

RESULTS, APPENDIX 4D & FINANCIAL REPORT  
FOR THE HALF YEAR ENDED  
31 DECEMBER 2015

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# RESULTS FOR THE HALF YEAR ENDED 31 DECEMBER 2015

## GROUP MANAGING DIRECTOR'S REPORT ON RESULTS

### FINANCIAL RESULTS

GALE Pacific Limited today announced a profit before tax of \$3.5 million for the six months to 31 December 2015, up on the \$0.7 million underlying pre-tax profit in the previous corresponding period. This exceeds the higher end of company's guidance range of \$2.75-\$3.25 million provided in October 2015. After-tax profit was \$3.2 million, compared to underlying after-tax profit of \$1.1 million in H1 FY2015.

Directors have declared an interim dividend of 0.75 cents per share unfranked (H1 FY2015: nil), payable on 4 April 2016 to shareholders on the register at 21 March 2016.

| Results summary for the 6 months ended                                                                                                            | 31 December 2015<br>(A\$ million) | 31 December 2014 (A\$ million)* | Change (%)            |
|---------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|---------------------------------|-----------------------|
| Sales revenue                                                                                                                                     | 82.4                              | 67.4                            | 22                    |
| Underlying EBITDA                                                                                                                                 | 8.2                               | 4.5                             | 82                    |
| Underlying EBIT                                                                                                                                   | 4.5                               | 1.6                             | 179                   |
| Underlying profit before tax                                                                                                                      | 3.5                               | 0.7                             | 383                   |
| <b>Underlying profit after tax</b>                                                                                                                | <b>3.2</b>                        | <b>1.1</b>                      | <b>194</b>            |
| Statutory profit/(loss) before tax                                                                                                                | 3.5                               | (1.8)                           | Loss to profit        |
| <b>Statutory profit/(loss) after tax</b>                                                                                                          | <b>3.2</b>                        | <b>(0.6)</b>                    | <b>Loss to profit</b> |
| Underlying earnings per share (cents)                                                                                                             | 1.07                              | 0.4                             | 194                   |
| Statutory earnings per share (cents)                                                                                                              | 1.07                              | (0.2)                           | Loss to profit        |
| Interim dividend – unfranked (cents)                                                                                                              | 0.75                              | -                               | -                     |
| Net debt                                                                                                                                          | (20.0)                            | (26.2)                          | 24                    |
| Operating cash flow                                                                                                                               | 1.5                               | (9.0)                           | negative to positive  |
| * Please refer to page 5 of the Group Managing Directors report for reconciliation between underlying and statutory numbers for comparative year. |                                   |                                 |                       |

GALE Pacific Group Managing Director Nick Pritchard, said: "We are pleased with the improved profit performance which is the result of continued execution of our growth strategy. The strong sales growth reflects new business wins, increased innovation in our product categories and improvements in our service.

"Importantly, the strong sales growth has been achieved whilst simultaneously exiting non-core product categories and non-strategic and unprofitable business, and we now have a platform that will support further profitable growth.

"All regions delivered strong sales growth with the exception of Eurasia which, as announced previously, is undergoing a major transformation. Australasia was a particular highlight, driving a large part of the profit improvement, primarily as a result of higher sales and ongoing improvements in the supply chain.

"We have continued to focus on improving inventory management, reducing the number of suppliers and improving supplier terms. These initiatives contributed to positive operating cash flow compared to a significant cash outflow in the prior corresponding period.

"The much improved operating performance and robust balance sheet has provided the directors with the confidence to reinstate the interim dividend."

## AUSTRALASIA

| For the 6 months ended | 31 December 2015<br>(A\$ million) | 31 December 2014<br>(A\$ million) | Change (%)     |
|------------------------|-----------------------------------|-----------------------------------|----------------|
| Sales                  | 57.4                              | 48.6                              | 18             |
| EBITDA                 | 4.1                               | (0.9)                             | Loss to profit |

The transformation of the Australia/New Zealand region is largely complete and has resulted in strong sales growth across both retail and commercial sectors, driven primarily by new product range wins and improving service. The company continues to work collaboratively with key customers to ensure that it delivers the innovation needed in its product categories. At this time of change within the Australian home improvement sector, innovation will be crucial to GALE Pacific's future success.

In line with the company's strategy to simplify logistics and procedures, warehouses across Australia were consolidated and a new Victorian warehouse was established that will enable further cost reductions and improve service.

Importantly, there was also significant investment in the Coolaroo brand, with an integrated national marketing campaign that included television. This is the first significant brand investment by the business in many years and is in line with the strategy of investing more heavily in a smaller number of brands.

## AMERICAS

| For the 6 months ended | 31 December 2015<br>(A\$ million) | 31 December 2014<br>(A\$ million) | Change (%) |
|------------------------|-----------------------------------|-----------------------------------|------------|
| Sales                  | 14.1                              | 10.1                              | 40         |
| EBITDA                 | (0.9)                             | (0.5)                             | (71)       |

Sales in the Americas region continued to grow strongly across both retail and commercial sectors and, in local currency, grew 14%; however, profit was impacted by higher end-of-season returns by major retailers.

The company secured additional ranging at major hardware retailers which will commence early in calendar year 2016, providing an impetus to retail sales in the second half.

Several investments were made to strengthen the regional supply chain management team and improve operations, including the establishment of new 3<sup>rd</sup> party logistics facilities to service customers better in eastern USA and in Canada.

