee Retail Division (incorporating Gloria Jean's Coffees, Esquires, Café2U and The Coffee Guy Brand Systems);
- Coffee & Allied Beverage (incorporating wholesale coffee operations); and
- Commercial Food Service (incorporating procurement, warehousing, manufacturing and distribution operations).

3.2 Segment information provided to the Chief Operating Decision Makers

Segment Revenue

Revenue from external parties reported to the CODMs is measured in a manner consistent with that in the consolidated statement of comprehensive income. Sales between segments are carried out at arm's length and are eliminated on consolidation, and identified as Inter-segment revenue as presented in Note 3.3.

Segment EBITDA

The CODMs assess the performance of the operating segments based on a measure of segment EBITDA.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

3. Segment information (continued)

3.3 Segment revenue

Information related to the Group's operating results per segment is presented in the following table.

| Segment | Bakery Cafe | | QSR Systems | | Coffee Retail Systems | | Coffee and Allied Beverage | | Commercial Food Services | | Total | |
|--|----------------|----------------|----------------|----------------|-----------------------|----------------|----------------------------|----------------|--------------------------|----------------|----------------|-------------------------|
| | 1H18 \$'000 | 1H17 \$'000 | 1H18 \$'000 | 1H17 \$'000 | 1H18 \$'000 | 1H17 \$'000 | 1H18 \$'000 | 1H17 \$'000 | 1H18 \$'000 | 1H17 \$'000 | 1H18 \$'000 | 1H17 \$'000 |
| External revenue | 30,557 | 34,389 | 8,815 | 10,695 | 36,893 | 44,486 | 32,378 | 31,561 | 80,718 | 34,037 | 189,361 | 155,167 |
| External revenue – Corporate stores | 4,108 | 4,379 | 454 | 637 | 1,569 | 1,711 | - | - | - | - | 6,131 | 6,727 |
| Inter-segment revenue | 466 | 417 | 10 | 23 | 294 | 255 | - | - | - | - | 770 | 695 |
| Segment revenue ⁽¹⁾ | 35,131 | 39,185 | 9,279 | 11,355 | 38,756 | 46,452 | 32,378 | 31,561 | 80,718 | 34,037 | 196,262 | 162,590 |
| Underlying Segment EBITDA | 15,855 | 21,794 | 6,068 | 7,210 | 11,099 | 18,675 | 5,471 | 9,081 | 7,201 | 3,739 | 45,694 | 60,500 |
| Depreciation & amortisation | | | | | | | | | | | (6,159) | (3,936) |
| Finance costs | | | | | | | | | | | (5,247) | (4,819) |
| Acquisition, integration & restructuring costs | | | | | | | | | | | (8,494) | (3,904) |
| Impairment & provisions ⁽²⁾ | | | | | | | | | | | (137,980) | (1,136) ⁽³⁾ |
| (Loss)/profit before tax | | | | | | | | | | | (112,186) | 46,705 |
| Income tax expense | | | | | | | | | | | 24,426 | (14,011) ⁽³⁾ |
| (Loss)/profit after tax for the period | | | | | | | | | | | (87,760) | 32,694 ⁽³⁾ |

(1) Segment revenue reconciles to total revenues from continuing operations as follows:

| | 1H18 \$'000 | 1H17 \$'000 |
|--|----------------|----------------|
| Revenue for the period – Statutory | 195,492 | 161,895 |
| Inter-segment revenue: eliminated on consolidation | 770 | 695 |
| Total segment revenue | 196,262 | 162,590 |

(2) Refer to Note 6.

(3) Restated – see Note 21.

For further discussion on Segment Revenues and Underlying Segment EBITDA, refer to the Operating Segment Review in the Directors' Report.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

3. Segment information (continued)

3.4 Geographical information

An insignificant portion of the Group's activities in the period were located outside of Australia, and, hence, no geographical information has been disclosed.

4. Revenue

An analysis of the Group's revenue for the period, from continuing operations, is as follows:

| Consolidated | 1H18 \$'000 | Restated 1H17 \$'000 |
|--|----------------|----------------------------|
| Revenue from the sale of goods | 155,541 | 108,090 |
| Revenue from the rendering of services | 38,718 | 52,182 |
| Initial Master Franchise Revenue | 417 | 859 |
| | <u>194,676</u> | <u>161,131</u> |
| Interest revenue | | |
| Bank deposits | 55 | 52 |
| Other loans and receivables | 332 | 325 |
| | <u>387</u> | <u>377</u> |
| Rental revenue | 429 | 387 |
| | <u>195,492</u> | <u>161,895</u> |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

5. (Loss)/Profit for the period from continuing operations

(Loss)/Profit for the period from continuing operations has been arrived at after charging (crediting):

| Consolidated | 1H18 \$'000 | Restated 1H17 \$'000 |
|--|----------------|----------------------------|
| Cost of sales | 110,183 | 68,546 |
| Impairment loss on trade receivables ⁽¹⁾ | 16,671 | 1,023 |
| Write-down of inventory to net realisable value ⁽²⁾ | 5,101 | 25 |
| Impairment loss on loans carried at amortised cost ⁽²⁾ | 967 | - |
| De-recognition of Marketing Fund receivables ⁽³⁾ | - | 1,136 |
| Write-down of property, plant and equipment to fair value less costs to sell ⁽²⁾ | 12,843 | - |
| Loss on sale of OLD properties ⁽⁴⁾ | 1,431 | - |
| Write-down of assets held for sale to fair value less costs to sell ⁽²⁾ | 1,137 | - |
| Impairment loss on intangible assets ⁽²⁾ | 84,383 | - |
| Provisions for onerous leases and make good obligations ⁽⁵⁾ | 17,559 | - |
| Provisions for strategic review costs ⁽⁶⁾ | 1,700 | - |
| Contingent consideration deemed remuneration | 273 | - |
| Adjustments to contingent consideration provision | - | (1,486) |
| Acquisition transaction and integration costs (including restructuring costs) ⁽⁷⁾ | 6,790 | 3,904 |
| Depreciation and amortisation expense: | | |
| Depreciation of property, plant and equipment ⁽²⁾ | 5,188 | 3,567 |
| Amortisation of acquired intangible assets - customer contracts ⁽²⁾ | 882 | 288 |
| Amortisation - other ⁽²⁾ | 86 | 73 |
| Total depreciation and amortisation expense | <u>6,156</u> | <u>3,928</u> |
| Employee benefits expenses: | | |
| Post-employment benefits (defined contribution plans) | 3,188 | 2,292 |
| Other employee benefits (wages and salaries) | 43,094 | 32,538 |
| Total employee benefits expense | <u>46,282</u> | <u>34,830</u> |

