

# **EVEREADY<sup>®</sup>**

**EAST AFRICA LIMITED**



**WE HELP YOU ENJOY YOUR WORLD!**

**EVEREADY.**

***Energizer***



***Playtex***

**EVEREADY®**

**SAVE CHAPAA**



The reports and statements set out below comprise the financial statements presented to the shareholders:

|                                                                        | Page    |
|------------------------------------------------------------------------|---------|
| Corporate Information                                                  | 3       |
| Board of Directors                                                     | 4 - 5   |
| Management Team                                                        | 6 - 7   |
| Notice of Annual General Meeting                                       | 8       |
| Shareholding Structure                                                 | 9 - 10  |
| Chairlady's Statement                                                  | 11      |
| Taarifa ya Mwenyekiti                                                  | 12      |
| Managing Director's Statement                                          | 13 - 14 |
| Taarifa ya Mkurugenzi Mkuu                                             | 15 - 16 |
| Director's Report                                                      | 17      |
| Corporate Governance                                                   | 18 - 19 |
| Taarifa ya Utawala wa Kimashirika                                      | 20 - 21 |
| Statement of Directors' Responsibilities                               | 22      |
| Report of the Independent Auditors                                     | 23      |
| Statement of Comprehensive Income for the year ended 30 September 2013 | 24      |
| Statement of Financial Position as at 30 September 2013                | 25      |
| Statement of Changes in Equity for the year ended 30 September 2013    | 26      |
| Statement of Cash Flows for the year ended 30 September 2013           | 27      |
| Accounting Policies                                                    | 28 - 37 |
| Notes to the Financial Statements                                      | 38 - 53 |
| Proxy Form/ Fomu ya Uwakilishi                                         |         |

# ***Energizer***



Makers of the  
**WORLD'S LONGEST LASTING**  
AA & AAA Battery in High Tech Devices 



**Directors** Hon. Moody A Awori - Chairman (Resigned in May 2013)  
Mrs Lucy Waithaka - Chairperson (Appointed in May 2013)  
Mr. J K Mutua - Managing Director  
Mr. A H Butt  
Industrial Commercial Development Corporation (ICDC)  
(Alternate Mr. Isaac Ole Ntiki)  
Mr. P Scott  
Ms. S Mudhune, MBS  
Ms. F B Shah  
Catherine Ngahu, EBS

**Audit Committee** Ms. S Mudhune, MBS - Chairperson  
Ms. F B Shah  
ICDC (Alternate Mr. Isaac Ole Ntiki)  
Mr. P Scott

**Remuneration and Nomination Committee** Ms. S Mudhune, MBS - Chairperson  
Mr. A H Butt  
Ms. F B Shah

**Finance and Risk Committee** Catherine Ngahu, EBS - Chairperson  
Mr. P Scott  
Mr. A H Butt

**Auditors & Tax Advisors** BDO East Africa Kenya  
Certified Public Accountants of Kenya  
12th Floor, Pension Towers  
P O Box 10032 GPO  
Nairobi 00100

**Share Registrars** Image Registrars Limited  
Transnational House, Mama Ngina Street  
P O Box 9287  
Nairobi 00100

**Advocates** Kaplan & Stratton  
Advocates  
P O Box 40111  
Nairobi 00100

Mukite Musangi & Company  
Advocates  
P O Box 149  
Nakuru 20100

Kemboy & Ogola Advocates  
P O Box 19500  
Nairobi 00100

**Secretary** Mr. I A Timamy

**Company Registered Office** MCFL Logistics Centre, 1st Floor  
Mombasa Road  
P O Box 44765  
Nairobi 00100

**Bankers** Commercial Bank of Africa Limited  
Barclays Bank of Kenya Limited  
Citibank N.A

## Board of Directors



Mrs. Lucy Waguthi Waithaka  
*Chairlady*



Mr. Jackson Mutua  
*Managing Director*



Mr. Akif H. Butt



Ms. Susan Mudhune



Ms. Fauzia Shah



Ms. Catherine Ngahu



Mr. Isaac Olentiki

\* Not in the Picture  
Mr. Paul Scott

## The biographies of the Directors holding office as of the date of publication of this report are as follows:

### **Mrs. Lucy Waguthi Waithaka - Chairlady**

Mrs. Waithaka holds a Masters of Science degree in Agronomy/Horticulture. Mrs. Waithaka has extensive experience in plant husbandry and management having held senior positions in agriculture related institutions, namely, the Horticultural Crops Development Authority and the Fresh Produce Exporters Association of Kenya, where she was the chief executive before joining the Export Promotion Council of Kenya. She is currently the General Manager, Supply Chain Development at the Export Promotion Council of Kenya. 58

### **Mr. Jackson Mutua - Managing Director**

Mr. Mutua holds a Bachelor of Commerce degree (Accounting option) from the University of Nairobi and a Masters of Business Administration from the same University. He is a qualified Accountant and Company Secretary and is a member of both ICPA(K) and ICPS(K). He has over 12 years experience having previously worked with BestFoods Kenya Ltd and Karirana Estates Ltd (Member of First Chartered Group of Companies). He joined Eveready East Africa Ltd in July 2007. 43

### **Ms. Fauzia B. Shah**

Ms. Shah holds a Bachelor of Laws Degree and an advocate of the High Court of Kenya with over 20 years experience in corporate and commercial matters. Fauzia is also a Certified Public Secretary with over 15 years of company secretarial matters. She has worked for the Sameer Group as Company Secretary and In-house Counsel and is presently practicing as an advocate at Shaply Barret & Company, Advocates. 50

### **Mr. Akif H. Butt**

Mr. Butt is a fellow of the Association of Chartered Certified Accountants (ACCA) and a Certified Public Accountant (CPA) and has over 25 years experience in financial management, corporate planning and strategic management. Akif initially trained and worked with PricewaterhouseCoopers in Kenya and the East African Region, Liberia and England. He joined the Sameer Group in 1989 and currently holds the position of Finance Director. 56

### **Mr. Isaac Olentiki**

Mr. Olentiki holds a Master of Business Administration (MBA) in Executive/Strategic Management from African Nazarene University. He is currently the Head of Business & Commercial Investments at Industrial & Commercial Development Corporation. He has previously worked as the Head of Sales & Marketing at First Community Bank Ltd and as a Senior Officer Retail & SME Banking at CFC/Stambic Bank Limited. 39

### **Ms. Susan Mudhune**

Ms. Mudhune holds a Bachelor of Arts Degree and an MBA from the University of Nairobi. She is a member of the Kenya Institute of Directors and the immediate former Chairman of the Kenya Commercial Bank Group (KCB). Prior to joining KCB, Susan worked in various management positions in the local banking industry for over 20 years. In addition, she serves as the national Chairman of the Kenya Girl Guides Association. In recognition of her outstanding achievements, the Kenya Institute of Bankers (KIB) awarded her Fellow of the Institute of Kenya Bankers (KIB) in December 2003. 64

### **Ms. Catherine Ngahu, EBS**

Ms. Ngahu holds a Bachelor of Education and MBA from the University of Nairobi. She studied entrepreneurship as a Business Research Fellow at Wharton Business School, University of Pennsylvania and Value-based leadership under the African Leadership Initiative program of the Aspen Leadership Institute. She has also studied Corporate Governance with the Institute of Directors Kenya and IOD UK, and holds the International Certificate in Company Directorship from IOD, UK. Currently, she is the Chairman of Kenya ICT Board (a state corporation) and member of the Boards of KCA University and Moran Publishers. She previously served in the Boards of Kenya Women Finance Trust, InvesteQ Capital, Suntra Investment Bank and KASNEB Syllabus Committee. She was a member of the governing council of Marketing Society of Kenya and Marketing and Social Research Association (MSRA). Catherine was awarded the Elder of the Order of the Burning Spear (EBS) by His Excellency the President of the Republic of Kenya for devoted service in 2011. 52

### **Mr. Paul Scott**

Mr Scott received an SNC in Business Studies from Paisley College in 1984. He has worked closely with several local Universities on their MBA & graduate programs and holds several advanced training awards from U.K. Business Colleges. Paul is currently the Regional Business Director of Energizer Middle East & Africa Ltd based in Dubai & has worked for Energizer for 13 years. Prior to joining Energizer Mr. Scott worked with Rothmans International in various sales, marketing & training roles throughout Europe & the Middle East markets. He is a member of the American Business Institute & the British Businessman's Group in Dubai. He is also a founding member of the Council Against Counterfeits, a group set up to work with local Customs & Ports Authorities preventing the importation of & helping in the identification of counterfeit goods across the Middle East. 50

## Management Team

Mr. Jackson Mutua  
*Managing Director*

Odhiambo Margaret  
*H/O Corporate,  
Legal, HR & Admin*

**EVEREADY.**

*Energizer*

**Schick**

*Playtex*



*Samuel Aggrey  
Finance Manager*



*Timothy Muriithi  
Business Development  
Manager*



*Alfred Okenye  
Export Manager*



\* Not in the Picture  
George Nyandoro *National Sales Manager*  
Noah Ochanda *Ag. Plant Manager*  
Jemimah Kinga - Okanga *Marketing Manager*

# Notice & Agenda of the 47<sup>th</sup> Annual General Meeting

NOTICE IS HEREBY GIVEN that the forty seventh (47th) Annual General Meeting of Eveready East Africa Limited (the "Company") will be held at Merica Hotel, Nakuru on Thursday 17 April, 2014 at 11 a.m. for the following business:

## AGENDA

### 1. Constitution of the Meeting

To determine if a quorum is present, and to read the notice convening the meeting.

### 2. Confirmation of Minutes

To confirm the minutes of the forty sixth (46th) Annual General Meeting held on Thursday April 18, 2013.

### 3. Ordinary Business

#### (i) Report of the Auditors and Consolidated Financial Statements for the year ended 30 September 2013:

To receive, consider and approve, adopt the Financial Statements for the year ended September 30, 2013 together with the Directors' and Auditors' Reports thereon.

#### (ii) Election of Directors

i) Mrs. Lucy Waithaka, a director elected on 28 May 2013, to fill a casual vacancy, who being eligible, offers herself for election.

ii) Ms. Susan Mudhune will retire by rotation in accordance with Article 91 of the Company's Articles of Association and being offers herself for re-election as a Director of the Company.

### 4. Remuneration of Directors

To approve the Directors' remuneration for the year ended September 30, 2013.

### 5. Appointment and Remuneration of Auditors

To re-appoint BDO East Africa as auditors of the Company for Financial Year 2015 and to authorize the Board to fix the Auditors' remuneration.

### 6. Special Business

To delete article 141 in its entirety and to replace it with the following new article-

"The Company may if required by law, deliver or pay to any prescribed person any unclaimed assets including but not limited to shares in the company which are deemed by any law to be abandoned or dividends which are deemed to be unclaimed as may be specified in any such law. Upon such delivery or payment, the unclaimed assets shall case to remain owing by the Company and the Company shall no longer be responsible or liable to the actual owner or holder or his or her estate, for the relevant unclaimed asset."

### 7. Any Other Business

To transact any other business for which appropriate notice has been issued and received.

By Order of the Board,

Image Registrars Ltd, Company Secretary  
January 30, 2014

## Note:

1. A member entitled to attend and vote at the meeting and who is unable to attend is entitled to appoint a proxy to attend and vote on his or her behalf. A proxy need not be a member of the Company. To be valid must be duly completed and signed by the member and must either be lodged at the offices of the Company's shares registrars, Image Registrars Limited, Transnational Plaza, 8th Floor, Mama Ngina Street, P.O. Box 9287 - 00100 GPO, Nairobi or lodged at the Company's registered office at MCFL Logistic Centre, 1st Floor, Mombasa Road P.O. Box 44765 - 00100 Nairobi, Kenya not later than 11a.m on Tuesday April 15, 2013 failing which it will be invalid. In the case of a corporate body the Proxy Form must be under its common seal or by notification in writing under the hand of some officer of the corporation duly authorized in that behalf.

A Proxy Form may be downloaded from the Company's website at [www.eveready.co.ke](http://www.eveready.co.ke). Alternatively, shareholders may contact our Company registrars at the above mentioned address for the same.

2. Any member may, by notice duly signed by him or her and delivered to the Company Secretary, not less than 7 or more than 21 days before the date appointed for the Annual General Meeting, give notice of his intention to propose any person for election as director to the Board, such notice is to be accompanied by a notice signed by the person proposed indicating his or her willingness to be elected.

3. A copy of the Annual Report & Financial Statements, 2013 may be viewed on the Company's website at [www.eveready.co.ke](http://www.eveready.co.ke)

## Shareholding Structure *as at 30 September 2013*

### Top 10 Local Individuals As At Monday September 30 2013

|              | Names                                                    | Address                            | Shares     | Percentage |
|--------------|----------------------------------------------------------|------------------------------------|------------|------------|
| 1            | Karim Jamal                                              | P.O Box 49863 Nairobi Kenya        | 9,426,687  | 14.33%     |
| 2            | Naran Khimji And Virji Khimji Hirani                     | P.O. Box 99093 Mombasa Kenya       | 878,400    | 1.33%      |
| 3            | Mohanlal Dharamshi Shah                                  | P.O Box 16-01000 Thika Kenya       | 548,300    | 0.83%      |
| 4            | Mushtaq Gulamhussein                                     | P.O Box 89969 80110 Mombasa Kenya  | 450,800    | 0.69%      |
| 5            | Mahendra Dahyabhai Patel & Jasumati Mahendra Patel Patel | P.O. Box 178 00606 Nairobi Kenya   | 431,500    | 0.66%      |
| 6            | Chandrakant Gulabchand Shah                              | 976 90100 Machakos Kenya           | 406,600    | 0.62%      |
| 7            | Johnson Mwangi Gitari                                    | P.O Box 68472 00622 Nairobi Kenya  | 365,300    | 0.56%      |
| 8            | Stanley Thuku Ngatia                                     | P.O Box 739 00902 Kikuyu Kenya     | 356,200    | 0.54%      |
| 9            | Andrew Mukite Musangi                                    | P.O. Box 149 Nakuru Kenya          | 341,800    | 0.52%      |
| 10           | Parotiben Sudhir Kumar Premchand Shah                    | P.O. Box 45594 00100 Nairobi Kenya | 336,800    | 0.51%      |
| 11           | Others - 118223                                          |                                    | 52,256,130 | 79.42%     |
| Grand Totals |                                                          |                                    | 65,798,517 | 100.00%    |

### Top 10 Local Institutions As At Monday September 30 2013

|              | Names                                           | Address                            | Shares      | Percentage |
|--------------|-------------------------------------------------|------------------------------------|-------------|------------|
| 1            | East Africa Batteries Limited                   | P.O. Box 55358 00200 Nairobi Kenya | 73,425,029  | 60.37%     |
| 2            | Industrial & Commercial Development Corporation | P.O Box 45519 00100 Nairobi Kenya  | 36,583,575  | 30.08%     |
| 3            | Best Investment Decisions Ltd                   | P.O. Box 40127 00100 Nairobi Kenya | 1,684,000   | 1.38%      |
| 4            | CFCFS Nominees Ltd A/C 210                      | P.O. Box 47198 00100 Nairobi Kenya | 830,300     | 0.68%      |
| 5            | Chali Investments Limited                       | P.O. Box 53172 00200 Nairobi Kenya | 370,000     | 0.30%      |
| 6            | Denroma Investment Limited                      | P.O. Box 5133 00200 Nairobi Kenya  | 216,700     | 0.18%      |
| 7            | Kericho Wholesalers Ltd                         | P.O. Box 55 Kericho Kenya          | 201,400     | 0.17%      |
| 8            | Tausi Assurance Company Limited                 | P.O Box 28889 00200 Nairobi Kenya  | 162,600     | 0.13%      |
| 9            | Goodwill(Nairobi)Limited A/C 855                | P.O.Box 40100 00100 Nairobi Kenya  | 137,800     | 0.11%      |
| 10           | Continental Publishing & Comm.Network Ltd       | P.O. Box 35226 00200 Nairobi Kenya | 137,200     | 0.11%      |
| 11           | Others - 4360                                   |                                    | 7,880,436   | 6.48%      |
| Grand Totals |                                                 |                                    | 121,629,040 | 100.00%    |

## Shareholding Structure *as at 30 September 2013 (Continued)*

### Top 10 Foreign Investors as at Monday September 30 2013

|    | Names                       | Address                                                                           | Shares            | Percentage     |
|----|-----------------------------|-----------------------------------------------------------------------------------|-------------------|----------------|
| 1  | Energizer International Inc | 533 Maryville University Drive 99999 St. Louis, Mo 63141 United States Of America | 22,061,559        | 97.74%         |
| 2  | Abdulrasul Ismail Thawer    | P.O. Box 45544 00100 Nairobi Kenya                                                | 100,200           | 0.44%          |
| 3  | Sadaf Seher & Fahim Ahmed   | P.O. Box 98459 80100 Mombasa Kenya                                                | 31,900            | 0.14%          |
| 4  | Roger Alan Dainty           | P O Box 95918 - 80106 Mombasa 80106 Mombasa Kenya                                 | 22,700            | 0.10%          |
| 5  | Anthony John Duckworth      | P.O.Box 1108 Ukunda Kenya                                                         | 20,000            | 0.09%          |
| 6  | Steven George Smith         | P.O.Box 44765-00100 00100 Nairobi Kenya                                           | 19,000            | 0.08%          |
| 7  | George Gitagia Kiarie       | 31 Dawson Avenue IG119QQ Barking Essex United Kingdom                             | 16,600            | 0.07%          |
| 8  | Rakesh Kashyap              | P.O. Box 44080 00100 Nairobi Kenya                                                | 16,200            | 0.07%          |
| 9  | Seraphim Kykkotis           | 1096 Houghton 2041 Johannesburg South Africa                                      | 14,000            | 0.06%          |
| 10 | Shila Dhimantlal Samji Shah | P.O.Box 86538 80100 Mombasa Kenya                                                 | 12,500            | 0.06%          |
| 11 | Others - 695                |                                                                                   | 257,784           | 1.14%          |
|    |                             |                                                                                   | <b>22,572,443</b> | <b>100.00%</b> |

### Top 10 Global Investors as at Monday September 30 2013

|    | Names                                                    | Address                                                                           | Shares             | Percentage     |
|----|----------------------------------------------------------|-----------------------------------------------------------------------------------|--------------------|----------------|
| 1  | East Africa Batteries Limited                            | P.O. Box 55358 00200 Nairobi Kenya                                                | 73,425,029         | 34.96%         |
| 2  | Industrial & Commercial Development Corporation          | P.O Box 45519 00100 Nairobi Kenya                                                 | 36,583,575         | 17.42%         |
| 3  | Energizer International INC.                             | 533 Maryville University Drive 99999 St. Louis, Mo 63141 United States Of America | 22,061,559         | 10.51%         |
| 4  | Karim Jamal                                              | P.O Box 49863 Nairobi Kenya                                                       | 9,426,687          | 4.49%          |
| 5  | Best Investment Decisions Ltd                            | P.O. Box 40127 00100 Nairobi Kenya                                                | 1,684,000          | 0.80%          |
| 6  | Naran Khimji And Virji Khimji Hirani                     | P.O. Box 99093 Mombasa Kenya                                                      | 878,400            | 0.42%          |
| 7  | CFCFS Nominees Ltd A/C 210                               | P.O. Box 47198 00100 Nairobi Kenya                                                | 830,300            | 0.40%          |
| 8  | Mohanlal Dharamshi Shah                                  | P.O Box 16-01000 Thika Kenya                                                      | 548,300            | 0.26%          |
| 9  | Mushtaq Gulamhussein                                     | P.O Box 89969 80110 Mombasa Kenya                                                 | 450,800            | 0.21%          |
| 10 | Mahendra Dahyabhai Patel & Jasumati Mahendra Patel Patel | P.O. Box 178 00606 Nairobi Kenya                                                  | 431,500            | 0.21%          |
| 11 | Others                                                   | <b>Grand Totals</b>                                                               | 63,679,850         | 30.32%         |
|    |                                                          |                                                                                   | <b>210,000,000</b> | <b>100.00%</b> |

## Chairlady's Statement



On behalf of the Board I am pleased to present to shareholders my report for the financial year 2013. I wish to appreciate the contribution of my predecessor Hon. Moody Awori who was the chair of the Board for most of the year under review. Hon. Awori left Eveready after having served it for more than 5 years, guiding the Company to its 2013 - 2017 strategic plan. On my own behalf, that of the Board and the Company at large, I take this opportunity to thank Hon. Awori for his significant contributions to the Board and the Company. We wish him all the best as he pursues other interests.