Most sales and profit in the Americas are recorded in the northern hemisphere summer, and the region is expected to report a strong profit for the second half.

## MIDDLE EAST NORTH AFRICA

| For the 6 months ended | 31 December 2015<br>(A\$ million) | 31 December 2014<br>(A\$ million) | Change (%) |
|------------------------|-----------------------------------|-----------------------------------|------------|
| Sales                  | 8.6                               | 6.4                               | 34         |
| EBITDA                 | 1.7                               | 1.5                               | 18         |

Despite more challenging market conditions, the MENA business once again performed strongly with sales in local currency up 9% on the previous corresponding period. Considerable potential exists for the company's commercial products in this region and a number of strategies have been implemented to accelerate taking advantage of this opportunity. Further growth is expected via the addition of new, higher performing architectural shade fabrics and increased investments in people to capitalise on the opportunity.

## EURASIA

| For the 6 months ended | 31 December 2015<br>(A\$ million) | 31 December 2014<br>(A\$ million) | Change (%) |
|------------------------|-----------------------------------|-----------------------------------|------------|
| Sales                  | 2.4                               | 2.4                               | -          |

Progress with transforming the Eurasian business has been pleasing, with the appointment of an entirely new, multi-lingual team, now based in the region. The company has refocused on a smaller number of more strategic geographic areas and customers, and this is expected to deliver sales growth in the years ahead.

The Eurasia EBITDA contribution is included in the China Manufacturing Operations' result.

## CHINA MANUFACTURING OPERATIONS

| For the 6 months ended | 31 December 2015<br>(A\$ million) | 31 December 2014<br>(A\$ million) | Change (%) |
|------------------------|-----------------------------------|-----------------------------------|------------|
| EBITDA                 | 4.3                               | 4.5                               | (3)        |

The transformation of the China manufacturing operations continues to progress on schedule as activities to improve cost-effectiveness, flexibility and service start to take effect. Non-core manufacturing processes are being exited in order to focus on manufacturing processes where the company has a core competency and a globally competitive manufacturing cost position.

EBITDA for China includes contributions from Eurasia and inter-company trading.

## CASH GENERATION AND WORKING CAPITAL

Group working capital increased year-on-year as a result of unfavourable exchange translation and higher receivables due to considerably increased sales. Pleasingly, inventories reduced in all major markets despite the effect of foreign currency translation. The positive operating cash flow reflected improved trading terms with suppliers and better inventory management, along with the stronger profitability.

## NEW GLOBAL BANKING ARRANGEMENT

The company has reached agreement with the Australia and New Zealand Banking Group (ANZ) for a new long-term, multi-currency banking facility on improved commercial terms, and with reduced overall funding costs compared to previous facilities and a three year funding term.

The new banking arrangement is in line with the company's strategy to simplify the business and make arrangements that will support international growth.

## RECONCILIATION OF UNDERLYING RESULT TO STATUTORY RESULT (DECEMBER 2014)

During the half year prior period, the company incurred non-recurring costs related to restructuring and the re-launch of the company's pool fencing and balustrade ranges. The following table reconciles the underlying results to the statutory results.

| A\$ million             | EBITDA | EBIT  | Profit before tax | Profit after tax |
|-------------------------|--------|-------|-------------------|------------------|
| Statutory               | 2.0    | (0.9) | (1.8)             | (0.6)            |
| Restructuring costs     | 0.3    | 0.3   | 0.3               | 0.2              |
| Product re-launch costs | 2.2    | 2.2   | 2.2               | 1.5              |
| Underlying              | 4.5    | 1.6   | 0.7               | 1.1              |

Underlying profit, EBITDA and EBIT are the Statutory profit, EBITDA and EBIT adjusted for non-recurring costs related to restructuring and the re-launch of the company's pool fencing and balustrade ranges. The Company believes that underlying profit, EBITDA and EBIT provide a better understanding of its financial performance and allows for a more relevant comparison of financial performance between financial periods.

## OUTLOOK

The board is confident that the company's current momentum will be maintained and that its strategy is appropriate to deliver continued earnings growth.

Based on current indications, it is anticipated that the second half results will be above the same period last year and that FY2016 profit before tax (PBT) will be in the range \$12 – \$14 million, considerably ahead of PBT for the prior corresponding period of \$6.2 million (\$8.7 million underlying).

## ABOUT GALE PACIFIC

GALE Pacific is a manufacturer and marketer of commercial and DIY products that protect and enhance environments around the world. Based in Australia, the Company operates globally with approximately half of its revenue coming from other markets. GALE's products are marketed across commercial and retail sectors, with distribution into architectural, horticultural, agricultural, mining, construction, and home improvement channels; they are stocked by many of the world's largest retailers and also have strong online distribution.

Key products include architectural shade fabrics, exterior window shades, shade sails and an array of specialised commercial fabrics used for crop protection, irrigation, water storage and screening. Retail shade and screening products are marketed under the Coolaroo brand. Commercial products are marketed under the GALE Pacific brand.

In Australia and New Zealand, the Company also markets a range of interior window furnishings under the ZONE Interiors brand and a range of glass DIY pool fencing and balustrading, shower screens and other glass products under the EVERTON brand.

GALE Pacific is a world leader in specialised textiles and associated products and is recognised in its markets as an innovator and long-term producer of premium quality products.