- (1) Amounts are included within other expenses, operating expenses and other revenue dependant on the nature of the underlying transaction that has been impaired.
- (2) Amounts are included in other expenses in the Consolidated Statement of Profit or Loss and Other Comprehensive Income.
- (3) Restated 1H17 - see Note 21.
- (4) Amount is included in other gains and losses in the Consolidated Statement of Profit or Loss and Other Comprehensive Income.
- (5) Amounts are included in occupancy expenses in the Consolidated Statement of Profit or Loss and Other Comprehensive Income.
- (6) Amounts are included in administration expenses in the Consolidated Statement of Profit or Loss and Other Comprehensive Income.
- (7) Amounts are included within operating expenses, administration expenses and occupancy expenses dependent on the nature of the underlying transaction.

Further information regarding impairments, provisions and write-downs is included in Note 6.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

6. Impairment & Provisions

Persistent challenging domestic retail conditions, as detailed in the Directors' Report, has particularly impacted on the financial performance of the Group's domestic franchise business, and resulted in a comprehensive review of the outlook for the Group's Australian business operations. The Group has performed an assessment for assets that may be impaired, in accordance with Australian Accounting Standards, which has resulted in the Group recognising a \$138.0 million pre-tax (\$105.4 million post-tax) expense for impairment and provisions as follows:

| Consolidated | Impairment and provisions \$'000 |
|-----------------------------|--|
| Trade and other receivables | (14,171) |
| Inventory | (5,101) |
| Other financial assets | (967) |
| Other assets | (119) |
| Assets held for sale | (1,137) |
| Property, plant & equipment | (12,843) |
| Intangible assets | (84,383) |
| Provisions | <u>(19,259)</u> |
| Pre-tax Total | (137,980) |
| Current Tax Assets * | 3,233 |
| Deferred Tax Assets | 12,961 |
| Deferred Tax Liabilities | <u>16,344</u> |
| Post-tax Total | <u>(105,442)</u> |

* Current tax assets recognised on assets written off.

Trade and other receivables

A \$14.2 million pre-tax (\$9.9 million post-tax) provision has been recognised in respect of individually impaired domestic franchise receivables, including \$1.8m of franchisee rent recharges where the Group has determined that the risk of collectability of the trade receivable has changed. The impairment recognised represents the difference between the carrying amount of these trade receivables and the present value of the estimated recoverable amount.

The remaining \$75.9 million of trade receivables is net of a total provision of \$23.5 million. The net balance includes amounts, which are disclosed in the following table, that are past due at the end of the reporting period but against which the Group has not recognised an allowance for doubtful debtors because there has not been a significant change in credit quality and the amounts are still considered recoverable.

Ageing of past due but not impaired receivables

| Consolidated | 1H18 \$'000 | FY17 \$'000 |
|--------------|----------------|----------------|
| 31 – 60 days | 4,035 | 3,121 |
| 61 – 90 days | 1,525 | 1,729 |
| 91 + days | <u>8,549</u> | <u>13,972</u> |
| | <u>14,109</u> | <u>18,822</u> |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

6. Impairment & Provisions (continued)

Inventory

An amount of \$5.1 million pre-tax (\$3.6 million post-tax) has been expensed through 'other expenses' in respect of inventory write-downs relating to the following items:

- \$4.0 million pre-tax (\$2.8 million post-tax) write-downs of company-owned stores and equipment held for resale considered to no longer be recoverable; and
- \$1.1 million pre-tax (\$0.8 million post-tax) write-downs of stock held for wholesale supply due to the cessation of an exclusive distribution agreement with the supplier, Caffitaly.

Other financial assets

A \$1.0 million pre-tax (\$0.7 million post-tax) provision has been recognised in respect of individually impaired vendor finance loans receivable from domestic franchisees. The impairment recognised represents the difference between the carrying amount of these loan receivables and the present value of the estimated recoverable amount.

Assets held for sale

An amount of \$1.1 million pre-tax (\$0.8 million post-tax) impairment has been recognised on a property held for sale located in Yatala, QLD. The impairment recognised represents the difference between the carrying amount of the property and the fair value based on a sale contract entered into subsequent to 31 December 2017.

Property, plant & equipment

An amount of \$12.8 million pre-tax (\$9.0 million post-tax) has been recognised in respect of write-downs of property, plant and equipment relating to discontinued projects and redundant systems and assets (refer to Note 9).

Intangibles

The Group conducted detailed impairment testing of each of its cash generating units (CGUs).

A \$84.4 million pre-tax (\$67.9 million post-tax) impairment was recognised in respect of the Michel's Patisserie (\$45.0 million), Pizza Capers (\$4.5 million) and Gloria Jeans (\$5.0 million) Brand Networks, goodwill of the Coffee Retail Division (\$29.5 million) and a \$0.4 million write-down of customer contracts relating to the Caffitaly distribution agreement.

The impairment recognised represents the difference between the carrying values of the CGUs and their recoverable amounts. The key assumptions and methodology behind the assessment of impairment of CGUs is more particularly detailed in Note 10.

Provisions

An amount of \$19.3 million pre-tax (\$13.5 million post-tax) has been recognised through 'occupancy expenses' in respect of onerous leases and associated make-goods for stores where the Group is head on the lease and which have been assessed as high risk of closure as follows:

- \$12.8 million pre-tax (\$9.0 million post-tax) relating to franchised stores; and
- \$4.8 million pre-tax (\$3.3 million post-tax) relating to company-owned stores.