It was my great pleasure to join the Eveready Board in 28 May 2013 and to subsequently be appointed Chairman of the Board of Directors. I look forward to working together with my colleagues on the Board, management and staff to grow the business and contribute to its success. The 2013 financial result delivered by the Company shows significant improvement in all key performance indicators and I believe that Eveready is well placed to reward its shareholders and continue to delight its customers into the future.

### Financial Results

During the year under review, the group achieved a turnover of KShs.1.428 billion (2012: KShs.1.374 billion), a growth of 4% and achieved a Profit Before Tax of KShs.60,432 million (2012: KShs.68,914million), a 12% decline.

The result reflects the underlying strength and resilience of our business and an ability to deliver solid results against a backdrop of broader economic and market challenges. Good progress is being made on the execution of the Company's strategic plan 2013-17 and the initiatives arising out of the Plan will deliver sustainable, profitable growth into the future.

### Dividends

The Board does not recommend the payment of a dividend. In order to preserve cash for the investments envisaged in our strategic plan.

### Future Outlook

We expect to strengthen our portfolio of products by rolling out new product lines in physical year 2014 and beyond in line with our strategic plans in respect of the 2013 to 17 period. We are purposeful remodelling our business in a manner that will allow for a sustainable future for the Company. These actions will enable us grow our revenues and bottom line and continuously deliver value to our shareholders.

### Your Board

An effective Board needs to have the right balance of knowledge and experience among the non-executive directors, and to be well informed on the relevant technological, regulatory and market developments.

In 2013, the Board held additional sittings with management and in July 2013 approved a new Strategy for Company for the period 2013 to 2017. This came after a thorough review of the business with management and picked after the mid-term plan which was responsible for stabilizing the business in the last 2 years in readiness for future growth. I would like to thank the Board for the advisory role that they played in ensuring that management obtained the right leadership and oversight in the period. Hon. A. Moody Awori retired from the Board on 18 April 2013 at the last Annual General

Meeting. The retirement was part of the Board succession process. I would like to recognise the long term contributions made by Hon. Awori during a period of tremendous changes for the Company and the laying of a solid foundation for the Company's future in its 2013-17 strategic plan.

### Management

Eveready remains a well-managed Company that is committed to growth and improvement. Importantly, there has been good progress towards assembling a world class team blending the best local talent at all levels of the organisation. I pay tribute to Jackson Mutua the Company CEO. Jackson has demonstrated the enduring ability to deliver practical solutions to business challenges and achievement of results. The senior management team should also be recognised for their work this year.

### Our People

It is a credit to the entire Eveready team that they have navigated a challenging consumer and economic environment. The Board acknowledges the hard work and commitment from more than 200 staff members across the business for their part in delivering a good result.

**Mrs. Lucy W. Waithaka**  
Chairlady

## Taarifa ya Mwenyekiti



Nina furaha kuwasilisha ripoti yangu ya mwaka wa kifedha wa 2013 kwa wanahisa kwa niaba ya Halmashauri. Ningependa kutambua mchango wa mtangulizi wangu Mheshimiwa Moody Awori aliyekuwa mwenyekiti wa Halmashauri kwa karibu mwaka wote unaokaguliwa. Mheshimiwa. Awori aliondoka Eveready baada ya kuihudumia kwa zaidi ya miaka tano, akiiongoza Kampuni kufikia mpango wake wa kimkakati wa miaka 2013-17. Kwa niaba yangu, ile ya Halmashauri na Kampuni kwa ujumla, ninachukua nafasi kumshukuru Mheshimiwa Awori kwa michango yake muhimu kwa Halmashauri na Kampuni. Tunamtakia mema yote anapofuata shauku nyingine. Ilikuwa ni furaha yangu kubwa kujiunga na Halmashauri ya Eveready tarehe 28 May 2013 na kisha kuchaguliwa Mwenyekiti wa Halmashauri ya Wakurugenzi. Ninatarajia kwa furaha kufanya kazi pamoja na washiriki wenzangu kwenye Halmashauri, usimamizi na wafanyikazi kuikuza biashara na kuchangia kwenye ufanisi wake. Matokeo ya mwaka wa kifedha wa 2013 yaliyotolewa na Kampuni yanaonyesha uimarikaji wa maana katika viashiria vyote muhimu vya utendaji na ninaamini kuwa Eveready iko katika nafasi nzuri kuwazawadia wanahisa na kuendelea kuwapendeza sana wateja wake katika siku za usoni.

### Matokeo ya Kifedha

Katika mwaka unaokaguliwa, kundi lilipata KShs. bilioni 1.428 (mwaka 2012: KShs. bilioni 1.374). ukuaji wa asilimia 4 na lilipata Faida Kabla ya Ushuru ya KShs. milioni 60,432 (mwaka 2012: KShs. milioni 68,914), upungufu wa asilimia 12. Matokeo yanaonyesha kuwepo kwa nguvu na uthabiti wa biashara yetu na uwezo wa kutoa matokeo imara dhidi ya mandhari ya changamoto pana za kiuchumi na za soko. Maendeleo mazuri yanafanywa kwenye utekelezi wa mpango wa kimkakati wa mwaka 2013-17 wa Kampuni na juhudi zinazotokana na Mpango zitazalisha ukuaji wa faida ya kufululiza, katika siku za usoni.

### Gawio la Faida

Halmashauri haipendekezi ulipaji wa gawio la faida. Ili kulinda fedha kwa ajili ya uwekezaji zilizotajwa katika mpango wetu wa kimkakati.

### Kuangalia Baadaye

Tunatarajia kuimarisha bidhaa zetu kwa kuzindua mistari mpya ya bidhaa katika mwaka wa fedha 2014 na zaidi kulingana na mkakati wa malengo yetu kwa mujibu wa kipindi 2013-17. Tunazidi kuifanyia ukarabati biashara yetu kwa njia ambayo itaturuhusu kuendelea kampuni kwa ajili ya baadaye. Hatua hizi zitatuwezesha kukua kwa mapato yetu na na kuendelea kutoa dhamani kwa wenye hisa.

### Halmashauri Yenu

Halmashauri ya kufaa inahitaji kuwa na usawazishaji sawa wa elimu na tajriba miongoni mwa wakurugenzi wasiokuwa watendaji, na kuwa wajuzi wa maendeleo ya kiteknolojia, urekebishaji na soko. Katika mwaka 2013, Halmashauri ilifanya vikao zaidi na usimamizi na katika mwezi Julai mwaka 2013 iliidhinisha Mkakati mpya wa Kampuni kwa muda wa miaka 2013-2017. Hili lilitokea baada ya ukaguzi kamili wa biashara na usimamizi na ulichukuliwa baada ya mpango wa muda wa kati ambao ulikuwa na jukumu la kuimarisha biashara katika miaka miwili iliyopita kwa matayarisho ya ukuaji wa siku za usoni. Ningependa kuishukuru Halmashauri kwa wajibu wao wa ushauri katika kuhakikisha kuwa usimamizi ulipata uongozi sawa na uangalizi katika kipindi hiki. Mheshimiwa Awori alistaafu kutoka kwa Halmashauri tarehe 18 Aprili 2013 kwenye Mkutano mkuu wa kila mwaka wa mwisho. Kustaafu

huku ni sehemu ya mfuatano wa urithi wa Halmashauri. Ningependa kutambua michango ya muda mrefu iliyotolewa na Mheshimiwa Awori katika kipindi cha mabadiliko makubwa mno kwa Kampuni na uwekaji wa msingi madhubuti wa siku za usoni za Kampuni katika mpango wake wa kimkakati wa miaka 2013-17.

### Usimamizi

Eveready inabaki kuwa Kampuni inayosimamiwa vyema, yenye msimamo kwenye ukuaji na maendeleo. La muhimu, kumekuwa na maendeleo mazuri kuhusiana kupata timu ya kiwango cha kilimwengu ikichanganya vipawa bora zaidi nchini katika viwango vyote vya shirika. Ninamshukuru Jackson Mutua, Afisa Mkuu Msimamizi wa Kampuni. Jackson ameonyesha uwezo wa uvumilivu wa kutoa suluhisho za busara kwa changamoto za biashara na kupata matokeo. Timu ya usimamizi mkuu pia inafaa kutambuliwa kwa kazi yao mwaka huu.

### Watu Wetu

Ni sifa njema kwa timu nzima ya Eveready kuwa wameweza kuyapitia mazingira magumu ya ununuzi na kiuchumi. Halmashauri inatambua kazi ngumu na kujitolea kwa zaidi ya wafanyikazi 200 katika biashara yote kwa wajibu wao katika kupata matokeo mazuri.

**Bi. Lucy W. Waithaka**  
Chairlady

## Managing Director's Statement



**I am pleased to report progress against our strategic priorities in the 2013 financial year to ensure Eveready is well placed to generate profitable growth into the future.**

2013 was characterized by a challenging economic climate. Despite this, we have continued to make good progress in our strategy to grow our business in a sustainable way.

Our revenues were up 4%. I am pleased that all the Company delivered a positive earnings result and is demonstrating good momentum going forward.

While encountering challenging and uncertain economic conditions, we saw good momentum across the Company with higher sales compared to the preceding year. We also kept our eye on our bottom-line performance by managing down our cost.

The group registered an 11% growth in the local unit revenues compared to prior year. However, a 35% decline in export revenues resulted in a 4% overall growth. The export business was impacted by distribution challenges in Tanzania. The strong performance in domestic business is as a result of the various initiatives that the group has been implementing in its commercial side of business. The growth in revenue coupled with cost control measures on overheads resulted in the group registering a 50% growth in profit from operations. Interest expense declined by 42% as a result of the level of borrowing reducing by 37%. However, the Company incurred an un-realised foreign exchange loss of Ksh.13m compared to an un-realised gain of Ksh 51m in prior year resulting in 12% decline in profit before tax.

We continue to harness efficiencies out of our production processes resulting to

lower costs of production and we have improved our abilities to meet our customers' needs by improving our route to market capabilities (through distributor and visibility programs), resulting in more customers purchasing our products. Without doubt we are working harder - and smarter - as we compete every-day for every single customer.

**Total Group Turnover: 1.4billion**

**Group Operating Profit: 102million**

**Kenya Unit Revenue Performance: 11% above 2012**

### **Good Progress Against Our Strategic Priorities**

In 2013 we set out on a five year strategy to increase growth and improve our long-term financial performance. We have made good progress in this area and remain on course for 2014 and beyond.

The Kenyan unit delivered a positive earnings result at 11% against prior year and the progress we are making against our key strategic priorities will ensure that the momentum is sustained and improved upon. We operationalized Flamingo Properties (U) Ltd which will drive Eveready's business in Uganda. We expect to see the results of the investment in the subsidiary going forward.

Management expects that during year 2014, focus will continue to be on improving productivity and efficiency within existing business as well as rolling out new product lines. We believe that we have put in place the fundamentals that will enable future growth.

### **Sustainable, Profitable Growth Into The Future**

We are focusing Eveready on delivering sustainable, profitable future growth through our strategic priorities. But there is a lot more to do and I am excited about our future.

We will continue to focus on delivering shareholder value through our existing portfolio whilst also looking to the future with new businesses to spur growth. This is the path to a sustainable future for Eveready.

While there is more to do to realize our ambition of achieving growth in the future, we are heading in the right direction.

## Managing Director's Statement (Continued)

### People

Eveready continues to believe that employees constitute a key determinant for the long-term sustainable success, growth and reputation of the Company. In this connection and in line with the Company's productivity improvement strategy, substantial amounts of resources were invested in reviewing the commercial function in order to achieve a team structure that would effectively deal with present market realities. The structure of the commercial section of the organization was collapsed to ensure more feet on the ground and additional investment made in order to ensure that the team is effectively resourced.

Additionally, the Company prioritized staff training, development and welfare programs, to include: soft and technical skills training and skills enhancement.

Thus, the provision of rewarding careers, quality training and exposure as well as capacity building remains a strategic priority for Eveready.

I would like to personally congratulate each member of the Eveready team for the continuous support and exemplary dedication they have shown to the Company in 2013.

### Looking Ahead

As we move forward, you will see us keep working to improve what we do and how we do it. We are building a platform for growth that should serve us well for many years to come.

Finally, may I, on behalf of the staff and management, express our gratitude and sincere appreciation to the Board of Directors for their guidance, diligent and invaluable support and encouragement during the year 2013. I also wish to express my gratitude to the shareholders, customers and various stakeholders for their continued support in the years gone by. We at Eveready look forward to this continued support during the year 2014.

**Jackson Mutua**  
Managing Director



**Ninafuraha kuripoti maendeleo dhidi ya vipaumbele vyetu vya kimkakati katika mwaka wa kifedha wa 2013 kuhakikisha Eveready iko katika nafasi nzuri ya kuzalisha ukuaji wa faida katika siku za usoni.**

Mwaka 2013 ulikuwa na kawaida ya hali ngumu za kiuchumi. Dhidi ya hili, tumeendelea kufanya maendeleo mazuri katika mkakati wetu kuikuza biashara yetu kwa njia ya kufululiza.

Mapato yetu yaliongezeka kwa asilimia 4. Nina furaha kuwa Kampuni yote imetoa matokeo halisi ya mapato na inaonyesha msukumo mzuri kwenda mbele.

Wakati tukikabili hali ngumu na zisizokuwa na hakika za kiuchumi, tulipata msukumo mzuri katika Kampuni yote kukiwa na mauzo ya juu zaidi ikilinganishwa na mwaka uliotangulia. Pia tulikuwa tunaangalia utendaji wetu wa kimsingi kwa kupunguza gharama zetu.

Kundi lilipata ukuaji wa asilimia 11 katika mapato ya pesa za nchini ikilinganishwa

na mwaka uliotangulia. Ijapokuwa, upungufu wa asilimia 35 katika mapato ya biasharanje ulisababisha ukuaji wa asilimia 4 kwa jumla. Biasharanje iliathiriwa na changamoto za ugawanyaji nchini Tanzania. Utendaji imara katika biashara ya nchini ni tokeo la juhudi tofauti ambazo kundi limekuwa likitekeleza katika upande wa shughuli zake za biashara. Ukuaji katika mapato pamoja na hatua za kudhibiti gharama za uendeshaji zilisababisha kundi kupata ukuaji wa asilimia 50 wa faida kutoka kwa shughuli. Gharama ya riba ilipungua kwa asilimia 42 kwa sababu ya kiwango cha ukopesaji kupungua kwa asilimia 37. Ijapokuwa, Kampuni ilipata hasara isiotambulikana ya ubadilishaji fedha za kigeni ya Ksh. milioni 13 ikilinganishwa na faida isiotambulikana ya Ksh. milioni 51 mwaka uliotangulia ikisababisha upungufu wa asilimia 12 katika faida kabla ushuru.

**Jumla ya Mapato na Mauzo ya Kundi: Bilioni 1.4**

**Faida ya Uendeshaji wa Kundi: Milioni 102**

**Utendaji wa Mapato ya Shilingi ya Kenya: asilimia 11 zaidi ya mwaka 2012**

Tunaendelea kufanya ufanisi katika njia zetu za uzalishaji ikisababisha gharama za chini za uzalishaji na tumeimarisha uwezo wetu kutimiza mahitaji ya wateja wetu kwa kuimarisha njia yetu ya uwezekano wa soko (kupitia mipango ya mgawaji na hali ya kuonekana), ikisababisha wateja zaidi kukunua bidhaa zetu. Bila shaka tuna fanya bidii zaidi na kwa ustadi zaidi tukishindana kila siku kwa kila mteja.