The Company is focused on strengthening its global market position through product innovation and brand strength.



**Mr Nick Pritchard**  
Group Managing Director  
17 February 2016

**For further information please contact:**

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**For media enquiries please contact:**

James Strong, Financial & Corporate Relations, telephone (02) 8264 1005 / 0423 338 005.

# APPENDIX 4D

## HALF YEARLY REPORT FOR THE SIX MONTHS TO 31 DECEMBER 2014

|                                                        |                      |
|--------------------------------------------------------|----------------------|
| Name of Entity:                                        | Gale Pacific Limited |
| ABN or Equivalent Company Reference:                   | 80 082 263 778       |
| Report for the Half Year Ended:                        | 31 December 2015     |
| Previous Full Year Period is the Financial Year Ended: | 30 June 2015         |
| Previous Corresponding Period is the Half Year Ended:  | 31 December 2014     |

## RESULTS FOR ANNOUNCEMENT TO THE MARKET

|                                                                                                                        |    |       | Half Year to<br>31 December<br>2014<br>\$'000 |    | Half Year to<br>31 December<br>2015<br>\$'000 |
|------------------------------------------------------------------------------------------------------------------------|----|-------|-----------------------------------------------|----|-----------------------------------------------|
| Revenues from continuing operations:                                                                                   | Up | 22.0  | 67,434                                        | To | 82,377                                        |
| Profit from continuing operations after tax attributable to members:                                                   | Up | 591.5 | (647)                                         | To | 3,180                                         |
| Net profit for the period attributable to members:                                                                     | Up | 591.5 | (647)                                         | To | 3,180                                         |
| Please refer to the accompanying Directors' announcement to the Australian Securities Exchange for further commentary. |    |       |                                               |    |                                               |

## DIVIDENDS

|                                                   | Amount per security | Percentage franked |
|---------------------------------------------------|---------------------|--------------------|
| Interim dividend for the year ending 30 June 2016 | 0.75 cents          | 0%                 |
| Final dividend for the year ending 30 June 2015   | 1.00 cents          | 0%                 |

|                                                                                                                                                  |               |
|--------------------------------------------------------------------------------------------------------------------------------------------------|---------------|
| Date dividend is payable                                                                                                                         | 4 April 2016  |
| Record date for determining entitlements to the dividend                                                                                         | 21 March 2016 |
| Trading ex dividend                                                                                                                              | 17 March 2016 |
| The Company's Dividend Reinvestment Plan was suspended in September 2006 and the Directors have determined that the plan is to remain suspended. |               |

*Amount per security*

|                                                            | Amount per security | Percentage franked |
|------------------------------------------------------------|---------------------|--------------------|
| Interim dividend for the year ending 30 June 2016          |                     |                    |
| - In respect of 2016 financial year as at 31 December 2015 | 0.75 cents          | 0%                 |
| - In respect of 2015 financial year as at 31 December 2014 | Nil                 | N/A                |
| Final dividend for the year ending 30 June 2015            |                     |                    |
| - In respect of 2015 financial year as at 30 June 2015     | 1.00 cents          | 0%                 |
| - In respect of 2014 financial year as at 30 June 2014     | 1.35 cents          | 80%                |

NET TANGIBLE ASSET PER SECURITY

|                                          | As at<br>31 December 2015 | As at<br>30 June 2015 | As at<br>31 December 2014 |
|------------------------------------------|---------------------------|-----------------------|---------------------------|
| Net tangible asset per ordinary security | 24.6 cents                | 24.6 cents            | 20.7 cents                |

THE FINANCIAL INFORMATION PROVIDED IN APPENDIX 4D IS BASED ON THE HALF YEAR CONDENSED CONSOLIDATED FINANCIAL REPORT ATTACHED.

THE HALF YEAR CONDENSED CONSOLIDATED FINANCIAL REPORT HAS BEEN INDEPENDENTLY REVIEWED. THE FINANCIAL REPORT IS NOT SUBJECT TO A QUALIFIED INDEPENDENT REVIEW REPORT.



Signed:

Name:

Nick Pritchard

Title:

Group Managing Director

Date:

17 February 2016

# FINANCIAL REPORT FOR THE HALF YEAR ENDED 31 DECEMBER 2015

## Directors' Report

The Directors present their report together with the condensed financial report of the consolidated entity consisting of Gale Pacific Limited and the entities it controlled, for the half-year ended 31 December 2015 and independent auditors review report thereon.

### DIRECTORS

The following persons were Directors of Gale Pacific Limited during the whole of the financial half-year and up to the date of this report, unless otherwise stated:

| Name               | Period of Directorship          |
|--------------------|---------------------------------|
| Mr David Allman    | Director since 17 November 2009 |
| Mr Nick Pritchard  | Director since 22 August 2014   |
| Mr John Murphy     | Director since 24 August 2007   |
| Mr Peter Landos    | Director since 01 May 2014      |
| Mr George Richards | Resigned 30 October 2015        |

### REVIEW OF OPERATIONS

The profit for the Group after providing for income tax amounted to \$3,180,000 (31 December 2014: loss of \$647,000).

### SIGNIFICANT CHANGES IN THE STATE OF AFFAIRS

There were no significant changes in the state of affairs of the Group during the financial half-year.