Also, included in the above amount is a \$1.7 million pre-tax (\$1.2 million post-tax) provision for strategic review costs.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

7. Cash and cash equivalents

For the purposes of the statement of cash flows, cash and cash equivalents includes cash on hand and in banks and investments in money market instruments, net of outstanding bank overdrafts. Cash and cash equivalents at the end of the reporting period, as shown in the statement of cash flows, can be reconciled to the related items in the statement of financial positions as follows:

7.1 Reconciliation of cash and cash equivalents

| Consolidated | 1H18 \$'000 | FY17 \$'000 |
|----------------------------------|----------------|----------------|
| Cash and bank balances | 7,924 | 10,269 |
| Less: cash not available for use | (805) | (686) |
| | <u>7,119</u> | <u>9,583</u> |

7.2 Cash balances not available for use

Cash balances not available for use relate to unclaimed dividends. As at 31 December 2017, cash balances not available for use totalled \$805 thousand (2017: \$686 thousand). These restricted cash balances have not been included in the period end cash balances for the purposes of the Consolidated Statement of Cash Flows.

8. Assets classified as held for sale

| Consolidated | 1H18 \$'000 | FY17 \$'000 |
|---|----------------|----------------|
| Assets classified as held for sale | | |
| Current | | |
| Land and buildings | <u>2,071</u> | - |
| | <u>2,071</u> | - |

In August 2017, the Directors approved the sale of land and buildings located at Yatala, QLD. Subsequent to 31 December 2017, the Group entered into a sale contract for the property for \$2.1 million with settlement expected to occur in April 2018.

A loss of \$1.1 million has been recognised on the measurement of fair value less costs to sell at 31 December 2017. This amount is included in other expenses in the Consolidated Statement of Profit or Loss and Other Comprehensive Income.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

9. Property, plant and equipment

| | | Land & buildings at cost | Leasehold improvements at cost | Plant & equipment at cost | Motor vehicles at cost | Total |
|---|-------|--------------------------|--------------------------------|---------------------------|------------------------|-----------------|
| Consolidated | Notes | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 |
| Gross carrying amount | | | | | | |
| Balance as at 1 July 2016 | | 13,453 | 1,480 | 49,173 | 1,000 | 65,106 |
| Additions | | 8,529 | 117 | 25,087 | 834 | 34,567 |
| Disposals | | - | (26) | (2,136) | (129) | (2,291) |
| Reclassification of Inventories | | - | - | (1,005) | (146) | (1,151) |
| Effect of movements in exchange rates | | - | (1) | (77) | - | (78) |
| Acquisitions | 18 | - | 1,484 | 18,066 | 982 | 20,532 |
| Balance as at 30 June 2017 | | 21,982 | 3,054 | 89,108 | 2,541 | 116,685 |
| Additions | | 1,813 | 48 | 13,702 | 211 | 15,774 |
| Disposals | | (7,062) | (13) | (1,872) | (29) | (8,976) |
| Fair Value adjustment | 18 | - | - | (1,293) | - | (1,293) |
| Assets classified as held for sale | 8 | (3,208) | - | - | - | (3,208) |
| Effect of movements in exchange rates | | - | (6) | (39) | - | (45) |
| Transfers | | - | - | 388 | - | 388 |
| Balance as at 31 December 2017 | | 13,525 | 3,083 | 99,994 | 2,723 | 119,325 |
| Accumulated depreciation and impairment losses | | | | | | |
| Balance as at 1 July 2016 | | (599) | (513) | (12,722) | (166) | (14,000) |
| Transfers | | - | - | 247 | 2 | 249 |
| Disposals | | - | 7 | 471 | 93 | 571 |
| Depreciation charge | | (174) | (192) | (7,105) | (291) | (7,762) |
| Impairment losses | | - | - | (189) | - | (189) |
| Balance as at 30 June 2017 | | (773) | (698) | (19,298) | (362) | (21,131) |
| Transfers | | - | - | (93) | - | (93) |
| Disposals | | 565 | 6 | 808 | 9 | 1,388 |
| Depreciation charge | | (28) | (94) | (4,870) | (196) | (5,188) |
| Impairment losses | 6 | (3,999) | - | (8,844) | - | (12,843) |
| Balance as at 31 December 2017 | | (4,235) | (786) | (32,297) | (549) | (37,867) |
| Net book value | | | | | | |
| As at 30 June 2017 | | 21,209 | 2,356 | 69,810 | 2,179 | 95,554 |
| As at 31 December 2017 | | 9,290 | 2,297 | 67,697 | 2,174 | 81,458 |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

10. Intangible assets

10.1 Intangible assets

| | Notes | Indefinite Life | | | Finite Life | Total |
|---|-------|-----------------|------------------|------------------------------|----------------|------------------|
| | | Goodwill | Brand Networks | Intellectual Property Rights | Other | |
| Consolidated | | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 |
| Gross carrying amount | | | | | | |
| Balance as at 1 July 2016 | | 207,143 | 429,188 | 5,337 | 3,650 | 645,318 |
| Additions | | - | 350 | - | 187 | 537 |
| Reclassification | | - | (218) | - | - | (218) |
| Acquisitions through business combinations | 18 | 63,404 | - | - | 11,230 | 74,634 |
| Exchange differences | | (10) | (15) | - | - | (25) |
| Balance as at 30 June 2017 | | 270,537 | 429,305 | 5,337 | 15,067 | 720,246 |
| Additions | | - | 73 | - | 199 | 272 |
| Acquisitions through business combinations | 18 | 2,603 | - | - | 70 | 2,673 |
| Exchange differences | | (153) | (44) | - | - | (197) |
| Balance as at 31 December 2017 | | 272,987 | 429,334 | 5,337 | 15,336 | 722,994 |
| Accumulated amortisation and impairment losses | | | | | | |
| Balance as at 1 July 2016 | | - | (48,894) | - | (900) | (49,794) |
| Amortisation expense | | - | - | - | (1,526) | (1,526) |
| Balance as at 30 June 2017 | | - | (48,894) | - | (2,426) | (51,320) |
| Amortisation expense | | - | - | - | (968) | (968) |
| Impairment losses recognised in profit or loss | 6 | (29,519) | (54,387) | - | (477) | (84,383) |
| Balance as at 31 December 2017 | | (29,519) | (103,281) | - | (3,871) | (136,671) |
| Net book value | | | | | | |
| As at 30 June 2017 | | 270,537 | 380,411 | 5,337 | 12,641 | 668,926 |
| As at 31 December 2017 | | 243,468 | 326,053 | 5,337 | 11,465 | 586,323 |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