### **Maendeleo Mazuri Dhidi Ya Vipaumbele Vyetu Vya Kimkakati**

Katika mwaka 2013 tulianzisha mkakati wa miaka mitano kuongeza ukuaji na kuimarisha utendaji wetu wa kifedha wa kipindi kirefu. Tumeifanya maendeleo mazuri katika eneo hili na tunabakia kwenye uelekeo wa mwaka 2014 na siku za usoni.

Shilingi ya Kenya ilitoa matokeo ya mapato halisi ya asilimia 11 dhidi ya mwaka uliotangulia na maendeleo tunayofanya dhidi ya vipaumbele vyetu muhimu vya kimkakati yatahakikisha kuwa msukumo huo unafululizwa na kuimarishwa. Tulianzisha Flamingo Properties (U) Ltd ambayo itasukuma biashara ya Eveready nchini Uganda. Tunataraji kuona matokeo ya uekezaji huu katika kampuni tanzu siku za usoni.

Usimamizi unataraji kuwa katika mwaka 2014, mlengo utaendelea kwenye kuimarisha tija na ufanisi katika biashara iliopo na pia kuanzisha bidhaa mpya. Tunaamini kuwa tumeweka misingi itakayoweza ukuaji wa siku za usoni.

### **Ukuaji wa Faida Wa Kufululiza**

Tunaikazania Eveready kupata ukuaji wa faida wa siku za usoni unaofululiza kupitia vipaumbele vyetu vya kimkakati. Lakini kuna mengi zaidi ya kufanywa na nina tamaa kuhusu siku zetu za usoni.

## Taarifa ya Mkurugenzi Mkuu (Continued)

Tutaendelea kulenga kutoa thamani ya mwanahisa kupitia orodhafedha yetu iliopo, hali pia tukiangalia siku za usoni na biashara mpya kuchochea ukuaji. Hii ndio njia ya siku za usoni za kufululiza kwa Eveready.

Wakati kuna ya zaidi kufanywa kufikia lengo letu la kupata ukuaji katika siku za usoni, tunaelekea upande wa sawa.

### Watu

Eveready inaendelea kuamini kuwa waajiriwa ni kiamuzi muhimu kwa ufanisi wa kufululiza, ukuaji na sifa za kipindi kirefu za Kampuni. Kuhusiana na hili na kufuatana na mkakati wa uimarishaji wa uzalishaji wa Kampuni, viwango vya maana vya rasilimali viliekezwa katika kukagua shughuli za kibiashara ili kupata muundo wa timu ambao utashughulikia kwa kufaa uhalisi wa sasa wa soko. Muundo wa sehemu ya kibiashara ya shirika ulibadilishwa kuhakikisha iko wima na uekezaji wa ziada kufanywa ili kuhakikisha kuwa timu imesaidiwa kwa kufaa.

Zaidi ya hayo, Kampuni imeipa kipaumbele mipango ya mafunzo ya wafanyikazi, maendeleo, na ustawi, kujumuisha : mafunzo ya stadi za uongozi na za kiteknolojia na uendelezaji wa ujuzi.

Hivyo, utoaji wa kazi za kutuza, mafunzo bora na nafasi na ujenzi wa uwezo bado ni kipaumbele cha kimkakati kwa Eveready.

Ningependa kuwapongeza binafsi kila mwanachama wa timu ya Eveready kwa usaidizi wa kuendelea na kujitolea kwa dhati kwa kupigiwa mfano waliouonyesha kwa Kampuni katika mwaka 2013.

### Tukiangalia Mbele

Tunapoendelea mbele, mutatuona tukiendelea kufanya kazi kuimarisha tunachofanya na jinsi tunavyokifanya. Tunajenga programu ya ukuaji ambayo itatutumikia vizuri kwa miaka mingi inayokuja.

Mwishowe, kwa niaba ya wafanyi kazi na usimamizi naweza kutoa shukrani zetu na kushukuru kwa kweli Halmashauri ya Wakurugenzi kwa uongozi, usaidizi wa bidii na wa thamani sana na himizo katika mwaka 2013. Ningependa pia kutoa shukrani zangu kwa wanahisa, wateja na washika dau tofauti kwa usaidizi wao wa kuendelea katika miaka iliyopita. Sisi katika Eveready tunatarajia usaidizi huu wa kuendelea katika mwaka 2014.

**Jackson Mutua**  
**Managing Director**

## Director's Report

The Directors submit their report together with the audited financial statements for the year ended 30 September 2013.

### 1. Principal Activity

#### Main business and operations

The activities of the Company are manufacturing and selling of Eveready dry cells "D" size batteries in East Africa and trading in an assortment of imported Eveready and Energizer flashlights and batteries and Schick razors and accessories.

### 2. Results for the year

The results for the year ended 30 September 2013 are set out on page 24.

### 3. Dividends

No dividend has been paid or proposed for the year ended 30 September 2013 (2012: Nil).

### 4. Directors

The present composition of the Board is set out on page 4-5.

### 5. Auditors

BDO East Africa Kenya have expressed their willingness to continue in office in accordance with section 159(2) of the Kenyan Companies Act (Cap 486).

By Order of the Board

*Jackson Mutua*  
**Managing Director**  
23 December, 2013

## Corporate Governance

At Eveready, we acknowledge in order to create and build sustainable value to our shareholders we must be committed to achieving the highest standards of corporate governance. Eveready continues to support the Corporate Governance Guidelines issued by the Capital Markets Authority. Eveready complied with the guidelines except as may be indicated in this statement.

The Board of Directors is the highest governance body responsible for Eveready's strategic direction and activities. The Board is governed by a Code of Business Conduct and written Corporate Governance guidelines that comply with the Nairobi Securities Exchange (NSE) & the Capital Markets Authority (CMA) listing standards and guidelines. The guidelines set out the requirements relating to director responsibilities, qualification, compensation, orientation and continuing education and assessment of board performance among other things.

The Board has the following standing committees Audit Committee, Finance & Risk Committee, and the Remuneration & Nominations Committee. The descriptions of the mandates as well as the requirements of committee members are spelt out in the respective committee charters which are routinely updated. The role and function of the Committees are spelt out below:

### a) Audit Committee

The Audit Committee of the Board of Directors assists the Board in fulfilling its responsibilities with respect to accounting and management controls, and financial reporting. Specifically, the Audit Committee is responsible for overseeing:

- the internal audit function and the work of the external auditor;
- that the system of management controls in place in the company is robust and effective, and protects the assets of the Company on a reasonable and economic basis
- provides for proper authorization and recording of transactions
- ensures financial information is reliable and accurate
- monitors compliance with laws and regulations;
- the issuance of financial statements and ensuring that these reflect fairly the financial situation and results of the company, in accordance with generally accepted accounting principles.

### b) Finance & Risk Committee

The Finance and Risk Committee assists the Board in reviewing the financial plans, budgets and strategies of the company, and ensures that all major risks facing the business are identified and addressed in a systematic fashion. The Committee works with management officers to examine and strengthen the quality of financial planning, and to maintain a comprehensive risk management framework.

### c) Remuneration & Nominations Committee

The Remuneration and Nominations Committee assists the Board in addressing issues pertaining to remuneration levels and employee development and motivation. It ensures that the correct incentives and reward mechanisms are in place at the highest levels of the Company, whilst maintaining the principles of equity and appropriateness of compensation. The Committee is also the custodian of a systematic and transparent process for bringing new Directors on to the Board, and for proposing appointments to Board committees. It is comprised mainly of independent shareholders.

All matters deliberated upon by the Committees are tabled before the full Board as recommendations for the Board's decision.

Eveready's Board is required to be made up of up to nine (9) member three (3) of whom should be independent. We closed the year with eight (8) Directors. One third ( $\frac{1}{3}$ ) of the Directors were independent.

The Board has delegated the management of the company to the Managing Director who together with the management team are charged with the day to day operations of the Company. The Chairman meets separately with the Managing Director on a regular basis and other informal meetings take place between the Managing Director and the other directors as appropriate.

The Directors are usually authorized to fix their remuneration and the amounts paid are subsequently approved in gross terms by the shareholders at the Annual General Meetings. The Directors' costs which are related to their responsibilities to the Company as approved by the Chairman, is met by the Company. The fees and emoluments paid out to Directors in fiscal year 2013 are set out in Note 27 in page 50 and 51.

Remuneration of senior management is based on market rates and performance in line with the company's policies on remuneration and is outlined in page 50 and 51 of this Report under Note 27.

There were no share option plans implemented in FY 2013 and no Director was advanced a loan by the Company in the same period.

### Audit & Accounting Functions

The Company has engaged the Audit firm of KPMG to spearhead its internal Audit function. Audit findings and recommendations are tabled before the Audit Committee for review who approve any changes to company operations.

The Company's external Auditors, BDO Associates, and the Company's Head of Finance are members of the Institute of Certified Public Accountants (ICPAK). The Auditors comply with the International Auditing Standards.

### Board & Committees

The Board convenes at least four (4) times a year. The various board Committees also meet in the year to discuss various issues relating to the company.

The time, date, venue and agenda of the meetings are communicated in advance of the meetings. The Chairman manages the conduct of the meeting to ensure that open and constructive discussions are held between the board and management. Ad hoc committee and Board meetings are convened to consider particular matters.

### Board & Committee Attendance Record FY2013

| Directors                                | Board        | R & N Committee | Audit Committee | Finance & Risk Committee |
|------------------------------------------|--------------|-----------------|-----------------|--------------------------|
| Hon. Moody Awori (Chairman) <sup>1</sup> | 2 (out of 4) | n/a             | n/a             | n/a                      |
| Mrs. Lucy N. Waithaka <sup>2</sup>       | 2 (out of 4) | n/a             | n/a             | n/a                      |
| Jackson Mutua                            | 4 (out of 4) | 4 (out of 4)    | 4 (out of 4)    | 4 (out of 4)             |
| Akif Butt                                | 4 (out of 4) | 4 (out of 4)    | n/a             | 4 (out of 4)             |
| Paul Scott                               | 2 (out of 4) | n/a             | 2 (out of 4)    | 2 (out of 4)             |
| Fauzia Shah                              | 4 (out of 4) | 4 (out of 4)    | 4 (out of 4)    | n/a                      |
| ICDC (Alt. Peter Kimurwa)                | 4 (out of 4) | n/a             | 4 (out of 4)    | n/a                      |
| Catherine Ngahu, EBS                     | 4 (out of 4) | n/a             | n/a             | 4 (out of 4)             |
| Susan Mudhune                            | 4 (out of 4) | 4 (out of 4)    | 4 (out of 4)    | n/a                      |

<sup>1</sup> Retired on 18 April 2013

<sup>2</sup> Appointed on 28 May 2013

The formal sessions recorded are outside of other meetings held between the Chairmen of the various committees and the Board Chairman and those between the Managing Director and the Board Chairman.

### Securities trading

As a public company Eveready operates in an increasingly regulated and scrutinized environment. Eveready's culture is rooted in strong ethical behavior and this is evidenced by the sets of guidelines adopted by the company to guide everyday behavior. We have an ongoing ethics program and also have a set of codes and standards that we expect our suppliers and business partners to adhere to.

In accordance with the CMA guidelines on price sensitive information, Eveready has adopted an Insider Trading policy. Under this policy, Directors and employees of the company are prohibited from trading or otherwise dealing in company stock if they are in possession of price sensitive information which is not generally available to the public. In addition, Directors and employees are prohibited from trading in or otherwise dealing in company stock when a major announcement is imminent such as prior to the release of interim and annual results and when major negotiations are being undertaken.

## Taarifa ya Utawala wa Kimashirika

Katika Eveready, tunatambua kuwa ili kujenga thamani imara kwa wanahisa wetu ni lazima tujitolee kufikia kiwango cha juu cha vigezo vya utawala wa kimashirika. Eveready inazidi kuungamkono Miongozo ya Utawala wa Kimashirika kama ilivyotolewa na Capital Markets Authority. Eveready imezingatia miongozo hii isipokuwa pale tu panapobainishwa na taarifa hii.

Halmashauri ndicho kiungo kikuu cha utawala chenye wajibu wa kutoa mwongozo wa kimikakati kwa Eveready. Halmashauri hii inaongozwa na maadili ya kibiashara na mwongozo wa maadili ya kimashirika ambao unafungamana na Soko la Hisa la Nairobi (Nairobi Securities Exchange) pamoja na Capital Markets Authority. Mwongozo huu unatoa matarajio ya mkurugenzi, wajibu wake, sifa zake, marupupurupu yake, mafunzo pamoja na utathmini wa utendakazi wa halmashauri pamoja na matarajio mengineyo.

Halmashauri inajumuisha kamati zifuatazo; Kamati ya Uhasibu, Kamati ya Fedha na Hatari, na Kamati ya Mishahara na Uteuzi. Ufafanuzi wa majukumu pamoja na sifa za wanakamati hizo umefafanuliwa kwenye hati husika ambazo huwa zinaboreshwa mara kwa mara. Wajibu na majukumu ya Kamati hizi ni kama ufuatao:

### a) Kamati ya Uhasibu

Kamati hii inasaidia Halmashauri kutimiza wajibu kuambatana na uhasibu na utawala pamoja na taarifa za kifedha.

Hususan Kamati ya Uhasibu uangazia:

- Jukumu la kishirika la uhasibu pamoja na kazi za mhasibu wa nje;
- Kuwa mfumo wa kumudu utawala uko imara na unalinda mali za kampuni katika kiwango cha kifaacho cha kiuchumi;
- Kutoa idhini na kuweka kumbukumbu za hesabu;
- Kuhakikisha kuwa taarifa za kifedha zinaweza kutegemewa na vilevile zi sahihi;
- Kufuatilia utimizwaji wa sheria;
- Kutolewa kwa taarifa za kifedha pamoja na kuhakikisha kuwa taarifa hizo zinaashiria hali sahihi ya kifedha kwa mujibu wa maadili husika.

### b) Kamati ya Fedha na Hatari

Kamati hii husaidia Halmashauri kuhakiki mipango ya kifedha, bajeti na mikakati, pamoja na kuhakikisha kuwa hatari zote kuu zinazokumba kapuni zimetambuliwa na kushughulikiwa kwa mfumo mwafaka. Aidha, kamati hii hushirikiana na maafisa wa kiutawala kutathmini ubora wa mipango ya kifedha pamoja na kuhakikisha kuwepo kwa muundo murua wa kukabiliana na hatari.

### c) Kamati ya Mishahara na Uteuzi

Kamati hii husaidia Halmashauri kushughulikia masuala ya mishahara pamoja na ukuaji na utoaji motisha kwa wafanyakazi. Inahakikisha kuwa motisha zifaazo pamoja na mifumo ya mishahara iko imara katika daraja kuu la Kampuni huku ikizingatia maadili na ufaafu wa marupurupu husika. Kamati hii vilevile ndiyo ilindayo mifumo murua ya kuteua wakurugenzi wapya kwenye Halmashauri na pia kupendekeza wale watakaoteuliwa kwenye kamati mbalimbali. Kamati hii inajumuisha tu wanahisa wa kujitegemea.

Masuala yote yaliyoshughulikiwa na Kamati hizi upelekwa kwa Halmashauri kama ripoti ya kamati mbalimbali kuwa mapendekezo kwa uamuzi wa Halmashauri.

Halmashauri ya Eveready inapaswa kujumuisha watu tisa (9). Watatu wa wanachama hawa wanaa kuwa wa kujitegemea - wasiogemea upande wowote. Tulifunga mwaka tukiwa na wakurugenzi wanane (8). Thuluthi (1/3) ya wakurugenzi hawa walikuwa wa kujitegemea.

Halmashauri imekabidhi utawala wa kampuni kwa Mkurugenzi Mkuu ambaye kwa pamoja na jopo la watawala wana jukumu la kushughulikia utendakazi wa kampuni wa kila siku. Mwenyeji hukutana na Mkurugenzi Mkuu mara kwa mara huku mikutano mengineyo inayohusu taarifa mbalimbali ikifanyika baina ya Mkurugenzi Mkuu na wakurugenzi wengine husika.

Wakurugenzi wamepewa mamlaka ya kumudu mishahara na malipo yatolewayo kwa kuidhinishwa na wanahisa kwa misingi ya wanahisi waliohudhuria Mikutano Mikuu ya kila mwaka. Gharama za Mkurugenzi zinazohusiana na majukumu ya kikampuni na ambazo zimeidhinishwa na kampuni husimamiwa na Kampuni. Ujira na malipo mengineyo yanayotolewa kwa wakurugenzi katika mwaka wa matumizi ya fedha wa 2013 yamefafanuliwa kwenye Nakala 27 ukurasa wa 50 na 51.

Mishahara ya watawala wakuu imegomezwa kwenye viwango vya soko pamoja na utendakazi wao kuambatana na sera za kampuni kuhusu mishahara. Hii imeelezwa katika ukurasa wa 50 na 51 kwenye ripoti hii ndani ya Nakala 27.

Hakukuwa na mipango ya hisa mbadala zilizotekelezwa katika mwaka wa matumizi ya fedha wa 2013 na kwamba hakuna mkurugenzi aliyepewa mkopo na Kampuni katika kipindi hiki.

## Taarifa ya Utawala wa Kimashirika (Continued)

### Shughuli za Kiuhasibu na Kifedha

Kampuni ilihusisha kampuni ya uhasibu ya KPMG ili kuongoza uhasibu wake wa ndani. Matokeo ya uhasibu huu pamoja na mapendekezo yaliyomo huwekwa mbele ya Kamati ya Uhasibu ili kutathminiwa na kisha kamati hiyo hufanya masahihisho yafaayo.

Wahasibu wa nje wa Kampuni, BDO Associates pamoja na Mkuu wa Idara ya Fedha ya Eveready ni wanachama wa Taasisi ya Wahasibu wa Umma Nchini (ICPAK). Wahasibu hawa huzingatia viwango vya kimataifa vya uhasibu.

### Halmashauri na Kamati

Halmashauri hukutana takriban mara nne (4) kwa mwaka. Kamati mbalimbali za Halmashauri pia hukutana kila mwaka kujadili masuala kuhusu Kampuni.

