



AUSTRALIAN VINTAGE LTD

**Preliminary Final Report of  
Australian Vintage Ltd  
for the Financial Year Ended 30 June 2013**

(ACN 052 179 932)

This Preliminary Final Report is provided to the Australian Stock Exchange (ASX) under ASX Listing Rule 4.3A.

Current Reporting Period:

Financial Year ending 30 June 2013

Previous Corresponding Period:

Financial Year ending 30 June 2012

# Australian Vintage Ltd

## Revenue and Net Profit

		Percentage Change %	Amount \$'000
Total operating revenue	Down	8.5%	208,549
Net profit	Up	0%	7,070

## Brief Explanation of Revenue, Net Profit/(Loss) and Dividends (Distributions)

See the attached press release.

## Details Relating to Dividends

		Date dividend paid	Amount per security ¢	Amount per security of foreign sourced dividend ¢
Final dividend	2013	18/11/2013	2.60	-
	2012	19/11/2012	2.60	-
Interim dividend	2012	-	-	-
	2012	-	-	-
Total	2013	18/11/2013	2.60	-
	2012	19/11/2012	2.60	-

## Total dividend (distribution) per security (interim plus final)

	2013 ¢	2012 ¢
Ordinary securities	2.60	2.60

## Interim and final dividend (distribution) on all securities

	2013 \$'000	2012 \$'000
Ordinary securities	3,451	3,432
<b>Total</b>	<b>3,451</b>	<b>3,432</b>

Any other disclosures in relation to dividends (distributions).

Record date for the payment of the final dividend will be 6<sup>th</sup> September 2013. The dividend will be fully franked.

# Australian Vintage Ltd

## Dividend Reinvestment Plans

The dividend or distribution plans shown below are in operation.

Australian Vintage Ltd Dividend Re-investment Plan

The last date(s) for receipt of election notices for the dividend or distribution plans

6<sup>th</sup> September 2013

Net Tangible Assets Per Security

Net tangible assets per security

**2013**  
**\$**

**2012**  
**\$**

1.11

1.04

Commentary on Results

See attached press release.

Information on Audit or Review

This preliminary final report is based on accounts to which one of the following applies.

☐ The accounts have been audited.

☐ The accounts have been subject to review.

☒ The accounts are in the process of being audited or subject to review.

☐ The accounts have not yet been audited or reviewed.

Description of likely dispute or qualification if the accounts have not yet been audited or subject to review or are in the process of being audited or subjected to review.

Nil.

Description of dispute or qualification if the accounts have been audited or subjected to review.

Nil.

# Australian Vintage Ltd

## Consolidated Statement of Profit or Loss and Other Comprehensive Income For the financial year ended 30 June 2013

	Note	Consolidated 2013 \$'000	2012 \$'000
Revenue	2	208,549	227,962
Cost of sales	2	(151,380)	(165,633)
<b>Gross Profit</b>		<b>57,169</b>	<b>62,329</b>
Fair value of grapes picked during the financial year less estimated costs to sell		3,171	967
Investment income	2	403	458
Other gains and losses	2	917	1,425
Distribution expenses		(10,856)	(12,269)
Gain on provision for onerous contracts		4,223	-
Sales and marketing expenses		(23,646)	(22,349)
Administration expenses		(6,531)	(6,271)
Loss on foreign exchange		(459)	(601)
Finance costs – interest paid		(12,920)	(12,835)
Finance costs – interest un-wind		(990)	(1,916)
<b>Profit before income tax</b>	<b>2</b>	<b>10,481</b>	<b>8,938</b>
Income tax expense		(3,411)	(1,871)
<b>Net profit for the year</b>		<b>7,070</b>	<b>7,067</b>
<b>Other comprehensive loss:</b>			
Items that may be reclassified subsequently to profit and loss:			
Gain / (Loss) on interest rate swaps		1,453	(1,716)
Valuation of foreign exchange hedges		(1,571)	6
Exchange differences arising on translation of foreign operations		45	34
Income tax relating to components of other comprehensive income		21	503
<b>Other comprehensive loss for the year, net of tax</b>		<b>(52)</b>	<b>(1,173)</b>
<b>Total comprehensive income for the year</b>		<b>7,018</b>	<b>5,894</b>
<b>Earnings Per Share:</b>			
Basic (cents per share)	4	5.3	5.4
Diluted (cents per share)	4	5.3	5.4

Notes to the financial statements are included on pages 7 to 14.