### MATTERS SUBSEQUENT TO THE END OF THE FINANCIAL HALF-YEAR

No matter or circumstance has arisen since 31 December 2015 that has significantly affected, or may significantly affect the Group's operations, the results of those operations, or the Group's state of affairs in future financial years.

### ROUNDING OF AMOUNTS

The company is of a kind referred to in Class Order 98/100, issued by the Australian Securities and Investments Commission, relating to 'rounding-off'. Amounts in this report have been rounded off in accordance with that Class Order to the nearest thousand dollars, or in certain cases, the nearest dollar.

## AUDITOR'S DECLARATION

A copy of the Auditors' Independence Declaration in relation to the review for the half-year is provided with this report.

Signed in accordance with a resolution of the Board of Directors.



**Mr David Allman**  
Chairman  
17 February 2016



**Mr Nick Pritchard**  
Group Managing Director  
17 February 2016

# Auditor's Independence Declaration



The Board of Directors  
Gale Pacific Limited  
145 Woodlands Drive  
BRAESIDE VIC 3195

17 February 2016

Dear Board Members

**Gale Pacific Limited**

In accordance with section 307C of the Corporations Act 2001, I am pleased to provide the following declaration of independence to the directors of Gale Pacific Limited.

As lead audit partner for the review of the financial statements of Gale Pacific Limited for the half-year ended 31 December 2015, I declare that to the best of my knowledge and belief, there have been no contraventions of:

- (i) the auditor independence requirements of the Corporations Act 2001 in relation to the review; and
- (ii) any applicable code of professional conduct in relation to the review.

Yours sincerely

A stylized, handwritten signature in dark ink, appearing to read "Deloitte Touche Tohmatsu".

DELOITTE TOUCHE TOHMATSU

A stylized, handwritten signature in dark ink, appearing to read "Stephen Roche".

**Stephen Roche**  
Partner  
Chartered Accountants

Deloitte Touche Tohmatsu  
ABN 74 490 121 060

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Member of Deloitte Touche Tohmatsu Limited

# Directors' Declaration

In the Directors' opinion:

- the attached financial statements and notes comply with the Corporations Act 2001, Australian Accounting Standard AASB 134 'Interim Financial Reporting', the Corporations Regulations 2001 and other mandatory professional reporting requirements;
- the attached financial statements and notes give a true and fair view of the Group's financial position as at 31 December 2015 and of its performance for the financial half-year ended on that date; and
- there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

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

On behalf of the Directors



**Mr David Allman**  
Chairman  
17 February 2016



**Mr Nick Pritchard**  
Group Managing Director  
17 February 2016

# Condensed Consolidated Statement of Profit or Loss and Other Comprehensive Income

## For The Half Year Ended 31 December 2015

|                                                                                                                    | Note | Consolidated<br>31 Dec 2015<br>\$'000 | 31 Dec 2014<br>\$'000 |
|--------------------------------------------------------------------------------------------------------------------|------|---------------------------------------|-----------------------|
| <b>Revenue</b>                                                                                                     |      |                                       |                       |
| Sale of goods                                                                                                      |      | 82,377                                | 67,434                |
| Other income                                                                                                       |      | 3,536                                 | 195                   |
| <b>Expenses</b>                                                                                                    |      |                                       |                       |
| Raw materials and consumables used                                                                                 |      | (45,555)                              | (35,440)              |
| Employee benefits expense                                                                                          |      | (13,367)                              | (11,377)              |
| Depreciation and amortisation expense                                                                              |      | (3,741)                               | (3,216)               |
| Marketing and advertising                                                                                          |      | (1,716)                               | (3,652)               |
| Occupancy costs                                                                                                    |      | (2,472)                               | (1,808)               |
| Warehouse and related costs                                                                                        |      | (5,982)                               | (5,268)               |
| Other expenses                                                                                                     |      | (8,619)                               | (7,790)               |
| Finance costs                                                                                                      |      | (914)                                 | (839)                 |
| <b>Profit/(loss) before income tax (expense)/benefit</b>                                                           |      | 3,547                                 | (1,761)               |
| Income tax (expense)/benefit                                                                                       |      | (367)                                 | 1,114                 |
| <b>Profit/(loss) after income tax expense for the half-year attributable to the owners of Gale Pacific Limited</b> |      | 3,180                                 | (647)                 |
| <b>Other comprehensive income</b>                                                                                  |      |                                       |                       |
| <i>Items that may be reclassified subsequently to profit or loss</i>                                               |      |                                       |                       |
| Net change in the fair value of cash flow hedges taken to equity, net of tax                                       |      | (679)                                 | 1,337                 |
| Foreign currency translation                                                                                       |      | 1,039                                 | 8,733                 |
| Other comprehensive income for the half-year, net of tax                                                           |      | (360)                                 | 10,070                |
| <b>Total comprehensive income for the half-year attributable to the owners of Gale Pacific Limited</b>             |      | 3,540                                 | 9,423                 |
|                                                                                                                    |      | Cents                                 | Cents                 |
| Basic earnings per share                                                                                           | 6    | 1.07                                  | (0.22)                |
| Diluted earnings per share                                                                                         | 6    | 1.06                                  | (0.22)                |

The above should be read in conjunction with the accompanying notes.