Wakati, saa, mahali pamoja na ajenda za mikutano hii hutangazwa kabla ya mikutano kufanyika. Mwenyekiti humudu mikutano hiyo kuhakikisha kuwa mijadala wazi inafanyika kati ya halmashauri na utawala. Kamati za dharura na zile za Halmashauri hufanyika ili kuangazia masuala mahsusi.

### Rekodi ya Uhudhuriaji wa Halmashauri na Kamati - mwaka wa 2013

| Wakurugenzi                              | Halmashauri | Kamati ya Mishahara na Uteuzi | Kamati ya Uhasibu | Kamati ya Fedha na Hatari |
|------------------------------------------|-------------|-------------------------------|-------------------|---------------------------|
| Hon. Moody Awori (Chairman) <sup>1</sup> | 2 (kwa 4)   | n/a                           | n/a               | n/a                       |
| Mrs. Lucy N. Waithaka <sup>2</sup>       | 2 (kwa 4)   | n/a                           | n/a               | n/a                       |
| Jackson Mutua                            | 4 (kwa 4)   | 4 (kwa 4)                     | 4 (kwa 4)         | 4 (kwa 4)                 |
| Akif Butt                                | 4 (kwa 4)   | 4 (kwa 4)                     | n/a               | 4 (kwa 4)                 |
| Paul Scott                               | 2 (kwa 4)   | n/a                           | 2 (kwa 4)         | 2 (kwa 4)                 |
| Fauzia Shah                              | 4 (kwa 4)   | 4 (kwa 4)                     | 4 (kwa 4)         | n/a                       |
| ICDC (Alt. Peter Kimurwa)                | 4 (kwa 4)   | n/a                           | 4 (kwa 4)         | n/a                       |
| Catherine Ngahu, EBS                     | 4 (kwa 4)   | n/a                           | n/a               | 4 (kwa 4)                 |
| Susan Mudhune                            | 4 (kwa 4)   | 4 (kwa 4)                     | 4 (kwa 4)         | n/a                       |

<sup>1</sup> Alistaafu Aprili 18 2013

<sup>2</sup> Aliteuliwa Mei 28 2013

Vikao hivi rasmi vimenakiliwa nje ya mikutano mingineyo iliyohudhuriwa baina ya Wenyekiti wa kamati mbalimbali pamoja na Mwenyekiti na ile kati ya Mkurugenzi Mkuu na Mwenyekiti.

### Biashara ya Dhamana

Kama kampuni ya umma Eveready inatenda shughuli zake katika mazingira yenye kupigwa darubi na yenye kudhibitiwa. Kaida zake zimeegemezwa kwenye miongozo imara ya kitabia na kimaadili. Hali hii inadhihirika kupitia sheria zilizotwaaliwa ili kuongoza tabia za kila siku. Kwa sasa tunayo miradi ya kimaadili na yenye ubora ambao wagawaji wetu pamoja na washirika wetu wa kibiashara wanafaa kuwa nayo.

Kuambata na sheria za CMA za taarifa siri za bei, Eveready imetwaa Sera ya Kibiashara. Kulingana na sera hii, wakurugenzi na wafanyakazi wa kampuni hii hawafai kufanya biashara ya kuuza hisa ikiwa wanamiliki taarifa za siri za bei ambazo hazipatikani na umma. Aidha, wakurugenzi na wafanyakazi hawafai kufanya biashara za hisa ikiwa kunatarajiwa kuwepo kwa tangazo muhimu kama vile la matokeo ya muda au ikiwa mijadala inaendelea kuhusu hisa hizo.

## Statement of Directors' Responsibilities

The Directors are required in terms of the Kenyan Companies Act to maintain adequate accounting records and are responsible for the content and integrity of the financial statements and related financial information included in this report. It is their responsibility to ensure that the financial statements fairly present the state of affairs of the group as at the end of the financial year and the results of its operations and cash flows for the period then ended, in conformity with International Financial Reporting Standards. The external auditors are engaged to express an independent opinion on the financial statements.

The financial statements are prepared in accordance with International Financial Reporting Standards and are based upon appropriate accounting policies consistently applied and supported by reasonable and prudent judgments and estimates.

The Directors acknowledge that they are ultimately responsible for the system of internal financial control established by the group and place considerable importance on maintaining a strong control environment. To enable the Directors to meet these responsibilities, the board sets standards for internal control aimed at reducing the risk of error or loss in a cost effective manner. The standards include the proper delegation of responsibilities within a clearly defined framework, effective accounting procedures and adequate segregation of duties to ensure an acceptable level of risk. These controls are monitored throughout the group and all employees are required to maintain the highest ethical standards in ensuring the group's business is conducted in a manner that in all reasonable circumstances is above reproach. The focus of risk management in the group is on identifying, assessing, managing and monitoring all known forms of risk across the group. While operating risk cannot be fully eliminated, the group endeavours to minimise it by ensuring that appropriate infrastructure, controls, systems and ethical behaviour are applied and managed within predetermined procedures and constraints.

The Directors are of the opinion, based on the information and explanations given by management, that the system of internal control provides reasonable assurance that the financial records may be relied on for the preparation of the financial statements. However, any system of internal financial control can provide only reasonable, and not absolute, assurance against material misstatement or loss.

The Directors have reviewed the group's cash flow forecast for the year ended 30 September 2014 and, in the light of this review and the current financial position, they are satisfied that the group has or has access to adequate resources to continue in operational existence for the foreseeable future.

The external auditors are responsible for independently reviewing and reporting on the group's financial statements. The financial statements have been examined by the group's external auditors and their report is presented on page 23.

The financial statements set out on pages 24 to 53, which have been prepared on the going concern basis, were approved by the board on 23 December 2013 and were signed on its behalf by:

**Jackson Mutua**  
Managing Director

**Akif Butt**  
Director

# Report of the Independent Auditors



To the member of Eveready East Africa Limited

Tel: +254 20 2246 314  
+254 20 2248 381/4  
Tel: +254 733605496  
Fax: +254 20 2246345  
Kenya@bdo-ea.com  
www.bdo-ea.com  
BDO East Africa

12th Floor  
Pension Towers, Loita Street  
P.O. Box 10032-00100  
Nairobi, Kenya

## Report on the Financial Statements

We have audited the financial statements of Eveready East Africa Limited, which comprise the Statement of Financial Position as at 30 September 2013, and the Statement of Comprehensive Income, Statement of Changes in Equity and Statement of Cash Flows for the year then ended, and a summary of significant accounting policies and other explanatory notes, and the directors' report, as set out on pages 24 to 53.

### Directors' Responsibility for the Financial Statements

The Company's Directors are responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards, and requirements of the Kenyan Companies Act, and for such internal control as the Directors determine is necessary to enable the preparation of financial statements that are free from material misstatements, whether due to fraud or error.

### Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the financial statements present fairly, in all material respects, the Financial Position of Eveready East Africa Limited as at 30 September 2013, and its Financial Performance and its Cash Flows for the year then ended in accordance with International Financial Reporting Standards, and the requirements of the Kenyan Companies Act.

### Report on Other Legal and Regulatory Requirements

As required by the Kenyan Companies Act we report to you, based on our audit, that:

- We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit;
- In our opinion proper books of account have been kept by the Group and the Company, so far as appears from our examination of those books; and
- The Group's and Company's Statement of Financial Position and Statement of Comprehensive Income are in agreement with the books of account.

**BDO East Africa**

**Certified Public Accountants of Kenya**

**Clifford Ah Chip**

**Signing Partner**

**CPA, Practicing Certificate Number 1964**

**23 December 2013**

BDO East Africa is a member of BDO International Limited, a UK company limited by guarantee, and forms part of the international BDO network of independent member firms

## Statement of Comprehensive Income *for the Year Ended 30 September 2012*

|                                          |       | Group             | Company           |                   |
|------------------------------------------|-------|-------------------|-------------------|-------------------|
|                                          | Notes | 2013<br>K Sh '000 | 2013<br>K Sh '000 | 2012<br>K Sh '000 |
| Revenue                                  | 4     | 1,428,278         | 1,415,395         | 1,374,789         |
| Cost of sales                            | 5     | (1,080,676)       | (1,074,254)       | (1,060,221)       |
| <b>Gross profit</b>                      |       | <b>347,602</b>    | <b>341,141</b>    | <b>314,568</b>    |
| Other income                             | 6     | 4,770             | 4,770             | 111,918           |
| Operating expenses                       |       | (249,979)         | (245,392)         | (358,389)         |
| <b>Operating profit (loss)</b>           | 7     | <b>102,393</b>    | <b>100,519</b>    | <b>68,097</b>     |
| Finance costs                            | 8     | (41,961)          | (41,961)          | 817               |
| <b>Profit (loss) before taxation</b>     |       | <b>60,432</b>     | <b>58,558</b>     | <b>68,914</b>     |
| Taxation                                 | 9     | (15,021)          | (14,454)          | 1,170             |
| <b>Profit (loss) for the year</b>        |       | <b>45,411</b>     | <b>44,104</b>     | <b>70,084</b>     |
| Other comprehensive income               |       | -                 | -                 | -                 |
| <b>Total comprehensive income (loss)</b> |       | <b>45,411</b>     | <b>44,104</b>     | <b>70,084</b>     |
| <b>Earnings per share</b>                |       |                   |                   |                   |
| <b>Per share information</b>             |       |                   |                   |                   |
| Basic earnings / (loss) per share        | 10    | 0.22              | 0.21              | 0.33              |

## Statement of Financial Position *as at 30 September 2012*

|                                        |       | Group             | Company           |                   |
|----------------------------------------|-------|-------------------|-------------------|-------------------|
|                                        | Notes | 2013<br>K Sh '000 | 2013<br>K Sh '000 | 2012<br>K Sh '000 |
| <b>Assets</b>                          |       |                   |                   |                   |
| <b>Non Current Assets</b>              |       |                   |                   |                   |
| Property, plant and equipment          | 11    | 185,904           | 178,665           | 182,428           |
| Prepaid operating lease rentals        | 12    | 202               | 202               | 205               |
| Deferred tax                           | 13    | 66,448            | 65,484            | 88,982            |
| Retirement benefit asset               | 14    | 4,127             | 4,127             | 3,071             |
|                                        |       | <b>256,681</b>    | <b>248,478</b>    | <b>274,686</b>    |
| <b>Current Assets</b>                  |       |                   |                   |                   |
| Inventories                            | 15    | 446,584           | 421,179           | 592,597           |
| Amount receivable from group companies | 16    | -                 | 43,691            | -                 |
| Trade and other receivables            | 17    | 214,730           | 205,727           | 176,710           |
| Current tax receivable                 | 18    | 7,868             | 6,944             | 6,944             |
| Cash and cash equivalents              | 19    | 14,789            | 7,668             | 93,437            |
|                                        |       | <b>683,971</b>    | <b>685,209</b>    | <b>869,688</b>    |
| <b>Total Assets</b>                    |       | <b>940,652</b>    | <b>933,687</b>    | <b>1,144,374</b>  |
| <b>Equity and Liabilities</b>          |       |                   |                   |                   |
| <b>Equity</b>                          |       |                   |                   |                   |
| Share capital                          | 20    | 210,000           | 210,000           | 210,000           |
| Reserves                               |       | (130)             | -                 | -                 |
| Retained income                        |       | 184,900           | 183,593           | 139,489           |
|                                        |       | <b>394,770</b>    | <b>393,593</b>    | <b>349,489</b>    |
| <b>Liabilities</b>                     |       |                   |                   |                   |
| <b>Non Current Liabilities</b>         |       |                   |                   |                   |
| Deferred tax                           | 13    | 29,963            | 28,432            | 37,476            |
| Provisions for liabilities and charges | 21    | 71,900            | 71,900            | 68,000            |
|                                        |       | <b>101,863</b>    | <b>100,332</b>    | <b>105,476</b>    |
| <b>Current Liabilities</b>             |       |                   |                   |                   |
| Other financial liabilities            | 22    | 94,359            | 94,359            | 185,628           |
| Trade and other payables               | 23    | 208,757           | 204,500           | 234,739           |
| Bank overdraft                         | 19    | 140,903           | 140,903           | 269,042           |
|                                        |       | <b>444,019</b>    | <b>439,762</b>    | <b>689,409</b>    |
| <b>Total Liabilities</b>               |       | <b>545,882</b>    | <b>540,094</b>    | <b>794,885</b>    |
| <b>Total Equity and Liabilities</b>    |       | <b>940,652</b>    | <b>933,687</b>    | <b>1,144,374</b>  |

The financial statements and the notes on pages 24 to 53, were approved for issue by the board on the 23 December 2013 and were signed on its behalf by:

**Jackson Mutua**  
Managing Director

**Akif Butt**  
Director

## Statement of Changes in Equity for the Year Ended 30 September 2013

|                                         | Share capital<br>K Sh '000 | Foreign<br>currency<br>translation<br>reserve<br>K Sh '000 | Retained<br>income<br>K Sh '000 | Total<br>equity<br>K Sh '000 |
|-----------------------------------------|----------------------------|------------------------------------------------------------|---------------------------------|------------------------------|
| <b>Group</b>                            |                            |                                                            |                                 |                              |
| Balance at 01 October 2011              | 210,000                    | -                                                          | 69,405                          | 279,405                      |
| Changes in equity                       |                            |                                                            |                                 |                              |
| Total comprehensive loss for the year   | -                          | -                                                          | 70,084                          | 70,084                       |
| Total changes                           | -                          | -                                                          | 70,084                          | 70,084                       |
| Balance at 01 October 2012              | 210,000                    | -                                                          | 139,489                         | 349,489                      |
| Changes in equity                       |                            |                                                            |                                 |                              |
| Total comprehensive income for the year | -                          | (130)                                                      | 45,411                          | 45,281                       |
| Total changes                           | -                          | (130)                                                      | 45,411                          | 45,281                       |
| Balance at 30 September 2013            | 210,000                    | (130)                                                      | 184,900                         | 394,770                      |
| <b>Company</b>                          |                            |                                                            |                                 |                              |
| Balance at 01 October 2011              | 210,000                    | -                                                          | 69,405                          | 279,405                      |
| Changes in equity                       |                            |                                                            |                                 |                              |
| Total comprehensive loss for the year   | -                          | -                                                          | 70,084                          | 70,084                       |
| Total changes                           | -                          | -                                                          | 70,084                          | 70,084                       |
| Balance at 01 October 2012              | 210,000                    | -                                                          | 139,489                         | 349,489                      |
| Changes in equity                       |                            |                                                            |                                 |                              |
| Total comprehensive income for the year | -                          | -                                                          | 44,104                          | 44,104                       |
| Total changes                           | -                          | -                                                          | 44,104                          | 44,104                       |
| Balance at 30 September 2013            | 210,000                    | -                                                          | 183,593                         | 383,593                      |

## Statement of Cash Flows for the Year Ended 30 September 2013

|                                             |       | Group             | Company           |                   |
|---------------------------------------------|-------|-------------------|-------------------|-------------------|
|                                             | Notes | 2013<br>K Sh '000 | 2013<br>K Sh '000 | 2012<br>K Sh '000 |
| <b>Cash flows from operating activities</b> |       |                   |                   |                   |
| Cash generated from operations              | 24    | 234,269           | 261,904           | (54,881)          |
| Finance costs                               |       | (41,961)          | (41,961)          | 817               |
| Tax paid                                    | 18    | (924)             | -                 | -                 |
| <b>Net cash from operating activities</b>   |       | <b>191,384</b>    | <b>219,943</b>    | <b>(54,064)</b>   |
| <b>Cash flows from investing activities</b> |       |                   |                   |                   |
| Purchase of property, plant and equipment   | 11    | (51,384)          | (43,373)          | (6,558)           |
| Sale of property and equipment              | 11    | 760               | 760               | 111,989           |
| Amounts advanced to group companies         |       | -                 | (43,691)          | -                 |
| <b>Net cash from investing activities</b>   |       | <b>(50,624)</b>   | <b>(86,304)</b>   | <b>105,431</b>    |
| <b>Cash flows from financing activities</b> |       |                   |                   |                   |
| Changes in other financial liabilities      |       | (91,269)          | (91,269)          | 52,144            |
| <b>Net cash from financing activities</b>   |       | <b>(91,269)</b>   | <b>(91,269)</b>   | <b>52,144</b>     |
| <b>Total cash movement for the year</b>     |       | <b>49,491</b>     | <b>42,370</b>     | <b>103,511</b>    |
| Cash at the beginning of the year           |       | (175,605)         | (175,605)         | (279,117)         |
| <b>Total cash at end of the year</b>        | 19    | <b>(126,114)</b>  | <b>(133,235)</b>  | <b>(175,606)</b>  |

## 1. Presentation of Financial Statements

The financial statements have been prepared in accordance with International Financial Reporting Standards, and the Kenyan Companies Act. The financial statements have been prepared on the historical cost basis, and incorporate the principal accounting policies set out below. They are presented in Kenyan Shillings.

### 1.1 Significant judgements and sources of estimation uncertainty

In preparing the financial statements, management is required to make estimates and assumptions that affect the amounts represented in the financial statements and related disclosures. Use of available information and the application of judgement is inherent in the formation of estimates. Actual results in the future could differ from these estimates which may be material to the financial statements. Significant judgements include:

#### Trade receivables, Held to maturity investments and Loans and receivables

The group assesses its trade receivables, held to maturity investments and loans and receivables for impairment at the end of each reporting period. In determining whether an impairment loss should be recorded in profit or loss, the group makes judgements as to whether there is observable data indicating a measurable decrease in the estimated future cash flows from a financial asset.

The impairment for trade receivables, held to maturity investments and loans and receivables is calculated on a portfolio basis, based on historical loss ratios, adjusted for national and industry-specific economic conditions and other indicators present at the reporting date that correlate with defaults on the portfolio. These annual loss ratios are applied to loan balances in the portfolio and scaled to the estimated loss emergence period.