# Australian Vintage Ltd

## Consolidated Statement of Financial Position As at 30 June 2013

	Note	Consolidated 2013 \$'000	2012 \$'000
<b>Current Assets</b>			
Cash and cash equivalents		995	237
Trade and other receivables		35,613	39,546
Inventories		151,376	130,624
Current tax assets		79	200
Other		3,637	4,105
<b>Total Current Assets</b>		<b>191,700</b>	<b>174,712</b>
<b>Non-Current Assets</b>			
Trade and other receivables		-	1,843
Inventories		20,858	21,878
Other financial assets		59	59
Biological assets		33,184	33,169
Property, plant and equipment		93,171	95,613
Goodwill		37,685	37,685
Other intangible assets		7,405	7,780
Water Licences		7,467	8,692
Deferred tax assets		52,288	55,123
<b>Total Non-Current Assets</b>		<b>252,117</b>	<b>261,842</b>
<b>Total Assets</b>		<b>443,817</b>	<b>436,554</b>
<b>Current Liabilities</b>			
Trade and other payables		33,019	36,918
Borrowings		2,305	1,993
Other financial liabilities		1,559	1,618
Provisions		6,061	8,016
Other		48	42
<b>Total Current Liabilities</b>		<b>42,992</b>	<b>48,587</b>
<b>Non-Current Liabilities</b>			
Borrowings		140,748	127,329
Deferred tax liabilities		10,773	10,232
Other financial liabilities		430	751
Provisions		7,975	12,786
<b>Total Non-Current Liabilities</b>		<b>159,926</b>	<b>151,098</b>
<b>Total Liabilities</b>		<b>202,918</b>	<b>199,685</b>
<b>Net Assets</b>		<b>240,899</b>	<b>236,869</b>
<b>Equity</b>			
Issued capital	3	403,155	402,792
Reserves		670	641
Accumulated losses		(162,926)	(166,564)
<b>Total Equity</b>		<b>240,899</b>	<b>236,869</b>

Notes to the financial statements are included on pages 7 to 14.

# Australian Vintage Ltd

## Consolidated Statement of Cash Flows For the financial year ended 30 June 2013

	Note	Consolidated 2013 \$'000	2012 \$'000
<b>Cash flows from operating activities</b>			
Receipts from customers		223,481	241,448
Payments to suppliers and employees		(217,164)	(217,723)
<b>Cash generated from operations</b>		<b>6,317</b>	<b>23,725</b>
Interest and other costs of finance paid		(10,935)	(13,292)
Interest and bill discounts received		284	157
<b>Net cash (used in) / provided by operating activities</b>		<b>(4,334)</b>	<b>10,590</b>
<b>Cash flows from investing activities</b>			
Payments for property, plant and equipment		(4,224)	(5,183)
Payments for intangibles		(136)	(151)
Proceeds from sale of property, plant & equipment		1,316	26,151
<b>Net cash (used in) / provided by investing activities</b>		<b>(3,044)</b>	<b>20,817</b>
<b>Cash flows from financing activities</b>			
Loan payment received		188	2,313
Dividends paid		(3,069)	(2,253)
Proceeds from borrowings		13,700	-
Repayment of borrowings		(2,683)	(37,654)
<b>Net cash provided by / (used in) financing activities</b>		<b>8,136</b>	<b>(37,594)</b>
Net increase / (decrease) in cash and cash equivalents		758	(6,187)
Cash and cash equivalents at the beginning of the financial year		237	6,424
<b>Cash and cash equivalents at the end of the financial year</b>	9	<b>995</b>	<b>237</b>

Notes to the financial statements are included on pages 7 to 14.