# Condensed Consolidated Statement of Financial Position

## As At 31 December 2015

|                                  | Consolidated |             |
|----------------------------------|--------------|-------------|
|                                  | 31 Dec 2015  | 30 Jun 2015 |
|                                  | \$'000       | \$'000      |
| <b>Assets</b>                    |              |             |
| <b>Current assets</b>            |              |             |
| Cash and cash equivalents        | 15,841       | 17,769      |
| Trade and other receivables      | 31,507       | 27,081      |
| Inventories                      | 46,334       | 39,229      |
| Derivative financial instruments | 392          | 1,363       |
| Current tax assets               | 1,331        | 3,147       |
| Other current assets             | 1,086        | 819         |
| Total current assets             | 96,491       | 89,408      |
| <b>Non-current assets</b>        |              |             |
| Property, plant and equipment    | 32,573       | 34,872      |
| Intangibles                      | 25,288       | 25,311      |
| Total non-current assets         | 57,861       | 60,183      |
| <b>Total assets</b>              | 154,352      | 149,591     |
| <b>Liabilities</b>               |              |             |
| <b>Current liabilities</b>       |              |             |
| Trade and other payables         | 17,554       | 12,887      |
| Borrowings                       | 35,450       | 33,641      |
| Current tax liabilities          | -            | 2,179       |
| Provisions                       | 2,287        | 1,820       |
| Total current liabilities        | 55,291       | 50,527      |
| <b>Non-current liabilities</b>   |              |             |
| Borrowings                       | 425          | 783         |
| Deferred tax                     | 97           | 397         |
| Provisions                       | 96           | 96          |
| Total non-current liabilities    | 618          | 1,276       |
| <b>Total liabilities</b>         | 55,909       | 51,803      |
| <b>Net assets</b>                | 98,443       | 97,788      |
| <b>Equity</b>                    |              |             |
| Issued capital                   | 71,485       | 71,485      |
| Reserves                         | 2,048        | 1,598       |
| Retained profits                 | 24,910       | 24,705      |
| <b>Total equity</b>              | 98,443       | 97,788      |

The above should be read in conjunction with the accompanying notes.

# Condensed Consolidated Statement of Changes in Equity For The Half Year Ended 31 December 2015

| Consolidated                                                 | Issued<br>capital<br>\$'000 | Reserves<br>\$'000 | Retained<br>profits<br>\$'000 | Total<br>equity<br>\$'000 |
|--------------------------------------------------------------|-----------------------------|--------------------|-------------------------------|---------------------------|
| Balance at 1 July 2014                                       | 71,485                      | (11,415)           | 23,566                        | 83,636                    |
| Loss after income tax (expense)/benefit for the half-year    | -                           | -                  | (647)                         | (647)                     |
| Other comprehensive income for the half-year, net of tax     | -                           | 10,070             | -                             | 10,070                    |
| Total comprehensive income for the half-year                 | -                           | 10,070             | (647)                         | 9,423                     |
| <i>Transactions with owners in their capacity as owners:</i> |                             |                    |                               |                           |
| Share-based payments                                         | -                           | 11                 | -                             | 11                        |
| Dividends paid (note 4)                                      | -                           | -                  | (4,016)                       | (4,016)                   |
| Balance at 31 December 2014                                  | 71,485                      | (1,334)            | 18,903                        | 89,054                    |

| Consolidated                                                 | Issued<br>capital<br>\$'000 | Reserves<br>\$'000 | Retained<br>profits<br>\$'000 | Total<br>Equity<br>\$'000 |
|--------------------------------------------------------------|-----------------------------|--------------------|-------------------------------|---------------------------|
| Balance at 1 July 2015                                       | 71,485                      | 1,598              | 24,705                        | 97,788                    |
| Profit after income tax (expense)/benefit for the half-year  | -                           | -                  | 3,180                         | 3,180                     |
| Other comprehensive income for the half-year, net of tax     | -                           | 360                | -                             | 360                       |
| Total comprehensive income for the half-year                 | -                           | 360                | 3,180                         | 3,540                     |
| <i>Transactions with owners in their capacity as owners:</i> |                             |                    |                               |                           |
| Share-based payments                                         | -                           | 90                 | -                             | 90                        |
| Dividends paid (note 4)                                      | -                           | -                  | (2,975)                       | (2,975)                   |
| Balance at 31 December 2015                                  | 71,485                      | 2,048              | 24,910                        | 98,443                    |

The above should be read in conjunction with the accompanying notes.