#### Impairment testing

The recoverable amounts of cash-generating units and individual assets have been determined based on the higher of value-in-use calculations and fair values less costs to sell. These calculations require the use of estimates and assumptions. It is reasonably possible that the assumption may change which may then impact our estimations and may then require a material adjustment to the carrying value of tangible assets.

The group reviews and tests the carrying value of assets when events or changes in circumstances suggest that the carrying amount may not be recoverable. In addition, goodwill is tested on an annual basis for impairment. Assets are grouped at the lowest level for which identifiable cash flows are largely independent of cash flows of other assets and liabilities. If there are indications that impairment

may have occurred, estimates are prepared of expected future cash flows for each group of assets. Expected future cash flows used to determine the value in use of goodwill and tangible assets are inherently uncertain and could materially change over time. They are significantly affected by a number of factors including economic factors such as exchange rates inflation interest.

#### Provisions

Provisions were raised and management determined an estimate based on the information available. Additional disclosure of these estimates of provisions are included in note 21 - Provisions.

#### Expected manner of realisation for deferred tax

Deferred tax is provided for on the fair value adjustments of investment properties based on the expected manner of recovery, i.e. sale or use. This manner of recovery affects the rate used to determine the deferred tax liability. Refer note 13 - Deferred tax.

#### Taxation

Judgement is required in determining the provision for income taxes due to the complexity of legislation. There are many transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business. The group recognises liabilities for anticipated tax audit issues based on estimates of whether additional taxes will be due. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the income tax and deferred tax provisions in the period in which such determination is made.

The group recognises the net future tax benefit related to deferred income tax assets to the extent that it is probable that the deductible temporary differences will reverse in the foreseeable future. Assessing the recoverability of deferred income tax assets requires the group to make significant estimates related to expectations of future taxable income. Estimates of future taxable income are based on forecast cash flows from operations and the application of existing tax laws in each jurisdiction. To the extent that future cash flows and taxable income differ significantly from estimates, the ability of the group to realise the net deferred tax assets recorded at the end of the reporting period could be impacted.

## 1.2 Translation of foreign currencies

#### Foreign currency transactions

A foreign currency transaction is recorded, on initial recognition in Kenyan Shillings, by applying to the foreign currency amount the spot exchange rate between the functional currency and the foreign currency at the date of the transaction.

### 1.2 Translation of foreign currencies (continued)

#### Foreign currency transactions (continued)

At the end of the reporting period:

- foreign currency monetary items are translated using the closing rate;
- non-monetary items that are measured in terms of historical cost in a foreign currency are
- translated using the exchange rate at the date of the transaction; and
- non-monetary items that are measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined.

Exchange differences arising on the settlement of monetary items or on translating monetary items at rates different from those at which they were translated on initial recognition during the period or in previous financial statements are recognised in profit or loss in the period in which they arise.

When a gain or loss on a non-monetary item is recognised to other comprehensive income and accumulated in equity, any exchange component of that gain or loss is recognised to other comprehensive income and accumulated in equity. When a gain or loss on a non-monetary item is recognised in profit or loss, any exchange component of that gain or loss is recognised in profit or loss.

Cash flows arising from transactions in a foreign currency are recorded in Kenyan Shillings by applying to the foreign currency amount the exchange rate between the Kenyan Shilling and the foreign currency at the date of the cash flow.

Investments in subsidiaries, joint ventures and associates

The results and financial position of a foreign operation are translated into the functional currency using the following procedures:

- assets and liabilities for each statement of financial position presented are translated at the closing rate at the date of that statement of financial position;
- income and expenses for each item of profit or loss are translated at exchange rates at the dates of the transactions; and
- all resulting exchange differences are recognised to other comprehensive income and accumulated as a separate component of equity.

Exchange differences arising on a monetary item that forms part of a net investment in a foreign operation are recognised initially to other comprehensive income and accumulated in the translation reserve. They are recognised in profit or loss as a reclassification adjustment through to other comprehensive income on disposal of net investment.

Any goodwill arising on the acquisition of a foreign operation and any fair value adjustments to the carrying amounts of assets and liabilities arising on the acquisition of that foreign operation are treated as assets and liabilities of the foreign operation.

The cash flows of a foreign subsidiary are translated at the exchange rates between the functional currency and the foreign currency at the dates of the cash flows.

### 1.3 Segment reporting

IFRS 8, Operating Segments requires a 'management approach' under which segment information is presented on the same basis as that used for internal reporting purposes. The segments are reported in a manner that is consistent with the internal reporting provided to the board of directors. The Company defines operating segments mainly on the basis of geographical areas.

### 1.4 Revenue

Revenue from the sale of goods is recognised when all the following conditions have been satisfied:

- the group has transferred to the buyer the significant risks and rewards of ownership of the goods;
- the group retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold;
- the amount of revenue can be measured reliably;
- it is probable that the economic benefits associated with the transaction will flow to the group; and
- the costs incurred or to be incurred in respect of the transaction can be measured reliably.

Revenue is measured at the fair value of the consideration received or receivable and represents the amounts receivable for goods and services provided in the normal course of business, net of trade discounts and volume rebates, and value added tax.

Interest is recognised, in profit or loss, using the effective interest rate method.

### 1.5 Cost of sales

When inventories are sold, the carrying amount of those inventories is recognised as an expense in the period in which the related revenue is recognised. The amount of any write-down of inventories to net realisable value and all losses of inventories are recognised as an expense in the period the write-down or loss occurs. The amount of any reversal of any write-down of inventories, arising from an increase in net realisable value, is recognised as a reduction in the amount of inventories recognised as an expense in the period in which the reversal occurs.

The related cost of providing services recognised as revenue in the current period is included in cost of sales.

### 1.6 Employee benefits

The Company operates a defined benefit scheme for the majority of its non-unionised employees and a defined contribution retirement benefit scheme for the rest of its non-unionised employees.

### 1.6 Employee benefits (continued)

#### Defined contribution plans

A defined contribution plan is a pension plan under which the Company pays fixed contributions into a separate entity. The assets of both schemes are held in separate trustee administered funds, which are funded by contributions from both the Company and employees. The Company and all its employees also contribute to the National Social Security Fund, which is a defined contribution scheme.

The Company's contributions to the defined contribution scheme are charged to the statement of comprehensive income in the year to which they relate. The Company has no further obligation once the contributions have been paid.

#### Defined benefit plans

A defined benefit plan is a pension plan that defines an amount of pension benefit that an employee will receive on retirement, usually dependent on one or more factors such as age, years of service and compensation.

For the defined benefit scheme, the pension costs are assessed using the "Projected Unit Credit" method. Under this method, the cost of providing pensions is charged to the statement of comprehensive income so as to spread the regular cost over the service lives of the employees. This is done based on advice received from the actuaries who carry out a full valuation of the plan every three years.

The liability recognised in the statement of financial position in respect of the defined benefit pension plan is the present value of the defined benefit obligation at the statement of financial position date less the fair value of plan assets, together with adjustments for unrecognised actuarial gains or losses and past service costs. The defined benefit obligation is calculated annually by independent actuaries using the projected unit credit method. The present value of the defined benefit obligation is determined by discounting the estimated future cash outflows using interest rates of high-quality corporate bonds that are denominated in the currency in which the benefits will be paid, and that have terms to maturity approximating to the terms of the related pension liability. Actuarial gains and losses are recognised over the remaining service lives of the employees.

#### Other entitlements

The Company operates an unfunded gratuity scheme for its unionised employees, under which lump sum payments are paid on retirement due to age, medical, termination of service and redundancy. The gratuity payable is dependent on the number of completed years of service by the employee.

The liability recognised in the statement of financial position and the Company contributions are assessed using the projected unit credit method. The notional contributions are charged to the statement of comprehensive income in the year to which they relate.

The estimated monetary liability for employees' accrued annual leave entitlement at the date of the statement of financial position is recognised as an expense accrual.

### 1.7 Tax

#### Current tax assets and liabilities

Current tax for current and prior periods is, to the extent unpaid, recognised as a liability. If the amount already paid in respect of current and prior periods exceeds the amount due for those periods, the excess is recognised as an asset.

Current tax liabilities (assets) for the current and prior periods are measured at the amount expected to be paid to (recovered from) the tax authorities, using the tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period.

#### Deferred tax assets and liabilities

A deferred tax asset is recognised for the carry forward of unused tax losses to the extent that it is probable that future taxable profit will be available against which the unused tax losses and credits can be utilised.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period.

#### Tax expenses

Current and deferred taxes are recognised as income or an expense and included in profit or loss for the period, except to the extent that the tax arises from:

- a transaction or event which is recognised, in the same or a different period, to other comprehensive income, or
- a business combination.

Current tax and deferred taxes are charged or credited to other comprehensive income if the tax relates to items that are credited or charged, in the same or a different period, to other comprehensive income.

Current tax and deferred taxes are charged or credited directly to equity if the tax relates to items that are credited or charged, in the same or a different period, directly in equity.

### 1.8 Dividends

Dividends on ordinary shares are recognised as a liability in the period in which they are declared.

### 1.9 Property, plant and equipment

The cost of an item of property, plant and equipment is recognised as an asset when:

- it is probable that future economic benefits associated with the item will flow to the company; and
- the cost of the item can be measured reliably.

Property, plant and equipment is initially measured at cost.

Costs include costs incurred initially to acquire or construct an item of property, plant and equipment and costs incurred subsequently to add to, replace part of, or service it. If a replacement cost is recognised in the carrying amount of an item of property, plant and equipment, the carrying amount of the replaced part is derecognised.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the statement of comprehensive income during the financial period in which they are incurred.

Property, plant and equipment are depreciated on the straight line basis over their expected useful lives to their estimated residual value.

Property, plant and equipment is carried at cost less accumulated depreciation and any impairment losses.

The useful lives of items of property, plant and equipment have been assessed as follows:

| Item                   | Average useful life |
|------------------------|---------------------|
| Buildings              | 25 - 30 years       |
| Plant and machinery    | 15 years            |
| Furniture and fixtures | 6 years             |
| Motor vehicles         | 3 years             |
| Computers              | 3 years             |

The residual value, useful life and depreciation method of each asset are reviewed at the end of each reporting period. If the expectations differ from previous estimates, the change is accounted for as a change in accounting estimate.

The depreciation charge for each period is recognised in profit or loss unless it is included in the carrying amount of another asset.

Property, plant and equipment are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An

impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use.

The gain or loss arising from the derecognition of an item of property, plant and equipment is included in profit or loss when the item is derecognised. The gain or loss arising from the derecognition of an item of property, plant and equipment is determined as the difference between the net disposal proceeds, if any, and the carrying amount of the item.

### 1.10 Prepaid operating lease rentals

An intangible asset is recognised when:

- it is probable that the expected future economic benefits that are attributable to the asset will flow to the entity; and
- the cost of the asset can be measured reliably.

Prepaid operating lease rentals are initially recognised at cost.

An intangible asset is regarded as having an indefinite useful life when, based on all relevant factors, there is no foreseeable limit to the period over which the asset is expected to generate net cash inflows. Amortisation is not provided for these prepaid operating lease rentals, but they are tested for impairment annually and whenever there is an indication that the asset may be impaired. For all other prepaid operating lease rentals amortisation is provided on a straight line basis over their useful life.

The amortisation period and the amortisation method for intangible assets are reviewed every period-end.

Reassessing the useful life of an intangible asset with a finite useful life after it was classified as indefinite is an indicator that the asset may be impaired. As a result the asset is tested for impairment and the remaining carrying amount is amortised over its useful life.

Amortisation is provided to write down the prepaid operating lease rentals, on a straight line basis, to their residual values as follows:

| Item                    | Useful life |
|-------------------------|-------------|
| Prepaid operating lease | 100 years   |

### 1.11 Leases

A lease is classified as a finance lease if it transfers substantially all the risks and rewards incidental to ownership. A lease is classified as an operating lease if it does not transfer substantially all the risks and rewards incidental to ownership.

### 1.11 Leases (continued)

#### Operating leases - lessor

Operating lease income is recognised as an income on a straight-line basis over the lease term. Initial direct costs incurred in negotiating and arranging operating leases are added to the carrying amount of the leased asset and recognised as an expense over the lease term on the same basis as the lease income. Income for leases is disclosed under revenue in profit or loss.

#### Operating leases - lessee

Operating lease payments are recognised as an expense on a straight-line basis over the lease term. The difference between the amounts recognised as an expense and the contractual payments are recognised as an operating lease asset. This liability is not discounted.

Any contingent rents are expensed in the period they are incurred.

### 1.12 Impairment of assets

The group assesses at each end of the reporting period whether there is any indication that an asset may be impaired. If any such indication exists, the group estimates the recoverable amount of the asset.

Irrespective of whether there is any indication of impairment, the group also:

- tests intangible assets with an indefinite useful life or intangible assets not yet available for use for impairment annually by comparing its carrying amount with its recoverable amount. This impairment test is performed during the annual period and at the same time every period.
- tests goodwill acquired in a business combination for impairment annually.

If there is any indication that an asset may be impaired, the recoverable amount is estimated for the individual asset. If it is not possible to estimate the recoverable amount of the individual asset, the recoverable amount of the cash-generating unit to which the asset belongs is determined.

The recoverable amount of an asset or a cash-generating unit is the higher of its fair value less costs to sell and its value in use.

If the recoverable amount of an asset is less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount. That reduction is an impairment loss.

An impairment loss of assets carried at cost less any accumulated depreciation or amortisation is recognised immediately in profit or loss. Any impairment loss of a revalued asset is treated as a revaluation decrease.

An impairment loss is recognised for cash-generating units if the recoverable amount of the unit is less than the carrying amount of the units. The impairment loss is allocated to reduce the carrying amount of the assets of the unit in the following order:

- first, to reduce the carrying amount of any goodwill allocated to the cash-generating unit and
- then, to the other assets of the unit, pro rata on the basis of the carrying amount of each asset in the unit.

An entity assesses at each reporting date whether there is any indication that an impairment loss recognised in prior periods for assets other than goodwill may no longer exist or may have decreased. If any such indication exists, the recoverable amounts of those assets are estimated.

The increased carrying amount of an asset other than goodwill attributable to a reversal of an impairment loss does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset in prior periods.

A reversal of an impairment loss of assets carried at cost less accumulated depreciation or amortisation other than goodwill is recognised immediately in profit or loss. Any reversal of an impairment loss of a revalued asset is treated as a revaluation increase.

### 1.13 Investments in subsidiaries

#### Company financial statements

In the company's separate financial statements, investments in subsidiaries are carried at cost less any accumulated impairment.

The cost of an investment in a subsidiary is the aggregate of:

- the fair value, at the date of exchange, of assets given, liabilities incurred or assumed, and equity instruments issued by the company; plus
- any costs directly attributable to the purchase of the subsidiary.

An adjustment to the cost of a business combination contingent on future events is included in the cost of the combination if the adjustment is probable and can be measured reliably.

### 1.14 Inventories

Inventories are measured at the lower of cost and net realisable value. Cost is determined by the first-in-firstout (FIFO) method for manufactured goods and weighted average for imported finished goods.

Net realisable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale.

The cost of inventories comprises of all costs of purchase, costs of conversion and other costs incurred in bringing the inventories to their present location and condition.

When inventories are sold, the carrying amount of those inventories are recognised as an expense in the period in which the related revenue is recognised. The amount of any write-down of inventories to net realisable value and all losses of inventories are recognised as an expense in the period the write-down or loss occurs. The amount of any reversal of any write-down of inventories, arising from an increase in net realisable value, are recognised as a reduction in the amount of inventories recognised as an expense in the period in which the reversal occurs.

The cost of manufactured finished goods and work in progress comprises raw materials, direct labour, other direct costs and related production overheads (based on normal operating capacity), but excludes borrowing costs.

The cost of imported finished goods comprises of all costs of purchase, costs of conversion and other costs incurred in bringing the inventories to their present location and condition.

### 1.15 Financial instruments

#### Classification

The group classifies financial assets and financial liabilities into the following categories:

- Loans and receivables

Classification depends on the purpose for which the financial instruments were obtained / incurred and takes place at initial recognition. Classification is re-assessed on an annual basis, except for derivatives and financial assets designated as at fair value through profit or loss, which shall not be classified out of the fair value through profit or loss category.

#### Initial recognition and measurement

Financial instruments are recognised initially when the group becomes a party to the contractual provisions of the instruments.

The group classifies financial instruments, or their component parts, on initial recognition as a financial asset, a financial liability or an equity instrument in accordance with the substance of the contractual arrangement.

Financial instruments are measured initially at fair value, except for equity investments for which a fair value is not determinable, which are measured at cost and are classified as available-for-sale financial assets.

For financial instruments which are not at fair value through profit or loss, transaction costs are included in the initial measurement of the instrument.

Regular way purchases of financial assets are accounted for at trade date.

#### Subsequent measurement

Loans and receivables are subsequently measured at amortised cost, using the effective interest method, less accumulated impairment losses.

#### Derecognition

Financial assets are derecognised when the rights to receive cash flows from the investments have expired or have been transferred and the group has transferred substantially all risks and rewards of ownership.

#### Impairment of financial assets

At each reporting date the group assesses all financial assets, other than those at fair value through profit or loss, to determine whether there is objective evidence that a financial asset or group of financial assets has been impaired.

For amounts due to the group, significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy and default of payments are all considered indicators of impairment.

In the case of equity securities classified as available-for-sale, a significant or prolonged decline in the fair value of the security below its cost is considered an indicator of impairment. If any such evidence exists for available-for-sale financial assets, the cumulative loss - measured as the difference between the acquisition cost and current fair value, less any impairment loss on that financial asset previously recognised in profit or loss - is removed from equity as a reclassification adjustment to other comprehensive income and recognised in profit or loss.

Impairment losses are recognised in profit or loss.

Impairment losses are reversed when an increase in the financial asset's recoverable amount can be related objectively to an event occurring after the impairment was recognised, subject to the restriction that the carrying amount of the financial asset at the date that the impairment is reversed shall not exceed what the carrying amount would have been had the impairment not been recognised.

Reversals of impairment losses are recognised in profit or loss except for equity investments classified as available-for-sale.