10. Intangible assets (continued)

10.2 Allocation of goodwill to cash-generating units

Goodwill has been allocated for impairment testing purposes to the following operating segments:

| Goodwill allocation | 1H18 \$'000 | FY17 \$'000 |
|----------------------------|----------------|----------------|
| Bakery/Café Systems | 76,864 | 76,864 |
| QSR Systems | 25,092 | 25,092 |
| Coffee Retail Systems | 35,848 | 65,367 |
| Coffee and Allied Beverage | 39,657 | 39,810 |
| Commercial Food Services | 66,007 | 63,404 |
| | <u>243,468</u> | <u>270,537</u> |

10.3 Allocation of indefinite life intangible assets to cash-generating units

| Indefinite life intangibles allocation | 1H18 \$'000 | FY17 \$'000 |
|---|----------------|----------------|
| Donut King Brand System | 36,187 | 36,186 |
| Brumby's Bakeries Brand System | 53,480 | 53,480 |
| Michel's Patisserie Brand System | 37,245 | 82,234 |
| Pizza Capers Gourmet Kitchens Brand System (PC) | - | 4,384 |
| Crust Gourmet Pizza Bars Brand System (CGP) | 43,090 | 43,040 |
| The Coffee Guy Brand System | 913 | 957 |
| Café2U Brand System | 9,252 | 9,252 |
| Gloria Jeans Brand system | 136,961 | 141,960 |
| Di Bella Coffee | 14,262 | 14,255 |
| | <u>331,390</u> | <u>385,748</u> |

Overview

An intangible asset's recoverable value is the greater of its value in use and its fair value less costs of disposal.

For intangible assets with a finite life, if there are indicators that the intangible asset's recoverable value has fallen below its carrying value, an impairment test is performed and a loss is recognised for the amount by which the carrying value exceeds the asset's recoverable value.

Intangible assets that have an indefinite useful life, such as brand systems, intellectual property rights and goodwill, are tested annually for impairment or more frequently where there is an indication that the carrying amount may not be recoverable.

The Group experienced a decrease in Brand System segment revenues in the half-year (Bakery/Café, QSR and Coffee Retail), predominantly attributable to lower planned store commissioning and outlet growth, and a decrease in Brand System coffee and allied product sales compared to the PCP. Additionally, the share price and market capitalisation of the Group declined significantly in the period, presenting indicators of impairment of these intangible assets, and accordingly the Group assessed all intangible assets for impairment at 31 December 2017.

Assessment of cash-generating units

There are a total of ten CGU's in existence, with eight CGU's attributable to the operation of the Group's Brand Systems, the ninth CGU attributable to the coffee roasting business, and the tenth CGU attributable to the commercial food services business.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

10. Intangible assets (continued)

Goodwill is allocated to cash generating units, or groups of units, expected to benefit from synergies arising from the acquisition giving rise to the goodwill. Goodwill is tested for impairment at the operating segment level, which reflects the level at which goodwill is monitored by management.

Impairment losses

During the half-year to 31 December 2017, impairment losses totalling \$84.4 million pre-tax (\$67.9 million post-tax) have been recognised in respect of the following cash-generating units:

Brand Systems and other intangibles:

| | |
|----------------------------|----------------|
| Michel's Patisserie | \$45.0 million |
| Pizza Capers | \$4.5 million |
| Gloria Jeans | \$5.0 million |
| Coffee and Allied Beverage | \$0.4 million |

Goodwill:

| | |
|---------------|----------------|
| Coffee Retail | \$29.5 million |
|---------------|----------------|

The impairment losses of Brand System related intangible assets were a result of the completion of a business-wide review, which has resulted in a decision to close 160-200 domestic franchise outlets, and the impact this is expected to have on the future cash-flows.

The Coffee and Allied Beverage impairment is as a result of impairing to nil a finite life intangible asset (expiring customer supply contract).

The recoverable amounts of those CGU's impaired at 31 December 2017 are:

| | |
|----------------------------|-----------------|
| Michel's Patisserie | \$42.0 million |
| Pizza Capers | Nil |
| Gloria Jeans | \$158.5 million |
| Coffee and Allied Beverage | \$85.0 million |
| Coffee Retail | \$161.2 million |

Impairment testing of identifiable intangible assets

The recoverable amount of each intangible asset with an indefinite useful life has been determined by reference to a value in use calculation based on the following key assumptions and estimates:

- Year 1 cash flow forecasts which are based on management's expectations of future performance, specifically incorporating the planned reduction in domestic franchise outlets referred to above;
- Cash flows in years two to five based on the expected average percentage growth rate ranges for each CGU;
- A Brand System specific increased post-tax nominal discount rate of 10.74% (FY17: 9.9%) was used in the testing of Michel's Patisserie and Gloria Jeans Brand Systems;
- A post-tax nominal discount rate of 10.24% has been applied for all other identifiable intangible assets (FY17: 9.9%);
- An indefinite terminal cash flow calculation has been applied for cash flows beyond year five, using the year five cash flow as a base; and
- A terminal growth rate of 2% has been applied to determine the terminal value.