# Condensed Consolidated Statement of Cash Flows

## For The Half Year Ended 31 December 2015

|                                                                       |      | Consolidated          |                       |
|-----------------------------------------------------------------------|------|-----------------------|-----------------------|
|                                                                       | Note | 31 Dec 2015<br>\$'000 | 31 Dec 2014<br>\$'000 |
| <b>Cash flows from operating activities</b>                           |      |                       |                       |
| Receipts from customers (inclusive of GST)                            |      | 81,487                | 73,754                |
| Payments to suppliers and employees (inclusive of GST)                |      | (78,338)              | (79,654)              |
|                                                                       |      | <u>3,149</u>          | <u>(5,900)</u>        |
| Other revenue                                                         |      | -                     | 2                     |
| Interest and other finance costs paid                                 |      | (914)                 | (823)                 |
| Income taxes paid                                                     |      | (738)                 | (2,327)               |
| Net cash from/(used in) operating activities                          | 5    | <u>1,497</u>          | <u>(9,048)</u>        |
| <b>Cash flows from investing activities</b>                           |      |                       |                       |
| Payments for property, plant and equipment                            |      | (1,093)               | (2,484)               |
| Payments for intangibles                                              |      | (284)                 | (307)                 |
| Proceeds from disposal of property, plant and equipment               |      | (42)                  | 4                     |
| Net cash used in investing activities                                 |      | <u>(1,419)</u>        | <u>(2,787)</u>        |
| <b>Cash flows from financing activities</b>                           |      |                       |                       |
| Proceeds from borrowings                                              |      | 2,455                 | 17,524                |
| Dividends paid                                                        | 4    | (2,975)               | (4,016)               |
| Repayment of borrowings                                               |      | (1,004)               | -                     |
| Net cash from/(used in) financing activities                          |      | <u>(1,524)</u>        | <u>13,508</u>         |
| Net increase/(decrease) in cash and cash equivalents                  |      | (1,446)               | 1,673                 |
| Cash and cash equivalents at the beginning of the financial half-year |      | 17,769                | 13,058                |
| Effects of exchange rate changes on cash and cash equivalents         |      | 308                   | 1,267                 |
| Cash and cash equivalents at the end of the financial half-year       |      | <u><u>16,631</u></u>  | <u><u>15,998</u></u>  |

The above should be read in conjunction with the accompanying notes.

# Notes To The Condensed Consolidated Financial Statements For The Half Year Ended 31 December 2015

## NOTE 1. GENERAL INFORMATION

The financial statements cover Gale Pacific Limited ('Company' or 'parent entity') and controlled entities (referred to as the 'Group'). The financial statements are presented in Australian dollars, which is Gale Pacific Limited's functional and presentation currency.

Gale Pacific Limited is a listed public company limited by shares, incorporated and domiciled in Australia. Its registered office is:

145 Woodlands Drive  
Braeside, Vic, 3195

A description of the nature of the Group's operations and its principal activities are included in the Directors' report, which is not part of the financial statements.

The financial statements were authorised for issue, in accordance with a resolution of Directors, on 29 February 2016. The Directors have the power to amend and reissue the financial statements.

## NOTE 2. SIGNIFICANT ACCOUNTING POLICIES

These general purpose financial statements for the interim half-year reporting period ended 31 December 2015 have been prepared in accordance with Australian Accounting Standard AASB 134 'Interim Financial Reporting' and the Corporations Act 2001, as appropriate for for-profit oriented entities. Compliance with AASB 134 ensures compliance with International Financial Reporting Standard IAS 34 'Interim Financial Reporting'.

These general purpose financial statements do not include all the notes of the type normally included in annual financial statements. Accordingly, these financial statements are to be read in conjunction with the annual report for the year ended 30 June 2015 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 principal accounting policies adopted are consistent with those of the previous financial year and corresponding interim reporting period, unless otherwise stated.

### (a). New, revised or amending Accounting Standards and Interpretations adopted

The Group has adopted all of the new, revised or amending Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB') that are mandatory for the current reporting period. The adoption of these Accounting Standards and Interpretations did not have any significant impact on the financial performance or position of the Group during the financial half-year ended 31 December 2015 and are not expected to have any significant impact for the full financial year ending 30 June 2016.

Any new, revised or amending Accounting Standards or Interpretations that are not yet mandatory have not been early adopted.

### (b). Comparatives

Where necessary, the comparative statement of profit or loss and other comprehensive income has been reclassified and repositioned for consistency with the current period disclosures.

# Notes To The Condensed Consolidated Financial Statements For The Half Year Ended 31 December 2015

## NOTE 3. OPERATING SEGMENTS

### *Identification of reportable operating segments*

The Group is organised into four operating segments identified by geographic location and identity of the service line manager. These operating segments are based on the internal reports that are reviewed and used by the Chief Executive Officer (who is identified as the Chief Operating Decision Makers ('CODM')) in assessing performance and in determining the allocation of resources. There is no aggregation of operating segments.

The Group operates predominantly in one business segment, being branded shading, screening and home improvement products.

The CODM reviews revenue and segment results. The accounting policies adopted for internal reporting to the CODM are consistent with those adopted in the financial statements.

Discrete financial information about each of these segments is reported on a monthly basis.

The operating segments are as follows:

|                                   |                                                                                                                                                                                                      |
|-----------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Australasia                       | Manufacturing and distribution facilities are located in Australia, and distribution facilities are located in New Zealand. Sales offices are located in all states in Australia and in New Zealand. |
| China Operations and Eurasia      | Manufacturing facilities are located in Beilun, China which supply to the Group's sales and marketing operations throughout the world in particular Europe and Asia.                                 |
| Americas                          | Sales offices are located in Florida and custom blind assembly and distribution facilities are located in California which service the North American region.                                        |
| MENA - Middle East / North Africa | A sales office and distribution facility is located in the United Arab Emirates to service this market.                                                                                              |