Impairment losses are also not subsequently reversed for available-for-sale equity investments which are held at cost because fair value was not determinable.

### 1.15 Financial instruments (continued)

#### Derecognition (continued)

Where financial assets are impaired through use of an allowance account, the amount of the loss is recognised in profit or loss within operating expenses. When such assets are written off, the write off is made against the relevant allowance account. Subsequent recoveries of amounts previously written off are credited against operating expenses.

#### Loans to shareholders, directors, managers and employees

These financial assets are classified as loans and receivables.

#### Trade and other receivables

Trade receivables are measured on initial recognition at fair value, and are subsequently measured at amortised cost using the effective interest rate method. Appropriate allowances for estimated irrecoverable amounts are recognised in profit or loss when there is objective evidence that the asset is impaired. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation, and default or delinquency in payments (more than 30 days overdue) are considered indicators that the trade receivable is impaired. The allowance recognised is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the effective interest rate computed at initial recognition.

The carrying amount of the asset is reduced through the use of an allowance account, and the amount of the loss is recognised in profit or loss within operating expenses. When a trade receivable is uncollectable, it is written off against the allowance account for trade receivables. Subsequent recoveries of amounts previously written off are credited against operating expenses in profit or loss.

Trade and other receivables are classified as loans and receivables.

#### Trade and other payables

Trade payables are initially measured at fair value, and are subsequently measured at amortised cost, using the effective interest rate method.

#### Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and demand deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of changes in value. These are initially and subsequently recorded at fair value.

#### Bank overdraft and borrowings

Bank overdrafts and borrowings are initially measured at fair value, and are subsequently measured at amortised cost, using the effective interest rate method. Any difference between the proceeds (net of transaction costs) and the settlement or redemption of borrowings is recognised over the term of the borrowings in accordance with the group's accounting policy for borrowing costs.

### 1.16 Share capital and equity

An equity instrument is any contract that evidences a residual interest in the assets of an entity after deducting all of its liabilities.

Ordinary shares are classified as equity.

Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds.

### 1.17 Provisions and contingencies

Provisions are recognised when:

- the group has a present obligation as a result of a past event;
- it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation; and
- a reliable estimate can be made of the obligation.

The amount of a provision is the present value of the expenditure expected to be required to settle the obligation.

### 1.18 Consolidation

#### Basis of consolidation

The consolidated financial statements incorporate the financial statements of the company and all entities, including special purpose entities, which are controlled by the company.

Control exists when the company has the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities.

The results of subsidiaries are included in the consolidated financial statements from the effective date of acquisition to the effective date of disposal.

Adjustments are made when necessary to the financial statements of subsidiaries to bring their accounting policies in line with those of the group.

All intra-group transactions, balances, income and expenses are eliminated in full on consolidation.

### 1.18 Consolidation (continued)

#### Basis of consolidation (continued)

Non-controlling interests in the net assets of consolidated subsidiaries are identified and recognised separately from the group's interest therein, and are recognised within equity. Losses of subsidiaries attributable to non-controlling interests are allocated to the non-controlling interest even if this results in a debit balance being recognised for non-controlling interest.

Transactions which result in changes in ownership levels, where the group has control of the subsidiary both before and after the transaction are regarded as equity transaction and are recognised directly in the statement of changes in equity.

The difference between the fair value of consideration paid or received and the movement in non-controlling interest for such transactions is recognised in equity attributable to the owners of the parent.

#### 1.18 Consolidation (continued)

Where a subsidiary is disposed of and a non-controlling shareholding is retained, the remaining investment is measured to fair value with the adjustment to fair value recognised in profit or loss as part of the gain or loss on disposal of the controlling interest.

#### 1.19 Borrowing costs

Borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying asset are capitalised as part of the cost of that asset until such time as the asset is ready for its intended use. The amount of borrowing costs eligible for capitalisation is determined as follows:

- Actual borrowing costs on funds specifically borrowed for the purpose of obtaining a qualifying asset less any temporary investment of those borrowings.
- Weighted average of the borrowing costs applicable to the entity on funds generally borrowed for the purpose of obtaining a qualifying asset. The borrowing costs capitalised do not exceed the total borrowing costs incurred.

The capitalisation of borrowing costs commences when:

- expenditures for the asset have occurred;
- borrowing costs have been incurred, and
- activities that are necessary to prepare the asset for its intended use or sale are in progress.

Capitalisation is suspended during extended periods in which active development is interrupted.

Capitalisation ceases when substantially all the activities necessary to prepare the qualifying asset for its intended use or sale are complete.

All other borrowing costs are recognised as an expense in the period in which they are incurred.

### 2. Risk management

#### Financial risk management

The group's activities expose it to a variety of financial risks: market risk (including currency risk, fair value interest rate risk, cash flow interest rate risk and price risk), credit risk and liquidity risk.

The group's overall risk management program focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the group's financial performance.

Risk management is carried out by the Finance Department under policies approved by the Board of Directors. The Finance Department identifies, evaluates and hedges financial risks.

A description of the significant risk factors is given below together with the risk management policies applicable:

#### Foreign exchange risk

The Company closely monitors foreign exchange rates. Currency exposure arising from liabilities denominated in foreign currencies is managed primarily through the holding of bank balances in the relevant foreign currencies. Foreign currency letters of credit facilities are also used to manage foreign currency fluctuations. Management also considers whether foreign exchange hedges should be undertaken when exchange rate fluctuations are more volatile than normal.

The Company's main currency risk arises from a depreciation of the Kenya Shilling against the US Dollar since the Company has significant liabilities that are denominated in US Dollars.

For the year ended 30 September 2013, if the Kenya Shilling weakened/(strengthened) by 1% against the US Dollar, with all other variables held constant, the post-tax loss for the year would have been lower/(higher) as stated below, mainly as a result of foreign currency purchases and creditors.

## Accounting Policies (Continued)

### 2. Risk management (continued)

#### Foreign exchange risk (continued)

US Dollar ~ K Sh 2,185,814 lower/(higher) (2012: K Sh 4,126,300 lower/(higher))

#### Foreign currency exposure at the end of the reporting period

|                                                                  | Group             | Company           |                   |
|------------------------------------------------------------------|-------------------|-------------------|-------------------|
|                                                                  | 2013<br>K Sh '000 | 2013<br>K Sh '000 | 2012<br>K Sh '000 |
| <b>Current assets</b>                                            |                   |                   |                   |
| Trade debtors, USD 3,586 (2012: 3,914)                           | 3                 | 3                 | 3                 |
| Bank balances, USD 18,023 (2012: 609)                            | 16                | 16                | 1                 |
| <b>Liabilities</b>                                               |                   |                   |                   |
| Overdraft, USD 309,758 (2012: 1,945,088)                         | (268)             | (268)             | (1,659)           |
| Trade creditors, USD 1,145,460 (2012: USD 721,744)               | (992)             | (992)             | (616)             |
| Other financial liabilities, USD 1,088,969 (2012: USD 2,176,610) | (944)             | (944)             | (1,855)           |

#### Exchange rates used for conversion of foreign items were:

|     |       |       |       |
|-----|-------|-------|-------|
| USD | 86.65 | 86.65 | 85.28 |
|-----|-------|-------|-------|

#### Credit risk

Credit risk is managed on a group basis.

Credit risk consists mainly of cash deposits, cash equivalents, as well as trade and other receivables, derivative financial instruments and trade debtors. The company only deposits cash with major banks with high quality credit standing and limits exposure to any one counter-party.

Trade receivables comprise a widespread customer base. Management evaluated credit risk relating to customers on an ongoing basis. If customers are independently rated, these ratings are used. Otherwise, if there is no independent rating, risk control assesses the credit quality of the customer, taking into account its financial position, past experience and other factors. Individual risk limits are set based on internal or external ratings in accordance with limits set by the board. The utilisation of credit limits is regularly monitored.

No credit limits were exceeded during the reporting period, and management does not expect any losses from non-performance by these counterparties.

Credit risk arises from cash and cash equivalents, deposits with banks, as well as trade and other receivables. The Company does not have any significant concentrations of credit risk. The Company's customers comprise mainly of contracted distributors and the main retail supermarkets. The Company's policies require that each customer's credit limit be supported by a bank guarantee; any excess above the credit limit are assessed on a case by case basis, and usually requires approval by the Managing Director. Individual risk limits are set based on a customer's financial position, past experience and other factors. The utilisation of credit limits is regularly monitored. The amounts presented in the statement of financial position are net of allowances for doubtful receivables, estimated by the Company's management based on prior experience and the current economic environment.

## Accounting Policies (Continued)

### 2. Risk management (continued)

#### Credit risk (continued)

The amount that best represents the Company's exposure to credit risk as at 30 September 2013 is made up as follows:

|                             | Group             | Company           |                   |
|-----------------------------|-------------------|-------------------|-------------------|
|                             | 2013<br>K Sh '000 | 2013<br>K Sh '000 | 2012<br>K Sh '000 |
| <b>Financial instrument</b> |                   |                   |                   |
| Trade receivables           | 193,146           | 188,459           | 161,550           |
| <b>Other receivables</b>    | 21,584            | 17,268            | 15,160            |
| Cash and cash equivalent    | 14,789            | 7,668             | 99,792            |

No collateral is held for any of the above assets. All receivables that are either past due or impaired are within their approved credit limits, and no such receivables have had their terms renegotiated. None of the above assets are past due or impaired except for the following amounts in trade receivables (which are due within 30 days of the end of the month in which they are invoiced):

|                    | Group             | Company           |                   |
|--------------------|-------------------|-------------------|-------------------|
|                    | 2013<br>K Sh '000 | 2013<br>K Sh '000 | 2012<br>K Sh '000 |
| <b>Past due</b>    |                   |                   |                   |
| - by up to 30 days | 121,220           | 116,533           | 93,017            |
| - by 31 to 90 days | 66,607            | 66,607            | 63,716            |
| - over 90 days     | 7,490             | 7,490             | 13,144            |
|                    | <b>195,317</b>    | <b>190,630</b>    | <b>169,877</b>    |
| <b>Impaired</b>    |                   |                   |                   |
| Impaired           | 2,171             | 2,171             | 8,327             |

All receivables past due by more than 90 days are considered to be impaired, and are carried at their estimated recoverable value.

#### Liquidity risk

Prudent liquidity risk management implies maintaining sufficient cash and marketable securities, the availability of funding through an adequate amount of committed credit facilities and the ability to close out market positions. Due to the dynamic nature of the underlying businesses, group treasury maintains flexibility in funding by maintaining availability under committed credit lines.

The group's risk to liquidity is a result of the funds available to cover future commitments. The group manages liquidity risk through an ongoing review of future commitments and credit facilities.

Management monitors rolling forecasts of the Company's liquidity position on the basis of expected cash flows.

The table below analyses the group's financial liabilities and net-settled derivative financial liabilities into relevant maturity groupings based on the remaining period at the statement of financial position to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows. Balances due within 12 months equal their carrying balances as the impact of discounting is not significant.

## Notes to the Financial Statements

for the Year Ended 30 September 2013 (Continued)

### 2. Risk management (continued)

#### Liquidity risk (continued)

| Group                       | Less than 1<br>year | Between 2<br>and 5 years |
|-----------------------------|---------------------|--------------------------|
| At 30 September 2013        |                     |                          |
| Other financial liabilities | 94,359              | -                        |
| Bank overdraft              | 140,903             | -                        |
| Trade and other payables    | 208,757             | -                        |
| Gratuity                    | -                   | 71,900                   |
| <b>Company</b>              |                     |                          |
| At 30 September 2013        |                     |                          |
| Other financial liabilities | 94,359              | -                        |
| Bank overdraft              | 140,903             | -                        |
| Trade and other payables    | 204,500             | -                        |
| Gratuity                    | -                   | 71,900                   |
| At 30 September 2012        |                     |                          |
| Other financial liabilities | 185,628             | -                        |
| Bank overdraft              | 275,398             | -                        |
| Trade and other payables    | 234,738             | -                        |
| Gratuity                    | -                   | 68,000                   |

#### Cash flow and fair value interest rate risk

As the Company has no significant interest-bearing assets, the Company's income and operating cash flows are substantially independent of changes in market interest rates.

The Company's interest rate risk arises from short-term and long-term borrowings. Borrowings issued at variable rates expose the Company to cash flow interest rate risk. Borrowings issued at fixed rates expose the Company to fair value interest rate risk.

The Company monitors its interest rate exposure regularly, taking into account alternative financing options to ensure that optimum interest rates are obtained and that the risk borne is reasonable.

#### Capital risk management

The group's objectives when managing capital are to safeguard the group's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

In order to maintain or adjust the capital structure, the group may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt.

Consistent with others in the industry, the group monitors capital on the basis of the gearing ratio.

This ratio is calculated as net debt divided by total capital. Net debt is calculated as total borrowings (including 'current and non-current borrowings' as shown in the statement of financial position) less cash and cash equivalents. Total capital is calculated as 'equity' as shown in the statement of financial position plus net debt.

# Notes to the Financial Statements

for the Year Ended 30 September 2013 (Continued)

## 2. Risk management (continued)

### Capital risk management (continued)

The gearing ratio at 2013 and 2012 respectively were as follows:

|                                 |    | Group             | Company           |                   |
|---------------------------------|----|-------------------|-------------------|-------------------|
|                                 |    | 2013<br>K Sh '000 | 2013<br>K Sh '000 | 2012<br>K Sh '000 |
| <b>Total borrowings</b>         |    |                   |                   |                   |
| Other financial liabilities     | 22 | 94,359            | 94,359            | 185,628           |
| Less: Cash and cash equivalents | 19 | (126,114)         | (133,235)         | (175,605)         |
| Net debt                        |    | 220,473           | 227,594           | 361,233           |
| Total equity                    |    | <b>394,770</b>    | 393,593           | 349,489           |
| <b>Total capital</b>            |    | <b>615,243</b>    | <b>621,187</b>    | <b>710,722</b>    |
| Gearing ratio                   |    | 36 %              | 37 %              | 51 %              |

## 3. Segmental Information

The Company defines operating segments on the basis of geographical regions. During the financial year ended 30 September 2013, Eveready significantly reduced its distribution into the export markets. Export sales in terms of volumes accounted for 11% of the total sales reported during the year. Uniform accounting policies were applicable to all operating segments.

### Segmental Operating Results:

|                                            |   | Group             | Company           |                   |
|--------------------------------------------|---|-------------------|-------------------|-------------------|
|                                            |   | 2013<br>K Sh '000 | 2013<br>K Sh '000 | 2012<br>K Sh '000 |
| <b>Sales</b>                               |   |                   |                   |                   |
| Export sales                               | - | -                 | 151,673           | 228,002           |
| Local sales                                | - | -                 | 1,263,722         | 1,146,787         |
| Total                                      | - | -                 | 1,415,395         | 1,374,789         |
| <b>Gross Profit</b>                        |   |                   |                   |                   |
| Export sales                               | - | -                 | 1,239             | 8,840             |
| Local sales                                | - | -                 | 339,902           | 305,728           |
| Total (2013: 24% margin, 2012: 23% margin) | - | -                 | 341,141           | 314,568           |
| <b>Total assets (Debtors)</b>              |   |                   |                   |                   |
| Export debtors                             | - | -                 | 314               | 382               |
| Local debtors                              | - | -                 | 188,145           | 161,168           |
|                                            | - | -                 | 188,459           | 161,550           |

# Notes to the Financial Statements

for the Year Ended 30 September 2013 (Continued)

## 4. Revenue

|                             | Group             | Company           |                   |
|-----------------------------|-------------------|-------------------|-------------------|
|                             | 2013<br>K Sh '000 | 2013<br>K Sh '000 | 2012<br>K Sh '000 |
| Sales of manufactured goods | 874,834           | 874,834           | 906,140           |
| Sales of purchased goods    | 553,444           | 540,561           | 468,649           |
|                             | <b>1,428,278</b>  | <b>1,415,395</b>  | <b>1,374,789</b>  |

## 5. Cost of sales

|                    |           |           |           |
|--------------------|-----------|-----------|-----------|
| Sale of goods      |           |           |           |
| Cost of goods sold | 1,080,676 | 1,074,254 | 1,060,221 |

## 6. Other income

|                                       |              |              |                |
|---------------------------------------|--------------|--------------|----------------|
| Profit and loss on disposal of assets | 760          | 760          | 108,532        |
| Rental income                         | 1,684        | 1,684        | 2,163          |
| Other miscellaneous income            | 2,326        | 2,326        | 1,223          |
|                                       | <b>4,770</b> | <b>4,770</b> | <b>111,918</b> |

## 7. Operating profit (loss)

Operating profit (loss) for the year is stated after accounting for the following:

|                                                   |         |         |         |
|---------------------------------------------------|---------|---------|---------|
| Profit on sale of property, plant and equipment   | 760     | 760     | 108,532 |
| Employee and retirement benefit costs (see below) | 210,233 | 209,650 | 323,592 |
| Depreciation on property, plant and equipment     | 21,176  | 20,404  | 21,630  |
| Amortization of prepaid lease rentals             | 3       | 3       | 4       |
| Auditors' remuneration                            | 1,340   | 1,093   | 715     |
| Operating lease rentals expensed                  | 6,505   | 6,505   | 5,454   |

### Employee benefit expense

|                  |         |         |         |
|------------------|---------|---------|---------|
| Salary and wages | 203,448 | 202,885 | 315,633 |
|------------------|---------|---------|---------|

### Retirement benefit expense

|                               |       |       |       |
|-------------------------------|-------|-------|-------|
| Defined contribution scheme   | 6,545 | 6,545 | 7,834 |
| National Social Security Fund | 240   | 240   | 125   |

|  |                |                |                |
|--|----------------|----------------|----------------|
|  | <b>210,233</b> | <b>209,650</b> | <b>323,592</b> |
|--|----------------|----------------|----------------|

### Expenses by nature

|                                                  |         |         |         |
|--------------------------------------------------|---------|---------|---------|
| Depreciation                                     | 21,176  | 20,404  | 21,631  |
| Amortization                                     | 3       | 3       | 4       |
| Employee benefits expenses                       | 210,233 | 209,650 | 323,592 |
| Changes in inventories of finished goods and WIP | 393,366 | 387,050 | 219,656 |
| Raw materials and consumables used               | 444,342 | 444,342 | 560,813 |
| Transportation                                   | 1,347   | 1,347   | 2,215   |
| Other expenses                                   | 260,186 | 256,850 | 290,699 |

|  |                  |                  |                  |
|--|------------------|------------------|------------------|
|  | <b>1,330,653</b> | <b>1,319,646</b> | <b>1,418,610</b> |
|--|------------------|------------------|------------------|

# Notes to the Financial Statements

for the Year Ended 30 September 2013 (Continued)

## 8. Finance costs

|                                    | Group             | Company           |                   |
|------------------------------------|-------------------|-------------------|-------------------|
|                                    | 2013<br>K Sh '000 | 2013<br>K Sh '000 | 2012<br>K Sh '000 |
| Net foreign exchange (gain) / loss | 12,954            | 12,954            | (51,138)          |
| Current borrowings                 | 29,007            | 29,007            | 50,321            |
|                                    | <b>41,961</b>     | <b>41,961</b>     | <b>(817)</b>      |

## 9. Taxation

### Major components of the tax expense (income)

#### Deferred

|                                                 |        |        |         |
|-------------------------------------------------|--------|--------|---------|
| Originating and reversing temporary differences | 15,021 | 14,454 | (1,170) |
|-------------------------------------------------|--------|--------|---------|

### Reconciliation of the tax expense

Reconciliation between accounting profit and tax expense.

|                                                                    |               |               |                |
|--------------------------------------------------------------------|---------------|---------------|----------------|
| Accounting (loss) profit                                           | 60,432        | 58,558        | 68,914         |
| Tax at the applicable tax rate of 30% (2012: 25%)                  | 18,129        | 17,566        | 17,229         |
| <b>Tax effect of adjustments on taxable income</b>                 |               |               |                |
| Income not subject to tax                                          | (1,412)       | (1,412)       | (27,863)       |
| Tax effect of movement in retirement benefit provision             | -             | -             | 2,796          |
| Disallowed expenses                                                | 879           | 875           | 6,668          |
| Adjustment on deferred tax due to changes of rates from 25% to 30% | (2,575)       | (2,575)       | -              |
|                                                                    | <b>15,021</b> | <b>14,454</b> | <b>(1,170)</b> |

## 10. Earnings per share

### Basic earnings per share

Basic earnings per share is determined by dividing profit or loss attributable to the ordinary equity holders of the parent by the weighted average number of ordinary shares outstanding during the year.