# Australian Vintage Ltd

## Consolidated Statement of Changes in Equity For the financial year ended 30 June 2013

	Share capital \$'000	Equity - settled employee benefits reserve \$'000	Hedging reserve \$'000	Foreign currency translation reserve \$'000	Accumulated losses \$'000	Total \$'000
Balance at 1 July 2011	401,831	1,497	332	(15)	(170,417)	233,228
Profit for the period	-	-	-	-	7,067	7,067
Loss on interest rate swaps	-	-	(1,716)	-	-	(1,716)
Valuation of foreign exchange hedges	-	-	6	-	-	6
Exchange differences arising on translation of foreign operations	-	-	-	34	-	34
Income tax relating to components of other comprehensive income	-	-	513	(10)	-	503
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>-</b>	<b>(1,197)</b>	<b>24</b>	<b>7,067</b>	<b>5,894</b>
<b>Transactions with owners in their capacity as owners:</b>						
Dividend paid	-	-	-	-	(3,214)	(3,214)
Issue of shares	961	-	-	-	-	961
<b>Balance at 30 June 2012</b>	<b>402,792</b>	<b>1,497</b>	<b>(865)</b>	<b>9</b>	<b>(166,564)</b>	<b>236,869</b>
Balance at 1 July 2012	402,792	1,497	(865)	9	(166,564)	236,869
Profit for the period	-	-	-	-	7,070	7,070
Profit on interest rate swaps	-	-	1,453	-	-	1,453
Valuation of foreign exchange hedges	-	-	(1,571)	-	-	(1,571)
Exchange differences arising on translation of foreign operations	-	-	-	45	-	45
Income tax relating to components of other comprehensive income	-	-	35	(14)	-	21
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>-</b>	<b>(83)</b>	<b>31</b>	<b>7,070</b>	<b>7,018</b>
<b>Transactions with owners in their capacity as owners:</b>						
Dividend paid	-	-	-	-	(3,432)	(3,432)
Options	-	81	-	-	-	81
Issue of shares	363	-	-	-	-	363
<b>Balance at 30 June 2013</b>	<b>403,155</b>	<b>1,578</b>	<b>(948)</b>	<b>40</b>	<b>(162,926)</b>	<b>240,899</b>

Notes to the financial statements are included on pages 7 to 14.

# Australian Vintage Ltd

## Notes to the Financial Statements for the financial year ended 30 June 2013

### Note 1 Basis of preparation

This preliminary final report has been prepared in accordance with ASX Listing Rule 4.3A and the disclosure requirements of ASX Appendix 4E.

The accounting policies adopted in the preparation of the preliminary final report are consistent with those adopted and disclosed in the June 2012 full year report other than as listed below.

### Adoption of new and revised Accounting Standards

The following new and revised Standards and Interpretations have been adopted in the current year and have affected the amounts reported in these financial statements. Details of other Standards and Interpretations adopted in these financial statements but that have had no effect on the amounts reported are set out below.

#### Standards affecting presentation and disclosure

Amendments to AASB 101 'Presentation of Financial Statements'. The amendment (part of AASB 2011-9 'Amendments to Australian Accounting Standards - Presentation of Items of Other Comprehensive Income') introduce new terminology for the statement of comprehensive income and income statement. Under the amendments to AASB 101, the statement of comprehensive income is renamed as a statement of profit or loss and other comprehensive income and the income statement is renamed as a statement of profit or loss. The amendments to AASB 101 retain the option to present profit or loss and other comprehensive income in either a single statement or in two separate but consecutive statements. However, the amendments to AASB 101 require items of other comprehensive income to be grouped into two categories in the other comprehensive income section: (a) items that will not be reclassified subsequently to profit or loss and (b) items that may be reclassified subsequently to profit or loss when specific conditions are met. Income tax on items of other comprehensive income is required to be allocated on the same basis – the amendments do not change the option to present items of other comprehensive income either before tax or net of tax. The amendments have been applied retrospectively, and hence the presentation of items of other comprehensive income has been modified to reflect the changes. Other than the above mentioned presentation changes, the application of the amendments to AASB 101 does not result in any impact on profit or loss, other comprehensive income and total comprehensive income.