# Notes To The Condensed Consolidated Financial Statements For The Half Year Ended 31 December 2015

## NOTE 3. OPERATING SEGMENTS (CONTINUED)

|                                                | Australasia   | China<br>Operations &<br>Eurasia | Americas       | MENA         | Corporate      | Intersegment<br>/Eliminations | Total          |
|------------------------------------------------|---------------|----------------------------------|----------------|--------------|----------------|-------------------------------|----------------|
| 31 December 2015                               | \$'000        | \$'000                           | \$'000         | \$'000       | \$'000         | \$'000                        | \$'000         |
| <b>Revenue</b>                                 |               |                                  |                |              |                |                               |                |
| Sales to external customers                    | 57,353        | 2,357                            | 14,089         | 8,578        | -              | -                             | 82,377         |
| Intersegment sales                             | 1,597         | 25,105                           | -              | 0            | -              | (26,702)                      | -              |
| Total sales revenue                            | 58,949        | 27,462                           | 14,089         | 8,579        | -              | (26,702)                      | 82,377         |
| <b>Total revenue</b>                           | <b>58,949</b> | <b>27,462</b>                    | <b>14,089</b>  | <b>8,579</b> | <b>-</b>       | <b>(26,702)</b>               | <b>82,377</b>  |
| Segment EBITDA                                 | 4,020         | 4,381                            | (922)          | 1,727        | (2,084)        | 1,081                         | 8,202          |
| Depreciation and amortisation                  | (418)         | (2,484)                          | (600)          | (1)          | (239)          | -                             | (3,741)        |
| Finance costs                                  | (106)         | (546)                            | (224)          | (38)         | -              | -                             | (914)          |
| <b>Profit/(loss) before income tax expense</b> | <b>3,496</b>  | <b>1,351</b>                     | <b>(1,746)</b> | <b>1,688</b> | <b>(2,323)</b> | <b>1,081</b>                  | <b>3,547</b>   |
| Income tax expense                             |               |                                  |                |              |                |                               | (367)          |
| <b>Profit after income tax expense</b>         |               |                                  |                |              |                |                               | <b>3,180</b>   |
| <b>Assets</b>                                  |               |                                  |                |              |                |                               |                |
| Segment assets                                 | 63,334        | 42,268                           | 25,525         | 10,482       | 13,791         | (1,046)                       | 154,353        |
| <b>Total assets</b>                            |               |                                  |                |              |                |                               | <b>154,353</b> |
| <b>Liabilities</b>                             |               |                                  |                |              |                |                               |                |
| Segment liabilities                            | 11,890        | 16,801                           | 1,637          | 660          | 24,921         | -                             | 55,909         |
| <b>Total liabilities</b>                       |               |                                  |                |              |                |                               | <b>55,909</b>  |

# Notes To The Condensed Consolidated Financial Statements For The Half Year Ended 31 December 2015

## NOTE 3. OPERATING SEGMENTS (CONTINUED)

|                                         | Australasia    | China<br>Operations &<br>Eurasia | Americas      | MENA          | Corporate      | Intersegment<br>/Eliminations | Total          |
|-----------------------------------------|----------------|----------------------------------|---------------|---------------|----------------|-------------------------------|----------------|
| 31 December 2014                        | \$'000         | \$'000                           | \$'000        | \$'000        | \$'000         | \$'000                        | \$'000         |
| <b>Revenue</b>                          |                |                                  |               |               |                |                               |                |
| Sales to external customers             | 48,577         | 2,358                            | 10,072        | 6,427         | -              | -                             | 67,434         |
| Intersegment sales                      | 1,355          | 19,653                           | 42            | (57)          | -              | (20,993)                      | -              |
| Total sales revenue                     | <u>49,932</u>  | <u>22,011</u>                    | <u>10,114</u> | <u>6,370</u>  | <u>-</u>       | <u>(20,993)</u>               | <u>67,434</u>  |
| Total revenue                           | <u>49,932</u>  | <u>22,011</u>                    | <u>10,114</u> | <u>6,370</u>  | <u>-</u>       | <u>(20,993)</u>               | <u>67,434</u>  |
| Segment EBITDA                          | (893)          | 4,536                            | (538)         | 1,466         | (2,182)        | (365)                         | 2,024          |
| Depreciation and amortisation           | (407)          | (2,094)                          | (283)         | (1)           | (193)          | -                             | (2,978)        |
| Finance costs                           | -              | -                                | -             | -             | -              | -                             | (807)          |
| Profit/(loss) before income tax expense | <u>(1,300)</u> | <u>2,442</u>                     | <u>(821)</u>  | <u>1,465</u>  | <u>(2,375)</u> | <u>(365)</u>                  | <u>(1,761)</u> |
| Income tax expense                      |                |                                  |               |               |                |                               | 1,114          |
| Profit after income tax expense         |                |                                  |               |               |                |                               | <u>(647)</u>   |
|                                         |                |                                  |               |               |                |                               |                |
|                                         | Australasia    | China<br>Operations &<br>Eurasia | Americas      | MENA          | Corporate      | Intersegment<br>/Eliminations | Total          |
| 30 June 2015                            | \$'000         | \$'000                           | \$'000        | \$'000        | \$'000         | \$'000                        | \$'000         |
| <b>Assets</b>                           |                |                                  |               |               |                |                               |                |
| Segment assets                          | <u>50,698</u>  | <u>41,165</u>                    | <u>31,721</u> | <u>10,588</u> | <u>17,165</u>  | <u>(1,747)</u>                | <u>149,591</u> |
| Total assets                            |                |                                  |               |               |                |                               | <u>149,591</u> |
| <b>Liabilities</b>                      |                |                                  |               |               |                |                               |                |
| Segment liabilities                     | <u>7,154</u>   | <u>13,278</u>                    | <u>4,522</u>  | <u>736</u>    | <u>26,114</u>  | <u>-</u>                      | <u>51,803</u>  |
| Total liabilities                       |                |                                  |               |               |                |                               | <u>51,803</u>  |