#### Basic earnings (loss) per share

|                                                                                      |         |         |         |
|--------------------------------------------------------------------------------------|---------|---------|---------|
| From continuing operations (K Sh per share)                                          | 0.22    | 0.21    | 0.33    |
| Profit or loss for the year attributable to equity holders of the Company K Sh '000) | 45,411  | 44,104  | 70,084  |
| Weighted average number of ordinary shares used for basic earnings per share         | 210,000 | 210,000 | 210,000 |

## Notes to the Financial Statements

for the Year Ended 30 September 2013 (Continued)

### 10. Earnings per share (continued)

Dividends per share

No dividend is proposed for the year ended 30 September 2013 (2012: Nil). No interim dividend was paid during the year (2012: Nil).

Proposed dividends are accounted for as a separate component of equity until they have been ratified at an annual general meeting.

Payment of dividend is subject to withholding tax at a rate of 10% for non-resident shareholders. No withholding tax is charged to local shareholders consisting of companies that hold more than 12.5% of the total shareholding or are exempt.

### 11. Property, plant and equipment

Group

|                          | 2013           |                          |                |
|--------------------------|----------------|--------------------------|----------------|
|                          | Cost           | Accumulated depreciation | Carrying value |
| Buildings                | 49,698         | (29,375)                 | 20,323         |
| Plant and machinery      | 367,775        | (235,318)                | 132,457        |
| Furniture and fixtures   | 43,733         | (26,158)                 | 17,575         |
| Motor vehicles           | 80,770         | (74,328)                 | 6,442          |
| IT equipment             | 24,715         | (18,144)                 | 6,571          |
| Capital work in progress | 2,536          | -                        | 2,536          |
| <b>Total</b>             | <b>569,227</b> | <b>(383,323)</b>         | <b>185,904</b> |

Company

|                          | 2013           |                          |                | 2012           |                          |                |
|--------------------------|----------------|--------------------------|----------------|----------------|--------------------------|----------------|
|                          | Cost           | Accumulated depreciation | Carrying value | Cost           | Accumulated depreciation | Carrying value |
| Buildings                | 49,698         | (29,375)                 | 20,323         | 49,698         | (28,700)                 | 20,998         |
| Plant and machinery      | 367,775        | (235,318)                | 132,457        | 365,179        | (221,071)                | 144,108        |
| Furniture and fixtures   | 42,853         | (26,064)                 | 16,789         | 30,303         | (24,599)                 | 5,704          |
| Motor vehicles           | 75,248         | (73,856)                 | 1,392          | 79,328         | (75,272)                 | 4,056          |
| IT equipment             | 23,106         | (17,938)                 | 5,168          | 17,788         | (16,585)                 | 1,203          |
| Capital work in progress | 2,536          | -                        | 2,536          | 6,359          | -                        | 6,359          |
| <b>Total</b>             | <b>561,216</b> | <b>(382,551)</b>         | <b>178,665</b> | <b>548,655</b> | <b>(366,227)</b>         | <b>182,428</b> |

# Notes to the Financial Statements

for the Year Ended 30 September 2013 (Continued)

## 11. Property, plant and equipment (continued)

### Reconciliation of property, plant and equipment - Group - 2013

|                          |                 |           | Group     | Company      |           |
|--------------------------|-----------------|-----------|-----------|--------------|-----------|
|                          |                 |           | 2013      | 2013         | 2012      |
|                          |                 |           | K Sh '000 | K Sh '000    | K Sh '000 |
|                          | Opening balance | Additions | Transfers | Depreciation | Total     |
| Buildings                | 20,998          | 20,323    | 49,698    | (29,375)     | 20,323    |
| Plant and machinery      | 144,108         | 132,457   | 367,775   | (235,318)    | 132,457   |
| Furniture and fixtures   | 5,704           | 17,575    | 43,733    | (26,158)     | 17,575    |
| Motor vehicles           | 4,056           | 6,442     | 80,770    | (74,328)     | 6,442     |
| IT equipment             | 1,203           | 6,571     | 24,715    | (18,144)     | 6,571     |
| Capital work in progress | 6,359           | 2,536     | 2,536     | -            | 2,536     |
|                          | 182,428         | 185,904   | 569,227   | (383,323)    | 185,904   |

### Reconciliation of property, plant and equipment - Group - 2013

|                          | Opening balance | Additions     | Transfers       | Depreciation    | Total          |
|--------------------------|-----------------|---------------|-----------------|-----------------|----------------|
| Buildings                | 20,998          | -             | -               | (675)           | 20,323         |
| Plant and machinery      | 144,108         | 2,596         | -               | (14,247)        | 132,457        |
| Furniture and fixtures   | 5,704           | 12,550        | -               | (1,465)         | 16,789         |
| Motor vehicles           | 4,056           | -             | -               | (2,664)         | 1,392          |
| IT equipment             | 1,203           | 5,318         | -               | (1,353)         | 5,168          |
| Capital work in progress | 6,359           | 22,909        | (26,732)        | -               | 2,536          |
|                          | <b>182,428</b>  | <b>43,373</b> | <b>(26,732)</b> | <b>(20,404)</b> | <b>178,665</b> |

### Reconciliation of property, plant and equipment - Company - 2012

|                          | Opening balance | Additions    | Disposals      | Transfers    | Depreciation    | Total          |
|--------------------------|-----------------|--------------|----------------|--------------|-----------------|----------------|
| Buildings                | 22,284          | -            | (2,288)        | -            | 1,002           | 20,998         |
| Plant and machinery      | 155,990         | -            | (913)          | 2,895        | (13,864)        | 144,108        |
| Furniture and fixtures   | 6,413           | -            | (50)           | -            | (659)           | 5,704          |
| Motor vehicles           | 9,771           | -            | -              | -            | (5,715)         | 4,056          |
| IT equipment             | 3,604           | 200          | (206)          | -            | (2,395)         | 1,203          |
| Capital work in progress | 3,224           | 6,358        | -              | (3,223)      | -               | 6,359          |
|                          | <b>201,286</b>  | <b>6,558</b> | <b>(3,457)</b> | <b>(328)</b> | <b>(21,631)</b> | <b>182,428</b> |

The Company's property, plant and equipment has been pledged as security under floating charge in respect of short term bank borrowings (see Note 21).

## Notes to the Financial Statements

for the Year Ended 30 September 2013 (Continued)

### 12. Prepaid operating lease rentals

#### Group

Prepaid operating lease rentals

#### Company

Prepaid operating lease rentals

| Group             | Company                  |                   |
|-------------------|--------------------------|-------------------|
| 2013<br>K Sh '000 | 2013<br>K Sh '000        | 2012<br>K Sh '000 |
| 2013              |                          |                   |
| Cost              | Accumulated amortisation | Carrying value    |
| 362               | 160                      | 202               |
| 2012              |                          |                   |
| Cost              | Accumulated amortisation | Carrying value    |
| 362               | (157)                    | 205               |

#### Reconciliation of prepaid operating lease rentals - Group - 2013

Prepaid operating lease rentals

#### Reconciliation of prepaid operating lease rentals - Company - 2013

Prepaid operating lease rentals

#### Reconciliation of prepaid operating lease rentals - Company - 2012

Prepaid operating lease rentals

| Opening balance | Amortisation | Total |
|-----------------|--------------|-------|
| 205             | (3)          | 202   |
| 205             | (3)          | 202   |
| 209             | (4)          | 205   |

### 13. Deferred tax

Deferred income tax is calculated using the enacted income tax rate of 30% (2012: 25%). The movement on the deferred income tax account is as follows:

There is a legally enforceable right to offset current tax assets against current tax liabilities and deferred income tax assets and liabilities when the deferred income taxes relate to the same fiscal authority on the same entity.

|                          | Opening balance | Amortisation | Total    |
|--------------------------|-----------------|--------------|----------|
| Deferred tax assets      | 66,448          | 65,484       | 88,982   |
| Deferred tax liabilities | (29,963)        | (28,432)     | (37,476) |
| Net deferred tax asset   | 36,485          | 37,052       | 51,506   |

Deferred income tax assets are recognised for tax loss carry forwards only to the extent that realisation of the related tax benefit is probable.

## Notes to the Financial Statements

for the Year Ended 30 September 2013 (Continued)

### 13. Deferred tax (continued)

Deferred income tax assets and liabilities, deferred income tax (charge)/credit in the statement of comprehensive income are attributable to the following items:

|                                                                           | Group<br>2013<br>K Sh '000 | Company<br>2013<br>K Sh '000 | 2012<br>K Sh '000 |
|---------------------------------------------------------------------------|----------------------------|------------------------------|-------------------|
| Deferred tax (liability) /asset                                           | Opening<br>balance         | Amortisation                 | Total             |
| Accelerated capital allowances for tax purposes                           | (27,373)                   | (25,842)                     | (23,341)          |
| Unrealised exchange differences                                           | (1,353)                    | (1,353)                      | (13,368)          |
| Provision for obsolete stock                                              | 4,254                      | 4,254                        | 11,953            |
| Provision for retirement benefit obligation                               | (1,237)                    | (1,237)                      | (767)             |
| Provision for plant closure                                               | 221                        | 221                          | 18,601            |
| Tax losses available for set off against future taxable income            | 38,492                     | 38,492                       | 39,836            |
| Provision for staff leave                                                 | 1,911                      | 1,911                        | 1,592             |
| Provision for gratuity                                                    | 21,570                     | 21,570                       | 17,000            |
|                                                                           | <b>36,485</b>              | <b>37,052</b>                | <b>51,506</b>     |
| Reconciliation of deferred tax asset (liability)                          |                            |                              |                   |
| At beginning of the year                                                  | 51,506                     | 51,506                       | 50,336            |
| Accelerated capital allowances                                            | 636                        | 2,167                        | 2,435             |
| Retirement benefit asset                                                  | (317)                      | (317)                        | 631               |
| Unrealised exchange differences                                           | 14,689                     | 14,689                       | (34,158)          |
| Provision for staff leave                                                 | -                          | -                            | 928               |
| Provision for gratuity                                                    | 1,170                      | 1,170                        | 1,900             |
| Tax losses                                                                | (1,584)                    | (2,548)                      | 13,787            |
| Provision for obsolete stock                                              | (10,090)                   | (10,090)                     | (158)             |
| Provision for closure                                                     | (22,100)                   | (22,100)                     | 18,601            |
| Adjustment on opening balance due to changes in tax rates from 25% to 30% | 2,575                      | 2,575                        | (2,796)           |
|                                                                           | <b>36,485</b>              | <b>37,052</b>                | <b>51,506</b>     |

### Recognition of deferred tax asset

An entity shall disclose the amount of a deferred tax asset and the nature of the evidence supporting its recognition, when:

- the utilisation of the deferred tax asset is dependent on future taxable profits in excess of the profits arising from the reversal of existing taxable temporary differences; and
- the entity has suffered a loss in either the current or preceding period in the tax jurisdiction to which the deferred tax asset relates

# Notes to the Financial Statements

for the Year Ended 30 September 2013 (Continued)

## 14. Retirement benefits

### Defined benefit plan

#### Carrying value

Present value of the defined benefit obligation-partially or wholly funded  
Fair value of plan assets  
Net actuarial gains or losses not recognised

#### Movements for the year

Opening balance  
Other  
Net (income)/expense recognised in profit or loss

#### Net (income)/expense recognised in profit or loss

Interest cost  
Actuarial (gains)/losses  
Expected return on plan assets

| Group | Company         |              |
|-------|-----------------|--------------|
|       | 2013            | 2012         |
|       | K Sh '000       | K Sh '000    |
|       |                 |              |
|       | Opening balance | Amortisation |
|       |                 | Total        |
|       | (8,067)         | (8,067)      |
|       | 13,831          | 13,831       |
|       | (1,637)         | (1,637)      |
|       | 4,127           | 4,127        |
|       | (3,071)         | (3,071)      |
|       | -               | -            |
|       | (1,056)         | (1,056)      |
|       | (4,127)         | (4,127)      |
|       | 880             | 880          |
|       | (702)           | (702)        |
|       | (1,234)         | (1,234)      |
|       | (1,056)         | (1,056)      |

### Key assumptions used

Assumptions used on last valuation on 04 November 2013.

#### Discount rates used

Expected rate of return on assets

|        |        |        |
|--------|--------|--------|
| 14.00% | 14.00% | 12.00% |
| 10.00% | 10.00% | 10.00% |

The defined benefit scheme has been closed to future accrual of benefits with effect from 1 October 2006 for members except those within 5 years of retirement. Past service benefits remain intact with the Company meeting any under funding through either cash injection and better investment returns on the scheme assets, over a period of 3 years commencing from 1 October 2006. Future service benefits for all non-unionised employees will be through the defined contribution scheme.

### Defined contribution plan

Following the closure of the defined benefit scheme, the Company commenced contributions to a defined contribution scheme for all its non-unionised employees recruited from 1 October 2005. With effect from 1 October 2006, other non-unionised employees from the defined benefit scheme except those within 5 years of retirement have migrated to the defined contribution scheme. For the year ended 30 September 2013, the Company contributed K Sh 6,524,973 (2012: K Sh 7,834,345), which has been charged to the statement of comprehensive income.

The Company also makes contribution to a statutory provident fund, the National Social Security Fund. Contributions are determined by local statutes and are shared between the employer and employee. For the year ended 30 September 2013, the Company contributed K Sh 701,056 (2012: K Sh 617,200), which has been charged to the statement of comprehensive income.

## Notes to the Financial Statements

for the Year Ended 30 September 2013 (Continued)

### 15. Inventories

Raw materials, components  
Work in progress  
Finished goods  
Maintenance stock

| Group              | Company           |                   |
|--------------------|-------------------|-------------------|
| 2013<br>K Sh '000  | 2013<br>K Sh '000 | 2012<br>K Sh '000 |
| Opening<br>balance | Amortisation      | Total             |
| 177,865            | 177,865           | 281,679           |
| 27,533             | 27,533            | 15,134            |
| 224,136            | 198,731           | 271,329           |
| 17,050             | 17,050            | 24,455            |
| <b>446,584</b>     | <b>421,179</b>    | <b>592,597</b>    |

The cost of inventory recognised as expense by the Company and included in cost of sales amounted to K Sh 848,221,815 (2012: K Sh 799,421,875).

The cost of inventory recognised as expense by the Group and included in cost of sales amounted to K Sh 854,537,999.

Borrowings are secured by floating charges on the assets of the Company including inventory.

### 16. Amounts receivable (payable) to group companies

Subsidiaries

Flamingo Properties Uganda Limited

|   |               |   |
|---|---------------|---|
| - | <b>43,691</b> | - |
|---|---------------|---|

The balance of amount receivable by Company from Flamingo Properties Uganda is made up of services charged to them for K Sh 18,067,000 and amounts receivable as trade debtors for products sold to them for K Sh 25,084,000.

### 17. Trade and other receivables

Trade receivables  
Prepayments  
Amounts due from related parties  
Other receivable

|                |                |                |
|----------------|----------------|----------------|
| 193,146        | 188,459        | 161,550        |
| 7,354          | 7,354          | 6,204          |
| 5,074          | 5,074          | 2,284          |
| 9,156          | 4,840          | 6,672          |
| <b>214,730</b> | <b>205,727</b> | <b>176,710</b> |

The fair values of trade and other receivables approximate to their carrying amount.