Impairment testing of goodwill

The recoverable amount of each group of cash generating units to which goodwill is allocated has been determined by reference to a fair value less costs of disposal calculation based on the following key assumptions and estimates:

- Year 1 cash flow forecasts which are based on management's expectations of future performance, specifically incorporating the planned reduction in domestic franchise outlets referred to above;
- Cash flows in years two to five based on the expected average percentage growth rate ranges for each CGU;
- A post-tax nominal discount rate of 11.2% (FY17: 9.9%);
- An indefinite terminal cash flow calculation has been applied for cash flows beyond year five, using the year five cash flow as a base; and
- Expected costs of disposal for each segment.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

10. Intangible assets (continued)

Significant estimate: Impact of possible changes in key assumptions

The recoverable amounts in respect of those CGUs against which an impairment loss has been recognised (detailed above) continue to be highly sensitive to a range of assumptions, in particular the growth rates in the cash flow forecasts.

Three CGU's against which impairment losses were taken are subject to further impairment if there is an adverse change in the growth rate assumptions used in the calculation of the recoverable amount. The growth rate assumptions for these CGU's were:

| | Ave growth rate 2 – 5 years |
|-----------------------|-----------------------------|
| Michel's Patisserie | (0.3%) |
| Gloria Jeans | (0.3%) |
| Coffee Retail Segment | (0.6%) |

The following table outlines the headroom, growth rates and sensitised growth rates which would trigger impairment in the following CGU's that are also sensitive to reasonably possible movements in the growth rate:

| CGU | Headroom \$'000 | Ave growth rate 2 – 5 years | Ave growth rate 2 – 5 years to trigger impairment |
|-------------------|-----------------|-----------------------------|---|
| Brumby's Bakeries | 3,704 | (0.3%) | (0.7%) |
| The Coffee Guy | 1,208 | 1.5% | (8.0%) |
| Café2U | 901 | 1.5% | 0.5% |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

11. Deferred tax balances

| Consolidated 1H18 | Opening balance | Recognised in profit or loss | Recognised on impairment ⁽¹⁾ | Recognised directly in equity | Recognised in other comprehensive income | Acquisitions/ Disposals | Closing balance |
|--|--------------------|---------------------------------|--|-------------------------------------|---|----------------------------|--------------------|
| | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 |
| Temporary differences | | | | | | | |
| Intangible assets | (118,091) | (21) | 16,344 | - | - | - | (101,768) |
| Unrealised exchange differences | 9 | 14 | - | - | - | - | 23 |
| Employee benefits | 1,515 | (177) | - | - | - | - | 1,338 |
| Provisions | 5,286 | (2,337) | 7,319 | - | - | - | 10,268 |
| Doubtful debts | 3,027 | 212 | 3,578 | - | - | - | 6,817 |
| Unearned income | 1,130 | (36) | - | - | - | - | 1,094 |
| Share issue costs | 451 | (139) | - | 142 | - | - | 454 |
| Other | 362 | (1,643) | 2,064 | - | (59) | (199) | 525 |
| | (106,311) | (4,127) | 29,305 | 142 | (59) | (199) | (81,249) |
| Unused tax losses and credits | | | | | | | |
| Tax (losses)/credits | 535 | (106) | - | - | - | - | 429 |
| | 535 | (106) | - | - | - | - | 429 |
| | (105,776) | (4,233) | 29,305 | 142 | (59) | (199) | (80,820) |

| Consolidated FY17 | Opening balance | Recognised in profit or loss | Recognised on impairment ⁽¹⁾ | Recognised directly in equity | Recognised in other comprehensive income | Acquisitions/ Disposals | Closing balance |
|--|--------------------|---------------------------------|--|-------------------------------------|---|----------------------------|--------------------|
| | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 |
| Temporary differences | | | | | | | |
| Intangible assets | (114,722) | - | - | - | - | (3,369) | (118,091) |
| Unrealised exchange differences | 66 | (57) | - | - | - | - | 9 |
| Employee benefits | 972 | 543 | - | - | - | - | 1,515 |
| Provisions | 437 | 3,154 | - | - | - | 1,695 | 5,286 |
| Doubtful debts | 2,184 | 303 | - | - | - | 540 | 3,027 |
| Unearned income | 1,067 | 63 | - | - | - | - | 1,130 |
| Share issue costs | 646 | (358) | - | 163 | - | - | 451 |
| Other | 99 | (336) | - | - | 529 | 70 | 362 |
| | (109,251) | 3,312 | - | 163 | 529 | (1,064) | (106,311) |
| Unused tax losses and credits | | | | | | | |
| Tax (losses)/credits | 737 | (202) | - | - | - | - | 535 |
| | 737 | (202) | - | - | - | - | 535 |
| | (108,514) | 3,110 | - | 163 | 529 | (1,064) | (105,776) |

(1) Refer to Note 6.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

11. Deferred tax balances (continued)

Deferred tax balances are presented in the statement of financial position as follows:

| Consolidated | 1H18 \$'000 | FY17 \$'000 |
|--------------------------|-----------------|------------------|
| Deferred tax assets | 22,389 | 13,657 |
| Deferred tax liabilities | (103,209) | (119,433) |
| | <u>(80,820)</u> | <u>(105,776)</u> |

12. Borrowings

| Consolidated | 1H18 \$'000 | FY17 \$'000 |
|----------------------------------|----------------|----------------|
| Secured at amortised cost | | |
| Current | | |
| Finance lease liabilities | 399 | 679 |
| Equipment loans | 20 | 43 |
| | <u>419</u> | <u>722</u> |
| Secured at amortised cost | | |
| Non-current | | |
| Bank loans ⁽¹⁾ | 259,000 | 246,500 |
| Finance lease liabilities | 3,249 | 3,400 |
| Equipment loans | 62 | 74 |
| Borrowing Costs (Deferred) | (881) | (726) |
| | <u>261,430</u> | <u>249,248</u> |
| | <u>261,849</u> | <u>249,970</u> |

(1) During the period, the Group extended its three-year debt facilities totalling \$150 million, due to mature in December 2018, into longer dated maturities as follows:

- \$100 million extended to facilities maturing in January 2020; and
- \$50 million extended to facilities maturing in December 2020.

In addition, RFG has reduced existing five-year debt facilities maturing in December 2020 by \$25 million, with the Group's total senior debt facilities now being \$319 million.