The amendments (part of AASB 2012-5 'Further Amendments to Australian Accounting Standards arising from Annual Improvements 2009-2011 Cycle') requires an entity that changes accounting policies retrospectively, or makes a retrospective restatement or reclassification to present a statement of financial position as at the beginning of the preceding period (third statement of financial position), when the retrospective application, restatement or reclassification has a material effect on the information in the third statement of financial position. The related notes to the third statement of financial position are not required to be disclosed



# Australian Vintage Ltd

## Notes to the Financial Statements for the financial year ended 30 June 2013

### Note 1 Basis of preparation (continued)

#### Standards and Interpretations affecting the reported results or financial position

There are no new and revised Standards and Interpretations adopted in these financial statements affecting the reporting results or financial position.

#### ***Standards and Interpretations in issue not yet adopted***

At the date of authorisation of the financial statements, the Standards and Interpretations listed below were in issue but not yet effective.

<b>Standard/Interpretation</b>	<b>Effective for annual reporting periods beginning on or after</b>	<b>Expected to be initially applied in the financial year ending</b>
AASB 9 'Financial Instruments', and the relevant amending standards	1 January 2015	30 June 2016
AASB 10 'Consolidated Financial Statements' and AASB 2011-7 'Amendments to Australian Accounting Standards arising from the consolidation and Joint Arrangements standards'	1 January 2013	30 June 2014
AASB 11 'Joint Arrangements' and AASB 2011-7 'Amendments to Australian Accounting Standards arising from the consolidation and Joint Arrangements standards'	1 January 2013	30 June 2014
AASB 127 'Separate Financial Statements' (2011) and AASB 2011-7 'Amendments to Australian Accounting Standards arising from the consolidation and Joint Arrangements standards'	1 January 2013	30 June 2014
AASB 13 'Fair Value Measurement' and AASB 2011-8 'Amendments to Australian Accounting Standards arising from AASB 13'	1 January 2013	30 June 2014
AASB 119 'Employee Benefits' (2011) and AASB 2011-10 'Amendments to Australian Accounting Standards arising from AASB 119 (2011)'	1 January 2013	30 June 2014
AASB 2011-4 'Amendments to Australian Accounting Standards to Remove Individual Key Management Personnel Disclosure Requirements'	1 July 2013	30 June 2014
AASB 2012-2 'Amendments to Australian Accounting Standards – Disclosures – Offsetting Financial Assets and Financial Liabilities'	1 January 2013	30 June 2014
AASB 2012-3 'Amendments to Australian Accounting Standards – Offsetting Financial Assets and Financial Liabilities'	1 January 2014	30 June 2015
AASB 2012-5 'Amendments to Australian Accounting Standards arising from Annual Improvements 2009–2011 Cycle'	1 January 2013	30 June 2014
AASB 2012-10 'Amendments to Australian Accounting Standards – Transition Guidance and Other Amendments'	1 January 2013	30 June 2014
Mandatory Effective Date of IFRS 9 and Transition Disclosures (Amendments to IFRS 9 and IFRS 7)	1 January 2015	30 June 2015

At the date of authorisation of the financial statements, there were no additional IASB Standards and IFRIC Interpretations in issue but not yet effective..

### Critical accounting judgements and key sources of estimation uncertainty

In the application of the Group's accounting policies, directors are required to make judgements, estimates and assumptions about carrying values of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

The following are the key assumptions concerning the future, and other key sources of estimation uncertainty at the end of the reporting period, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year.

On the following page are the critical judgements that directors have made in the process of applying the Group's accounting policies and that have the most significant effect on the amounts recognised in the consolidated financial statements.

# Australian Vintage Ltd

## Notes to the Financial Statements for the financial year ended 30 June 2013

### **Note 1 Basis of preparation (continued)**

#### *Inventories*

The net realisable value of inventories is the estimated selling price in the ordinary course of business less estimated costs to sell which approximates fair value less cost to sell. The key assumptions require the use of management judgment. These key assumptions are the variables affecting the estimated costs to sell and the expected selling price.

The write down is based on assuming a selling price of the wine either through packaged goods or as bulk wine. Should the key assumptions applied in the estimation of revenue from the sale of the inventory when sold vary the ultimate realisable value may differ from that recorded at balance date.

#### *Income tax losses*

The company has recognised deferred tax assets in relation to unused tax losses and temporary differences as at the end of the reporting period. The recognition of deferred tax assets is after considering whether it is probable that the company will have sufficient taxable income in the foreseeable future and against which the deferred tax assets can be recovered.