### 18. Current tax payable / (receivable)

Balance at beginning of the year  
Balance at end of the year

|              |         |         |
|--------------|---------|---------|
| 6,944        | 6,944   | 6,944   |
| (7,868)      | (6,944) | (6,944) |
| <b>(924)</b> | -       | -       |

## Notes to the Financial Statements

for the Year Ended 30 September 2013 (Continued)

### 19. Cash and cash equivalents

Cash and cash equivalents consist of:

Cash on hand  
Bank balances  
Short-term deposits  
Bank overdraft

Current assets  
Current liabilities

| Group              | Company           |                   |
|--------------------|-------------------|-------------------|
| 2013<br>K Sh '000  | 2013<br>K Sh '000 | 2012<br>K Sh '000 |
| Opening<br>balance | Amortisation      | Total             |
| 130                | 91                | -                 |
| 14,537             | 7,455             | 2,982             |
| 122                | 122               | 90,455            |
| (140,903)          | (140,903)         | (269,042)         |
| <b>(126,114)</b>   | <b>(133,235)</b>  | <b>(133,235)</b>  |
| 14,789             | 7,668             | 93,437            |
| (140,903)          | (140,903)         | (269,042)         |
| <b>(126,114)</b>   | <b>(133,235)</b>  | <b>(175,605)</b>  |

### 20. Share capital

Authorised, issued and fully paid up ordinary share capital  
210,000,000 ordinary shares of par value of K Sh 1

|                    |           |         |
|--------------------|-----------|---------|
| 210,000            | 210,000   | 210,000 |
| Opening<br>balance | Additions | Total   |
| 68,000             | 3,900     | 71,900  |
| 68,000             | 3,900     | 71,900  |
| 53,300             | 14,700    | 68,000  |

### 21. Provisions for liabilities and charges

Reconciliation of provisions for liabilities and charges - Group - 2013

Service gratuity

Reconciliation of provisions for liabilities and charges - Company - 2013

Service gratuity

Reconciliation of provisions for liabilities and charges - Company - 2012

Service gratuity

An actuarial valuation was carried out to determine the present value of the gratuity component of the retirement benefit for the Company. According to the valuation report, the Company's obligation at 30 September 2013 amounted to KSh 71,900,000 (2011: K Sh 68,000,000), resulting in a debit of K Sh 3,900,000 (2011: debit of K Sh 14,700,000) to the statement of comprehensive income during the year.

The principal actuarial assumptions used were as follows:

- Discount rate: 2013: 14% p.a. (2012: 12% p.a.)
- Future salary increase: 2013: 10% p.a. (2012: 10% p.a.)
- Retirement age: 2013: 25% at 55 years and balance at 60 years (2012: 60 years)

## Notes to the Financial Statements

for the Year Ended 30 September 2013 (Continued)

### 22. Other financial liabilities

At fair value through profit or loss  
Short term loan - Citi bank

Current liabilities  
Fair value through profit or loss

| Group              | Company           |                   |
|--------------------|-------------------|-------------------|
| 2013<br>K Sh '000  | 2013<br>K Sh '000 | 2012<br>K Sh '000 |
| Opening<br>balance | Amortisation      | Total             |
| 94,359             | 94,359            | 185,628           |
| 94,359             | 94,359            | 185,628           |

The borrowings are secured with a debenture creating Fixed and Floating Charge over the assets of the Company for USD 3,200,000 and K Sh 175,000,000 (being USD 5,800,000 at the rate of K Sh 61.97 to the USD) ranking pari passu with CBA Debenture at K Sh 175,000,000.

The carrying amounts of financial liabilities at fair value through profit or loss are denominated in the following currencies:

US Dollar '000

|         |         |         |
|---------|---------|---------|
| 1,089   | 1,089   | 2,177   |
| 142,039 | 142,036 | 110,475 |
| 7,655   | 7,655   | 20,058  |
| 52,555  | 48,301  | 95,025  |
| 6,508   | 6,508   | 9,181   |
| 208,757 | 204,500 | 234,739 |

### 23. Trade and other payables

Trade payables  
Amount due to related party  
Accrued expense  
Other payables

The fair values of trade and other payables approximate to their carrying amount.

### 24. Cash generated from (used in) operations

|                                                        |          |          |           |
|--------------------------------------------------------|----------|----------|-----------|
| Profit (loss) before taxation                          | 60,432   | 58,558   | 68,914    |
| <b>Adjustments for:</b>                                |          |          |           |
| Depreciation and amortization                          | 21,178   | 20,407   | 21,635    |
| Profit on sale of assets                               | (760)    | (760)    | (108,532) |
| Finance costs                                          | 41,961   | 41,961   | (817)     |
| Movements in retirement benefit assets and liabilities | (1,056)  | (1,056)  | 2,522     |
| Movements in provisions                                | 3,900    | 3,900    | 14,700    |
| Foreign currency translation reserve                   | (129)    | -        | -         |
| Transfers from work in progress                        | 26,732   | 26,732   | 328       |
| <b>Changes in working capital:</b>                     |          |          |           |
| <b>Inventories</b>                                     | 146,013  | 171,418  | (83,466)  |
| Trade and other receivables                            | (38,020) | (29,017) | 11,629    |
| Trade and other payables                               | (25,982) | (30,239) | 18,206    |
|                                                        | 234,269  | 261,904  | (54,881)  |

## Notes to the Financial Statements

for the Year Ended 30 September 2013 (Continued)

### 25. Commitments

Authorised capital expenditure

Already contracted for but not provided for:

- Property, plant and equipment

| Group              | Company           |                   |
|--------------------|-------------------|-------------------|
| 2013<br>K Sh '000  | 2013<br>K Sh '000 | 2012<br>K Sh '000 |
| Opening<br>balance | Amortisation      | Total             |
| 6,000              | 6,000             | 23,611            |

This capital expenditure has been committed but not contracted for at the date of the Statement of Financial Position and therefore not recognised in the financial statements.

### 26. Contingencies

The Company has contingent liabilities arising from various legal claims. The directors, having taken appropriate legal advice, do not anticipate that material liabilities will arise from pending litigations against the Company.

Outflow of resources are also expected to arise from the disposal of waste matter that results from the battery production process. A quantification of such costs at this stage is difficult as the Company has not received approval from the relevant authorities as regards the most suitable methods for the disposal of such waste.

### 27. Related parties

Relationships

The immediate parent Company is East Africa Batteries Limited incorporated in Kenya. The Company has other related parties by virtue of common directorships or common shareholdings.

The following transactions were carried out with related parties:

Related party balances

|                                                     |        |        |        |
|-----------------------------------------------------|--------|--------|--------|
| Outstanding balances arising from purchase of goods | 2,786  | 2,786  | 12,240 |
| services and commissions                            | -      | -      | 6,496  |
| Energizer Egypt                                     | 38,007 | 38,007 | 189    |
| Eveready Hong Kong                                  | 2,896  | 2,896  | 4,012  |
| Energizer Middle East and Africa                    | -      | -      | 10,315 |
| Energizer Hong Kong                                 | 7,655  | 7,655  | 1,346  |
| Energizer Battery Company - Technical service fees  |        |        |        |
| Receivables from related parties                    | 4,327  | 4,327  | 1,251  |
| Energizer Singapore                                 | 125    | 125    | 153    |
| Energizer Indonesia                                 | 623    | 623    | 632    |
| Energizer Hong Kong                                 | -      | -      | 249    |
| Eveready Egypt                                      |        |        |        |

## Notes to the Financial Statements

for the Year Ended 30 September 2013 (Continued)

### 27. Related parties (continued)

#### Related party transactions

Purchase of goods and services  
Purchase of goods and services (at commercial terms and conditions)

Technical services and trade mark fees  
Technical fees

Key management compensation  
Salaries and other short term employment benefits  
Post - employment benefits - Pension

Directors remuneration  
Fees for services as a Director

Other emoluments  
Other emoluments (including those in key management above)

| Group              | Company           |                   |
|--------------------|-------------------|-------------------|
| 2013<br>K Sh '000  | 2013<br>K Sh '000 | 2012<br>K Sh '000 |
| Opening<br>balance | Amortisation      | Total             |
| 250,815            | 250,815           | 192,314           |
| 36,935             | 36,935            | 37,005            |
| 55,761             | 55,761            | 67,974            |
| 3,135              | 3,135             | 2,171             |
| 5,580              | 5,580             | 4,345             |
| 17,028             | 17,028            | 16,354            |

### 28. New Standards and Interpretations

IAS 12 Income Taxes: Amendment: Deferred Tax: Recovery of Underlying Assets The amendment now provides that for investment property measured at fair value, the recovery of the carrying amount is assumed to be through sale, with the result that deferred tax arising on the valuation is measured using the prevailing tax rate for capital gains.

The effective date of the amendment is for years beginning on or after 01 January 2012.

The group has adopted the amendment for the first time in the 2013 financial statements. The impact of the amendment is not material.

#### 28.1 Standards and interpretations not yet effective

The group has chosen not to early adopt the following standards and interpretations, which have been published and are mandatory for the group's accounting periods beginning on or after 01 October 2013 or later periods:

#### IFRS 9 Financial Instruments

This new standard was issued as part of a three phase project to replace IAS 39 Financial Instruments: Recognition and Measurement. To date, the Standard includes chapters for classification, measurement and derecognition of financial assets and liabilities. The following are the main changes from IAS 39:

- Financial assets will be categorised as those subsequently measured at fair value or at amortised cost.
- Financial assets at amortised cost are those financial assets where the business model for managing the assets is to hold the assets to collect contractual cash flows (where the contractual cash flows represent payments of principal and interest only). All other financial assets are to be subsequently measured at fair value.
- Under certain circumstances, financial assets may be designated as at fair value
- For hybrid contracts, where the host contract is an asset within the scope of IFRS 9, then the whole instrument is classified in accordance with IFRS 9, without separation of the embedded derivative. In other circumstances, the provisions of IAS 39 still apply.
- Voluntary reclassification of financial assets is prohibited. Financial assets shall be reclassified if the entity changes its business model for the management of financial assets. In such circumstances, reclassification takes place prospectively from the beginning of the first reporting period after the date of change of the business model.
- Financial liabilities shall not be reclassified.
- Investments in equity instruments may be measured at fair value through other comprehensive income. When such an election is made, it may not subsequently be revoked, and gains or losses accumulated in equity are not recycled to profit or loss on derecognition of the investment. The election may be made per individual investment.
- IFRS 9 does not allow for investments in equity instruments to be measured at cost.

# Notes to the Financial Statements

for the Year Ended 30 September 2013 (Continued)

## 28. New Standards and Interpretations (continued)

### 28.1 Standards and interpretations not yet effective (continued)

#### IFRS 9 Financial Instruments (continued)

- The classification categories for financial liabilities remains unchanged. However, where a financial liability is designated as at fair value through profit or loss, the change in fair value attributable to changes in the liabilities credit risk shall be presented in other comprehensive income. This excludes situations where such presentation will create or enlarge an accounting mismatch, in which case, the full fair value adjustment shall be recognised in profit or loss.

The effective date of the standard is for years beginning on or after 01 January 2013.

The group expects to adopt the standard for the first time in the 2014 financial statements.

It is unlikely that the standard will have a material impact on the company's financial statements.

#### IFRS 10 Consolidated Financial Statements

Standard replaces the consolidation sections of IAS 27 Consolidated and Separate Financial Statements and SIC 12 Consolidation - Special Purpose Entities. The standard sets out a new definition of control, which exists only when an entity is exposed to, or has rights to, variable returns from its involvement with the entity, and has the ability to effect those returns through power over the investee.

The effective date of the standard is for years beginning on or after 01 January 2013.

The group expects to adopt the standard for the first time in the 2014 financial statements.

The company is unable to reliably estimate the impact of the standard on the financial statements.

#### IAS 27 Separate Financial Statements

Consequential amendment as a result of IFRS 10. The amended Standard now only deals with separate financial statements.

The effective date of the amendment is for years beginning on or after 01 January 2013.

The group expects to adopt the amendment for the first time in the 2014 financial statements.

It is unlikely that the amendment will have a material impact on the company's financial statements.

#### IFRS 11 Joint Arrangements

The standard replaces IAS 31 Interests in Joint Ventures and SIC 13 Jointly Controlled Entities - Non Monetary Contributions by Venturers. The standard defines a Joint arrangement as existing only when decisions about relevant activities requires the unanimous consent of the parties sharing joint control in terms of a contractual arrangement. The standard identifies two types of joint arrangements as:

- Joint operations which exist when the entities sharing joint control have direct rights to the assets and obligations for the liabilities of the joint arrangements. In such cases the joint operators recognise their share of the assets and liabilities and profits and losses of the joint arrangements in their financial statements.
- Joint ventures which exist when the entities sharing joint control only have rights to the net assets of the joint arrangements. Joint venturers account for their interest in joint ventures using the equity method of accounting.

The effective date of the standard is for years beginning on or after 01 January 2013.

The group expects to adopt the standard for the first time in the 2014 financial statements.

It is unlikely that the standard will have a material impact on the company's financial statements.

**28. New Standards and Interpretations** *(continued)*

**IFRS 12 Disclosure of Interests in Other Entities**

The standard sets out disclosure requirements for investments in Subsidiaries, associates, joint ventures and unconsolidated structured entities. The disclosures are aimed to provide information about the significance and exposure to risks of such interests. The most significant impact is the disclosure requirement for unconsolidated structured entities or off balance sheet vehicles.

The effective date of the standard is for years beginning on or after 01 January 2013.

The group expects to adopt the standard for the first time in the 2014 financial statements.

The company is unable to reliably estimate the impact of the standard on the financial statements.

**IFRS 13 Fair Value Measurement**

New standard setting out guidance on the measurement and disclosure of items measured at fair value or required to be disclosed at fair value in terms of other IFRS's.

The effective date of the standard is for years beginning on or after 01 January 2013.

The group expects to adopt the standard for the first time in the 2014 financial statements.

It is unlikely that the standard will have a material impact on the company's financial statements.



**Schick®**

FREE YOUR SKIN™

## Form of Proxy / Fomu ya Uwakilishi

I/We\* \_\_\_\_\_  
of P.O. Box \_\_\_\_\_ Code \_\_\_\_\_ being a member/members\*  
of the above named Company, hereby appoint \_\_\_\_\_  
\_\_\_\_\_ or failing him \_\_\_\_\_ of P.O. Box \_\_\_\_\_  
\_\_\_\_\_ code \_\_\_\_\_ as my/our proxy\* to vote for me/us\* on my/our\*  
behalf at the Annual General Meeting of the Company to be held on Thursday 17th day of  
April 2014, and at any adjournment thereof.

As witness my/our\* hand this \_\_\_\_\_ day of \_\_\_\_\_  
\_\_\_\_\_ 2014.

This Form is to be used in favour of/against\* the resolution. Unless otherwise instructed,  
the proxy will vote as he/she sees fit.

\*Strike out whichever is not desired.

### Notes:

1. To be valid, this Proxy Form must either be deposited at the offices of the Company's  
shares Registrars, Image Registrars Limited, Transnational Plaza, 8th Floor, Mama Ngina  
Street, P.O. Box 9287 – 00100 GPO, Nairobi or lodged at the Company's registered office  
at, MCFL Logistic Centre, 1st Floor, Mombasa Road P.O. Box 44765 - 00100 Nairobi not  
later than 11a.m on Tuesday April 15, 2014 failing which it will be invalid.

2. In the case of a corporate body the Proxy Form must be under its common seal or by  
notification in writing under the hand of some officer of the corporation duly authorized  
in that behalf.

Mimi/Sisi \_\_\_\_\_  
Anwani \_\_\_\_\_ kama mwanahisa/wanahisa wa  
Kampuni iliotajwa, namteua/tunamteua \_\_\_\_\_  
na akikosa, nateua/tunamteua \_\_\_\_\_ Anwani \_\_\_\_\_  
kama mwakilishi wangu/wetu, kupiga kura kwa niaba yangu/yetu kwenye Mkutano Mkuu  
wa Mwaka utaofanyika Alhamisi, 17 Aprili 2014 ama siku yoyote ile endapo mkutano hua  
utahirishwa.

Sahihi \_\_\_\_\_

Sahihi hii/hizi imewekwa/zimewekwa Tarehe \_\_\_\_\_ ya \_\_\_\_\_ 2014.

Mimi/sisi ninamuagiza/tunamuagiza mwakilishi kupiga kura kuunga mkono/dhidi ya/  
kuzuia kura kwa maamuzi kama ilivyoelekezwa katika sehemu ya nyuma ya fomu hii.

\*futa yasiyofaa

### Maelezo:

1. Ni lazima fomu hii ya uwakilishi kufikishwa kwa Katibu wa Kampuni Image Registrars  
Limited, Transnational Plaza, 8th floor Mama Ngina Street, Anwani 9287 – 00100 GPO,  
Nairobi ama iwasilishwe katika ofisi za kampuni iliopo MCFL Logistics Centre, 1st Floor,  
Mombasa Road, Anwani 44765 – 00100, Nairobi kabla ya 11.00a.m. Alhamisi, 15 Aprili,  
2014.

2. Iwapo mteuaji ni shirika, fomu hii ya uwakilishi ni lazima ipigwe muhuri wa kampuni  
hiyo na walio idhinishwa.

FOLD 2

Affix  
Stamp  
Here

The Company Secretary  
EVEREADY East Africa Ltd  
MCFL Logistic Centre, 1st Floor,  
Mombasa Road  
P.O Box 44765 - 00100  
Nairobi  
Kenya

**EVEREADY**<sup>®</sup>  
EAST AFRICA LIMITED

FOLD 3

FOLD 1

Insert Flap Inside





FREE YOUR SKIN™



Head Office - MCFL Logistics Centre, 1st Floor, Mombasa Road, P.O. Box 44765 -00100, Nairobi, Kenya  
Tel: +254 20 298 0000 • Fax: +254 20 343213 • Email: [info@eveready.co.ke](mailto:info@eveready.co.ke)  
Branch Office - P.O. Box 1321-20100, George Morara Avenue, Nakuru, Kenya  
Tel: +254-51-2211504/ 5 Fax: +254-51-2214643

**[www.eveready.co.ke](http://www.eveready.co.ke)**