Subsequent to 31 December 2017, the Company has been in negotiations with its senior debt lenders, to reset financial covenants attaching to the Group's debt facilities. Agreement has been reached between the Company and its lenders, subject to formal documentation of amendments to the debt facility agreements, to reset the covenants effective from 2 March 2018 for covenant testing periods commencing 1 January 2018. The key terms of the reset are:

- All financial covenants are to be measured quarterly commencing 31 March 2018 (previously 6 monthly);
- An Operating Leverage ratio increase for 12 months to 3.0x (previously 2.5x), reverting to 2.5x thereafter;
- A minimum budget for the financial year ending 30 June 2019 of underlying EBITDA \$90 million;
- Introduction of a financial covenant based on comparing actual quarterly underlying EBITDA performance to budget, with a 20% variance trigger;
- Loan repayments of \$12.5 million by 2 March 2019;
- 60% of the net proceeds of any disposal of assets (except for disposals under certain agreed exceptions) are to be applied as a mandatory prepayment of the amounts owing;
- Introduction of a Board-approved dividend and distribution policy in a form approved by the lenders;
- Representation and warranty for compliance with all statutory obligations relating to employee entitlements such as superannuation, pay-as-you-go and other tax obligations; and
- No change to current tenor of facilities.

These revised banking arrangements will also come at an increased cost to the Group, which has been factored into future cash flows.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

13. Issued capital

| Consolidated | 1H18 \$'000 | FY17 \$'000 |
|--|----------------|----------------|
| 182,745,510 fully paid ordinary shares (FY17: 176,736,066) | 428,644 | 402,472 |
| | <u>428,644</u> | <u>402,472</u> |

| Consolidated | 1H18 No. '000 | 1H18 \$'000 | FY17 No. '000 | FY17 \$'000 |
|--|------------------|----------------|------------------|----------------|
| Fully paid ordinary shares ⁽¹⁾ | | | | |
| Balance at beginning of period | 176,736 | 402,472 | 164,968 | 324,072 |
| Issue of ordinary shares ⁽²⁾ | 6,009 | 26,503 | 11,768 | 78,780 |
| Share issue costs | - | (473) | - | (543) |
| Related income tax | - | 142 | - | 163 |
| Balance at end of period | <u>182,745</u> | <u>428,644</u> | <u>176,736</u> | <u>402,472</u> |

(1) Fully paid ordinary shares carry one vote per share and carry the right to dividends.

(2) During the period, a total of 6,009,444 ordinary shares were issued as follows:

- (a) 1,015,648 shares issued on 17 October 2017 in respect of the Company's Dividend Reinvestment Plan, attributable to the payment of the final dividend for the financial year ended 30 June 2017. The issue price per share was \$4.47; and
- (b) 4,993,796 shares issued on 17 October 2017 in respect of a capital raising from institutional and sophisticated investors. The issue price per share was \$4.40.

14. Reserves

| Equity-settled employee benefits reserve | 1H18 \$'000 | FY17 \$'000 |
|--|----------------|----------------|
| Balance at beginning of period | 85 | - |
| Recognition of share-based payments | 142 | 85 |
| Balance at end of period | <u>227</u> | <u>85</u> |

| Foreign Currency Translation Reserve | 1H18 \$'000 | FY17 \$'000 |
|--|----------------|----------------|
| Balance at beginning of period | 1,254 | 1,495 |
| Exchange difference on translation of foreign operations | (669) | (241) |
| Balance at end of period | <u>585</u> | <u>1,254</u> |

| Hedging reserve | 1H18 \$'000 | FY17 \$'000 |
|--|----------------|----------------|
| Balance at beginning of period | (1,233) | - |
| Changes in the fair value of Cashflow Hedges | 197 | (1,762) |
| Deferred tax | (59) | 529 |
| Balance at end of period | <u>(1,095)</u> | <u>(1,233)</u> |
| Total Reserves | <u>(283)</u> | <u>106</u> |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

15. Retained earnings

| Consolidated | 1H18 \$'000 | FY17 \$'000 |
|---|----------------|----------------|
| Balance at beginning of period | 62,594 | 50,555 |
| Net profit attributable to members of the parent entity | (87,760) | 61,927 |
| Dividends provided for or paid | (26,510) | (49,888) |
| Balance at end of period | (51,676) | 62,594 |

16. Dividends

| Company | 1H18 | | 1H17 | |
|---|-----------------|--------------|-----------------|--------------|
| | Cents Per Share | Total \$'000 | Cents Per Share | Total \$'000 |
| Recognised amounts | | | | |
| <u>Fully paid ordinary shares</u> | | | | |
| Final dividend - fully franked at 30% tax rate ⁽¹⁾ | 15.00 | 26,510 | 14.50 | 23,920 |
| Unrecognised amounts | | | | |
| <u>Fully paid ordinary shares</u> | | | | |
| Interim dividend - fully franked at 30% tax rate | - | - | 14.75 | 25,968 |

- (1) In respect of profit for the financial year ended 30 June 2017, as detailed in the Directors' Report for that financial year, a final dividend of 15.00 cents per share (based on 176,736,066 shares on issue), franked to 100% at 30% corporate income tax rate, was paid on 17 October 2017.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

17. Financial instruments - Fair value

The Directors consider that the carrying amount of financial assets and financial liabilities recorded in the financial statements approximate to their fair values.

Financial instruments that are measured subsequent to initial recognition at fair value are grouped into Levels 1 to 3, based on the degree to which the fair value is observable.

Recognised fair value measurements

The Group did not measure any financial assets or financial liabilities at fair value on a non-recurring basis as at 31 December 2017.

Level 1: The fair value of financial instruments traded in active markets (such as publicly traded derivatives, and trading and available-for-sale securities) is based on quoted market prices at the end of the reporting period. The quoted market price used for financial assets held by the Group is the current bid price. These instruments are included in level 1.

Level 2: The fair value of financial instruments that are not traded in an active market (for example, over-the-counter derivatives) is determined using valuation techniques which maximise the use of observable market data and rely as little as possible on entity-specific estimates. If all significant inputs required to fair value an instrument are observable, the instrument is included in level 2.