The assessment of whether there will be sufficient taxable income is subject to a level of judgement and if the actual conditions vary to the assumptions adopted, the carrying value of the asset would need to be reassessed.

#### *Onerous Contracts*

The Company is party to a variety of grape supply agreements including vineyard lease agreements; grower grape supply agreements; and management of vineyard agreements. The agreements provide for the Company to acquire grapes at various prices some of which exceed market values.

The agreements in the current market are onerous.

Each contract has been reviewed and it has been determined that there is an unavoidable cost of meeting the obligations under the grape supply agreements that exceeds the forecast economic benefits (the onerous amount).

The provision for the onerous contracts has been brought to account using the best estimate of the onerous amount.

There are a number of future events the company expects will affect the amount required to settle the contracts and these events are reflected in the amount of the provisions where there is sufficient objective evidence that they will occur.

The onerous contracts provision has been adjusted to the present value (at 8.5% discount rate – 2012 : 8.5%) of the expenditures expected to be required to settle the onerous obligations.

#### *Impairment of goodwill and other intangibles*

The goodwill arising from the acquisition of businesses has been reassessed through the estimation of the value in use of the cash generating units (CGU) to which goodwill has been allocated. The value in use calculations require the Group to estimate the future cash flows expected to arise from the CGU and select a risk adjusted discount rate in order to calculate present value.

A discounted cash flow analysis was performed on the CGU's associated with the goodwill balances, using a pre-tax discount rate of 13.12% (2012 : 13.34%) (bulk wine business), which indicated that the fair value of assets (including goodwill), based upon discounted cash flows, was higher than the carrying value.

The carrying value of the brand names have been individually assessed as part of separate CGU's.

Impairment tests were performed on brand names using a discounted cash flow model and a pre-tax discount rate of 19.56% (2012 : 19.5%) (branded wine business).

There have been estimations applied to assumptions in the cash flows from the CGUs. Should these estimations vary the carrying amount of the intangible assets would need to be reassessed.

#### *Revaluation of biological assets*

The company reviewed the long term value of vineyards and adopted the net present values of the cash flows as a Directors' Valuation for the year ended 30 June 2013.

In determining the fair value of the biological assets, the forecast cash flows from the vineyards have been discounted using a 14.32% (2012 : 14.53%) pre-tax discount rate.

# Australian Vintage Ltd

## Notes to the Financial Statements for the financial year ended 30 June 2013

### Note 2 Profit / (Loss) from operations

	Consolidated	
	2013 \$'000	2012 \$'000
<b>(a) Revenue</b>		
Revenue from the sale of goods	193,158	212,763
Revenue from contract processing	11,959	11,373
Revenue from rendering vineyard contract services	3,432	3,826
<b>Total revenue</b>	<b>208,549</b>	<b>227,962</b>
A portion of the Group's revenue from the sale of goods denominated in foreign currencies is cash flow hedged. The amounts disclosed above for revenue from the sale of goods include the recycling of the effective amount of the foreign currency derivatives that are used to hedge foreign currency revenue.		
<b>Investment Income</b>		
Rental revenue	91	133
Interest received	312	325
<b>Total</b>	<b>403</b>	<b>458</b>
<b>Other gains / (losses)</b>		
(Loss) / Gain on sales of other property, plant and equipment	(32)	218
Wine equalisation tax rebate	500	500
Other rebates	740	442
Government grants	136	-
Impairment of water licences	(901)	-
Other	474	265
<b>Total</b>	<b>917</b>	<b>1,425</b>
<b>(b) Profit / (Loss) before income tax</b>		
Profit / (Loss) before income tax has been arrived at after crediting/(charging) the following gains and losses:		
(Loss) / Profit on disposal of property, plant and equipment	(32)	218
(Loss) / Profit on foreign exchange	(459)	(601)
Profit / (Loss) before income tax has been arrived at after charging the following expenses:		
Cost of sales	151,380	165,633
Finance costs:		
Interest on loans	12,259	12,018
Finance lease interest	661	817
<b>Total finance costs</b>	<b>12,920</b>	<b>12,835</b>
Depreciation of non-current assets – charged to cost of sales / inventory	5,402	5,437
Depreciation of non-current assets – other	1,157	1,127
Amortisation of non-current assets	511	463
<b>Total depreciation and amortisation expense</b>	<b>7,070</b>	<b>7,027</b>
Operating lease rental expenses (minimum lease payments)	13,137	15,143
<b>(c) Earnings before interest and tax (EBIT)</b>		
Earnings before interest and tax	24,079	23,364