## NOTE 4. EQUITY - DIVIDENDS

Final dividend for the year ended 30 June 2015 (2014: 30 June 2014) of 1.0 cents (2014: 1.35 cents) per ordinary share

Consolidated  
31 Dec 2015      31 Dec 2014  
\$'000              \$'000

|       |       |
|-------|-------|
| 2,975 | 4,016 |
| 2,975 | 4,016 |

# Notes To The Condensed Consolidated Financial Statements For The Half Year Ended 31 December 2015

## NOTE 5. RECONCILIATION OF PROFIT/(LOSS) AFTER INCOME TAX TO NET CASH FROM/(USED IN) OPERATING ACTIVITIES

|                                                          | Consolidated<br>31 Dec 2015<br>\$'000 | 31 Dec 2014<br>\$'000 |
|----------------------------------------------------------|---------------------------------------|-----------------------|
| Profit/(loss) after income tax expense for the half-year | 3,180                                 | (647)                 |
| Adjustments for:                                         |                                       |                       |
| Depreciation and amortisation                            | 3,741                                 | 2,982                 |
| Share-based payments                                     | 90                                    | 11                    |
| Net loss on disposal of non-current assets               | -                                     | 2                     |
| Other revenue - non-cash                                 | (3,536)                               | -                     |
| Finance costs - non-cash                                 | (292)                                 | -                     |
| Foreign currency differences                             | 1,521                                 | 1,350                 |
| Change in operating assets and liabilities:              |                                       |                       |
| Increase in trade and other receivables                  | (890)                                 | (803)                 |
| Increase in inventories                                  | (7,105)                               | (12,140)              |
| Decrease in income tax refund due                        | 1,816                                 | -                     |
| Decrease in deferred tax assets                          | 292                                   | -                     |
| Decrease in derivative assets                            | 292                                   | -                     |
| Increase in prepayments                                  | (267)                                 | -                     |
| Decrease in other operating assets                       | -                                     | 1,681                 |
| Increase in trade and other payables                     | 4,667                                 | 1,760                 |
| Decrease in provision for income tax                     | (2,179)                               | (3,210)               |
| Decrease in deferred tax liabilities                     | (300)                                 | -                     |
| Increase in employee benefits                            | 321                                   | -                     |
| Increase in other provisions                             | 146                                   | -                     |
| Decrease in other operating liabilities                  | -                                     | (34)                  |
| Net cash from/(used in) operating activities             | 1,497                                 | (9,048)               |

## NOTE 6. EARNINGS PER SHARE

|                                                                                           | Consolidated<br>31 Dec 2015<br>\$'000 | 31 Dec 2014<br>\$'000 |
|-------------------------------------------------------------------------------------------|---------------------------------------|-----------------------|
| Profit/(loss) after income tax attributable to the owners of Gale Pacific Limited         | 3,180                                 | (647)                 |
|                                                                                           | Number                                | Number                |
| Weighted average number of ordinary shares used in calculating basic earnings per share   | 297,474,396                           | 297,474,396           |
| Adjustments for calculation of diluted earnings per share:                                |                                       |                       |
| Performance rights                                                                        | 3,401,617                             | 2,343,583             |
| Weighted average number of ordinary shares used in calculating diluted earnings per share | 300,876,013                           | 299,817,979           |
|                                                                                           | Cents                                 | Cents                 |
| Basic earnings per share                                                                  | 1.07                                  | (0.22)                |
| Diluted earnings per share                                                                | 1.06                                  | (0.22)                |

# Independent Auditor's Review Report



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## Independent Auditor's Review Report to the Members of Gale Pacific Limited

We have reviewed the accompanying half-year financial report of Gale Pacific Limited, which comprises the condensed consolidated statement of financial position as at 31 December 2015, and the condensed consolidated statement of profit or loss and other comprehensive income, the condensed consolidated statement of cash flows and the consolidated statement of changes in equity for the half-year ended on that date, selected explanatory notes and, the directors' declaration of the consolidated entity comprising Gale Pacific Limited and entities it controlled at the end of the half-year or from time to time during the half-year as set out on pages 12 to 21.

### *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 gives a true and fair view and 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 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* including: giving a true and fair view of the Gale Pacific Limited's financial position as at 31 December 2015 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 Gale Pacific 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.

Liability limited by a scheme approved under Professional Standards Legislation.  
Member of Deloitte Touche Tohmatsu Limited

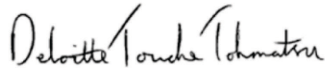
*Auditor's Independence Declaration*

In conducting our review, we have complied with the independence requirements of the *Corporations Act 2001*. We confirm that the independence declaration required by the *Corporations Act 2001*, which has been given to the directors of Gale Pacific Limited, would be in the same terms if given to the directors as at the time of this auditor's review report.

*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 Gale Pacific Limited is not in accordance with the *Corporations Act 2001*, including:

- (a) giving a true and fair view of the consolidated entity's financial position as at 31 December 2015 and of its performance for the half-year ended on that date; and
- (b) complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*.



DELOITTE TOUCHE TOHMATSU



**Stephen Roche**  
Partner  
Chartered Accountants  
Melbourne, 17 February 2016