Level 3: If one or more of the significant inputs is not based on observable market data, the instrument is included in level 3. This is the case for unlisted equity securities.

| <i>Recurring fair value measurements</i> At 31 December 2017 | Level 1 \$'000 | Level 2 \$'000 | Level 3 \$'000 | Total \$'000 |
|---|-------------------|-------------------|-------------------|-----------------|
| Financial Liabilities | | | | |
| Derivatives used for hedging - interest rates swaps | - | 1,643 | - | 1,643 |
| Contingent consideration | - | - | 337 | 337 |
| Total financial liabilities | - | 1,643 | 337 | 1,980 |

| <i>Recurring fair value measurements</i> At 30 June 2017 | Level 1 \$'000 | Level 2 \$'000 | Level 3 \$'000 | Total \$'000 |
|---|-------------------|-------------------|-------------------|-----------------|
| Financial Liabilities | | | | |
| Derivatives used for hedging - interest rates swaps | - | 1,810 | - | 1,810 |
| Contingent consideration | - | - | 6,965 | 6,965 |
| Total financial liabilities | - | 1,810 | 6,965 | 8,775 |

Specific valuation techniques used to value financial instruments include:

- The fair value of interest rate swaps is calculated as the present value of the estimated future cash flows based on observable yield curves; and
- The fair value of the remaining financial instruments is determined using discounted cash flow analysis.

| Consolidated | Contingent consideration payable \$'000 |
|---|--|
| Opening balance 30 June 2017 | 6,965 |
| Gains recognised in other income | (224) |
| Cash payments | (6,404) |
| Closing balance 31 December 2017 | 337 |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

18. Acquisitions

18.1 FY17 Acquisitions

| Name of businesses / intellectual property acquired | Principal activity | Date of acquisition | Total cost of acquisition | Cash cost of acquisition | Scrip cost of acquisition | Contingent cost of acquisition |
|---|---|---------------------|---------------------------|--------------------------|---------------------------|--------------------------------|
| | | | \$'000 | \$'000 | \$'000 | \$'000 |
| Hudson Pacific Corporation | Procurement, warehousing, manufacturing and distribution business | 22 September 2016 | 86,394 | 49,493 | 36,178 | 723 |
| Associated Foodservice Distribution | Procurement, warehousing and distribution business | 12 May 2017 | 6,252 | 6,252 | - | - |
| | Total consideration: | | 92,646 | 55,745 | 36,178 | 723 |

Hudson Pacific Corporation

On 22 September 2016, the Group acquired 100% of the issued share capital of Hudson Pacific Corporation through a Sales and Purchase Agreement (SPA). The acquisition has offered significant integration opportunities and substantially increased the scale of food service activities undertaken by the Group in support of its franchise community.

This transaction was accounted for on a provisional basis using the acquisition method of accounting as at 30 June 2017, pending further assessment of identifiable intangible assets and deferred tax liabilities. These valuations have since been completed and accordingly the acquisition accounting has been finalised, resulting in a decrease in the valuation of Property, plant and equipment by \$1.3 million, a \$0.2 million increase to deferred tax liabilities and a \$0.1 million increase in intangible assets at 31 December 2017.

Details of the purchase consideration are as follows:

| Consideration | \$'000 |
|--------------------------|--------|
| Cash | 49,493 |
| Scrip consideration | 36,178 |
| Contingent consideration | 723 |
| Total | 86,394 |

Shares issued as scrip consideration relates to 5,379,747 shares which are held in escrow and will be released in tranches from 2017 - 2019. The fair value of these shares is based on the share price as at settlement date, discounted for the impact of the escrow terms.

Additional amounts payable contingent on key persons remaining associated with Hudson Pacific Corporation for periods of 12, 24 and 36 months have not been included in contingent consideration of the business. In accordance with the Group's accounting policy on acquisitions, the contingent payments will be recognised in profit or loss as incurred. The potential undiscounted amount payable at 31 December 2017 is \$1.0 million.

The acquired businesses' contribution of gross revenues and earnings before interest, tax, depreciation and amortisation (EBITDA) to the Group for the period from 1 July 2017 to 31 December 2017 are included in the Commercial Food Services segment note (Note 3.3) of this report.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

18. Acquisitions (continued)

18.1 FY17 Acquisitions (continued)

Hudson Pacific Corporation (continued)

| Net assets acquired | Fair value on acquisition \$'000 |
|--|-------------------------------------|
| Current assets | |
| Cash and cash equivalents | 577 |
| Trade and other receivables | 25,004 |
| Inventories | 11,500 |
| Other current assets | 470 |
| Current tax assets | 106 |
| Total current assets | <u>37,657</u> |
| Non-current assets | |
| Property, plant and equipment | 18,808 |
| Deferred tax asset | 2,197 |
| Intangible assets | 11,300 |
| Total non-current assets | <u>32,305</u> |
| Total assets | <u>69,962</u> |
| Current liabilities | |
| Trade and other payables | 36,085 |
| Provisions | 4,453 |
| Total current liabilities | <u>40,538</u> |
| Non-current liabilities | |
| Deferred tax liability | 3,589 |
| Total non-current liabilities | <u>3,589</u> |
| Total liabilities | <u>44,127</u> |
| Net Assets | <u>25,835</u> |
| Goodwill on acquisition of business | 60,559 |
| Acquisition price | <u>86,394</u> |
| Net cash flow on acquisition | |
| Total purchase consideration | FY17 \$'000 |
| Total purchase consideration | 86,394 |
| Less: non-cash consideration | <u>(36,901)</u> |
| Consideration paid in cash | 49,493 |
| Less: Cash and cash equivalent balances acquired | <u>(577)</u> |
| Total | <u>48,916</u> |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

18. Acquisitions (continued)

18.1 FY17 Acquisitions (continued)

Associated Foodservice

On 12 May 2017, the Group acquired 100% of the issued share capital of Associated Foodservice through a Sales and Purchase Agreement (SPA). The acquisition also offers significant integration opportunities and further increased the scale of food service activities undertaken by the Group in support of its franchise community.