# Australian Vintage Ltd

## Notes to the Financial Statements for the financial year ended 30 June 2013

### Note 3: Issued capital

	Consolidated	
	2013 \$'000	2012 \$'000
132,720,637 Fully paid ordinary shares (2012 : 131,993,692)	403,155	402,792
	\$'000	Number
<b>Fully paid ordinary share capital</b>		
Beginning of financial year	402,792	131,993,692
Issued during the year	363	726,945
End of financial year	403,155	132,720,637

All shares have equal rights to voting and dividends.

### Note 4: Earnings per share

	Consolidated	
	2013 Cents Per share	2012 Cents Per share
Basic earnings per share	5.3	5.4
Diluted earnings per share	5.3	5.4
	\$'000	\$'000
Profit for the year	7,070	7,067
	2013 Number of Shares '000	2012 Number of Shares '000
Weighted average number of ordinary shares used in calculating basic earnings per share	132,438	131,037
Weighted average number of ordinary shares used in calculating diluted earnings per share	132,438	131,037

### Note 5: Dividends

	Company 2013		Company 2012	
	Cents Per share	Total \$'000	Cents Per share	Total \$'000
Fully paid ordinary shares:				
Interim dividend – franked to 30%	-	-	-	-
Final dividend – franked to 30%	2.6	3,432	2.5	3,214
		3,432		3,214
Adjusted franking account balance		12,588		14,059

In respect of the financial year ended 30 June 2013, a final dividend of 2.6 cents per share was declared on 23<sup>rd</sup> August 2013 and will be paid on 18<sup>th</sup> November 2013.

# Australian Vintage Ltd

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## Notes to the Financial Statements for the financial year ended 30 June 2013

### Note 6: Borrowings

During the prior financial year the company reached agreement with the National Australia Bank to extend its debt facility until September 2014. The company will continue to be subject to various covenants including the requirement to repay debt in the event of equity raisings or the disposal of assets in certain circumstances. In addition, the company is able to declare a dividend provided the dividend is underwritten or approved by the National Australia Bank.

### Note 7: Subsequent events

There have been no matters or circumstances, other than that referred to in the financial statements or notes thereto, that have arisen since the end of the financial year, that have significantly affected, or 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.

### Note 8: Segment information

AASB 8 requires operating segments to be identified on the basis of internal reports about components of the company that are regularly reviewed by the chief operating decision maker in order to allocate resources to the segment and to assess its performance.

Information reported to the Company's Chief Executive Officer for the purpose of resource allocation and assessment of performance is specifically focused on the nature and location of the supply. The Company's reportable segments under AASB 8 are therefore as follows:

- Australasia / North America Packaged
  - supplies packaged wine within Australia, New Zealand, Asia and North America through retail and wholesale channels.
- UK / Europe
  - supplies packaged and bulk wine in the United Kingdom and Europe through retail and distributor channels.
- Cellar Door
  - supplies wine direct to the consumer through regional outlets.
- Australasia / North America bulk wine and processing
  - supplies bulk wine, concentrate and winery processing services throughout Australia, New Zealand, Asia and North America.
- Vineyards
  - provides vineyard management and maintenance services within Australia.

Information regarding these segments is presented below. The accounting policies of the reportable segments are the same as the Company's accounting policies.

The revenue reported represents revenue generated from external customers. There were no intersegment sales during the period.

Segment profit represents the profit earned by each segment without allocation of share of profits of associates, investment and interest revenue, gain on onerous contracts, impairment of water licences, finance costs and income tax expense. This is the measure reported to the chief operating decision maker for the purposes of resource allocation and assessment of segment performance.

# Australian Vintage Ltd

## Notes to the Financial Statements for the financial year ended 30 June 2013

### Note 8: Segment information (continued)

The following is an analysis by reportable operating segment for the period under review:

#### Business Segments

##### Segments Revenue, Results, Assets and Liabilities

	Revenue 2013 \$'000	Revenue 2012 \$'000	Results 2013 \$'000	Results 2012 \$'000
Australasia / North America packaged	79,903	79,371	5,214	6,353
UK / Europe	88,847	97,302	3,350	7,098
Cellar door	6,843	6,913	708	885
Australasia / North America bulk wine and processing	29,524	40,550	8,000	7,562
Vineyards	3,432	3,826	3,485	1,466
<b>Total</b>	<b>208,549</b>	<b>227,962</b>	<b>20,757</b>	<b>23,364</b>
Finance costs – interest paid			(12,920)	(12,835)
Finance costs – interest un-wind			(990)	(1,916)
Impairment of water licences			(901)	-
Gain on provision for onerous contracts			4,223	-
Interest received			312	325
<b>Profit before tax</b>			<b>10,481</b>	<b>8,938</b>

#### Other Segmental Information

	Acquisition of segment assets 2013 \$'000	2012 \$'000	Depn. & amort. of segment assets 2013 \$'000	2012 \$'000
Australasia / North America packaged	1,171	1,237	2,198	1,848
UK / Europe	1,403	1,576	2,633	2,514
Cellar door	46	207	123	118
Australasia / North America bulk wine and processing	1,970	1,894	594	1,118
Vineyards	480	250	806	790
Unallocated	17	142	716	639
<b>Total</b>	<b>5,087</b>	<b>5,306</b>	<b>7,070</b>	<b>7,027</b>

#### Geographical Segments

	Revenue from external customers 2013 \$'000	2012 \$'000	Segment non-current assets (a) 2013 \$'000	2012 \$'000
Australia	99,091	99,423	199,771	206,660
UK / Europe	88,847	97,302	-	-
North America	7,926	18,137	-	-
Other	12,685	13,100	-	-
<b>Total</b>	<b>208,549</b>	<b>227,962</b>	<b>199,771</b>	<b>206,660</b>

The Group has sales to three major customers who individually account for greater than 10% of annual sales. The total sales for these customers were \$96.4M (2012 : \$105.6M). Of these sales, \$61.0M (2012 : \$71.3M) is included within the UK / Europe division and \$35.4M (2012 : \$34.3M) is included within the Australasia / North America Packaged division.

Note : (a) Geographical segment non-current assets exclude other financial assets and deferred tax assets.

# Australian Vintage Ltd

## Notes to the Financial Statements for the financial year ended 30 June 2013

### Note 9: Notes to the statement of cash flow

#### (a) Reconciliation of cash

For the purposes of the cash flow statement, cash and cash equivalents include 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 financial year as shown in the cash flow statement is reconciled to the related items in the Statement of Financial Position as follows:

	Consolidated	
	2013 \$'000	2012 \$'000
Cash	995	237
<b>(b) Financing Facilities</b>		
Unsecured bank overdraft facility, reviewed annually and payable at call:		
Amount Used	-	912
Amount Unused	5,000	4,088
	5,000	5,000
Reducing lease facility:		
Amount Used	5,841	7,838
Amount Unused	-	-
	5,841	7,838
Unsecured revolving lease facility:		
Amount Used	-	-
Amount Unused	250	2,000
	250	2,000
Bank Guarantee/Surrender facility:		
Amount Used	1,399	2,626
Amount Unused	1,351	8,374
	2,750	11,000
Corporate purchasing card facility:		
Amount Used	216	154
Amount Unused	284	346
	500	500
Cash advance facility:		
Amount Used	135,700	122,000
Amount Unused	12,000	21,600
	147,700	143,600
Total facility	162,041	169,938

#### (c) Non-cash financing and investing activities

During the financial year the company issued 726,945 (2012 : 3,413,375) ordinary shares for \$363,000 (2012 : \$961,000) under the Dividend Reinvestment Plan.

There were no other movements in ordinary share capital or issued capital in the current or prior period.

#### (d) Business acquired

During the financial year there were no businesses acquired.

### Note 10: Contingent assets and liabilities

There are no contingent assets and liabilities.