This transaction was accounted for on a provisional basis using the acquisition method of accounting as at 30 June 2017, pending further assessment of identifiable intangible assets, acquisition liabilities and deferred tax liabilities. These valuation have since been completed and accordingly the acquisition accounting has been finalised, resulting in the recognition of an additional \$0.2 million of inventory provisions and \$0.4 million of make good provisions in the acquired net assets at 31 December 2017. A \$0.6 million retention payment was paid to the vendor during 1H18.

Details of the purchase consideration are as follows:

| Consideration | \$'000 |
|---------------|--------|
| Cash | 6,252 |
| Total | 6,252 |

The acquired businesses' contribution of gross revenues and earnings before interest, tax, depreciation and amortisation (EBITDA) to the Group for the period from 1 July 2017 to 31 December 2017 are included within the Commercial Food Services segment in Note 3.3 of this report.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

18. Acquisitions (continued)

18.1 FY17 Acquisitions (continued)

Associated Foodservice (continued)

| Net assets acquired | Fair value on acquisition \$'000 |
|--|-------------------------------------|
| Current assets | |
| Cash and cash equivalents | 61 |
| Trade and other receivables | 3,180 |
| Inventories | 1,116 |
| Total current assets | <u>4,357</u> |
| Non-current assets | |
| Property, plant and equipment | 431 |
| Deferred tax asset | 109 |
| Total non-current assets | <u>540</u> |
| Total assets | <u>4,897</u> |
| Current liabilities | |
| Trade and other payables | 3,743 |
| Provisions | 350 |
| Total current liabilities | <u>4,093</u> |
| Total liabilities | <u>4,093</u> |
| Net Assets | <u>804</u> |
| Goodwill on acquisition of business | 5,448 |
| Acquisition price | <u>6,252</u> |
| | |
| Net cash flow on acquisition | FY17 \$'000 |
| Total purchase consideration | 6,252 |
| Consideration paid in cash | 6,252 |
| Less: Cash and cash equivalent balances acquired | (61) |
| Total | <u>6,191</u> |

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

19. Events after the reporting period

Except for the subsequent agreement with its senior debt lenders to reset financial covenants, refer Borrowings, Note 12, there has not been any other matter or circumstance occurring, in the reasonable opinion of the Directors, that may significantly affect the operations of the Group, the results of those operations, or the state of affairs of the Group in future financial years.

Interim Dividend

The Board of Directors has resolved that no interim dividend will be paid in FY18.

20. Contingent liabilities

The Group has been the subject of media coverage throughout December 2017 to February 2018, including speculation that class actions may be entered into against the Group. At the date of this report, the Group has not received notice of any litigation. Where any such notice is received in the future the Group would vigorously defend any such actions.

The Group is currently in dispute with certain franchisees over minor matters. No liability has been recognised in relation to these matters as the Directors are confident that these matters will be successfully resolved.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

21. Restatement of comparative period

As detailed in the Annual Report for the year end 30 June 2017, the Group conducted a detailed review of its accounting policies with respect to intangible assets, contingent consideration payments for acquisitions, and accounting for Brand System marketing funds, and as a consequence, the Group's accounts for the half-year ended 31 December 2016 were restated.

The impact of these restatements on the 1H17 comparative period Financial Statements are summarised in the following tables:

| Consolidated Statement of Profit or Loss and Other Comprehensive Income | 31-Dec-16 Reported | Marketing expenditure reclassification | De-recognition of Marketing Fund receivables | 31-Dec-16 Restated |
|---|--------------------|--|--|--------------------|
| | \$'000 | \$'000 | \$'000 | \$'000 |
| Continuing operations | | | | |
| Cost of sales | (68,833) | 287 | - | (68,546) |
| Other revenue | 66,915 | (13,110) | - | 53,805 |
| Marketing expenses | (14,728) | 12,192 | - | (2,536) |
| Administration expenses | (12,359) | 418 | - | (11,941) |
| Operating expense | (13,723) | 112 | - | (13,611) |
| Other expenses | (5,416) | 101 | (1,136) | (6,451) |
| Profit before tax | 47,841 | - | (1,136) | 46,705 |
| Income tax expense | (14,352) | - | 341 | (14,011) |
| Profit for the period | 33,489 | - | (795) | 32,694 |
| Total comprehensive income | 33,824 | - | (795) | 33,029 |
| Earnings per share | | | | |
| From continuing operations: | | | | |
| Basic (cents per share) | 19.6 | - | (0.4) | 19.2 |
| Diluted (cents per share) | 19.6 | - | (0.4) | 19.2 |

| Consolidated Statement of Changes in Equity | Fully Paid Ordinary Shares | Other Reserves | Retained Earnings | Total |
|--|----------------------------|----------------|-------------------|----------|
| | \$'000 | \$'000 | \$'000 | \$'000 |
| Balance as at 1 July 2016 | 324,072 | 1,495 | 50,555 | 376,122 |
| Profit for the period (Reported) | - | - | 33,489 | 33,489 |
| De-recognition of Marketing Fund receivables | - | - | (795) | (795) |
| Profit for the period (Restated) | - | - | 32,694 | 32,694 |
| Other comprehensive income | - | 335 | - | 335 |
| Issue of ordinary shares net of costs | 74,816 | - | - | 74,816 |
| Payment/provision of dividends | - | - | (23,920) | (23,920) |
| Recognition of share-based payments | - | 45 | - | 45 |
| Balance as at 31 December 2016 (Restated) | 398,888 | 1,875 | 59,329 | 460,092 |



| Company Secretary | Registered Office | Principal Administration Office | Share Registry |
|---|--|--|--|
| Mr Anthony Mark Connors RFG House 1 Olympic Circuit Southport QLD 4215 | RFG House 1 Olympic Circuit Southport QLD 4215 | RFG House 1 Olympic Circuit Southport QLD 4215 | Computershare Investor Services Level 1 200 Mary Street QLD 4000 |