

Mercer Group Limited

For the half year ended 31 December 2017

Mercer Group Limited

INTERIM REPORT

Six months ended 31 December 2017

Mercer Group Limited

For the half year ended 31 December 2017

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Condensed Group Statement of Comprehensive Income

For the half year ended 31 December 2017

	Unaudited Six Months to December 2017 \$000	Unaudited Six Months to December 2016 \$000	Audited Twelve Months to June 2017 \$000
Continuing Operations			
Revenue			
Sale of goods and contract revenue	16,383	7,878	26,622
Other income	-	18	234
Total income	16,383	7,896	26,856
Expenses			
Changes in inventories of finished goods and work in progress	(9,123)	(3,411)	(14,835)
Salaries and wages	(4,659)	(4,352)	(9,636)
Rental and operating leases	(224)	(132)	(439)
Other expenses	(2,280)	(1,478)	(3,747)
Depreciation	(190)	(216)	(437)
Amortisation	-	(29)	(22)
Impairment of intangible assets	-	-	(250)
Restructuring costs	-	(475)	(1,421)
Operations deficit before finance costs	(94)	(2,197)	(3,931)
Finance costs	(283)	(382)	(723)
Operations deficit after finance costs and before taxation	(377)	(2,579)	(4,654)
Income tax credit (expense)	-	(25)	(2,308)
Operations deficit after finance costs and taxation	(377)	(2,604)	(6,962)
Attributable to:			
- Owners of the parent	(377)	(2,604)	(6,946)
	(377)	(2,604)	(6,962)
Other comprehensive (loss) income			
Items that may be subsequently charged or credited			
Currency translation differences	12	14	(13)
Other comprehensive (loss) income net of tax	12	14	(13)
Total comprehensive loss	(365)	(2,590)	(6,975)
Attributable to:			
- Owners of the parent	(365)	(2,590)	(6,975)
Total	(365)	(2,590)	(6,975)
Basic earnings per share:			
Deficit per share attributable to shareholders of the company (cents)	(0.58)	(3.62)	(16.96)
Fully diluted earnings per share:			
Deficit per share attributable to shareholders of the company (cents)	(0.58)	(3.62)	(16.96)

The above Condensed Statement of Comprehensive Income should be read in conjunction with the accompanying notes.

Condensed Group Statement of Financial Position

As at 31 December 2017

Notes	Unaudited 31 December 2017 \$000	Unaudited 31 December 2016 \$000	Audited 30 June 2017 \$000
ASSETS			
Current assets			
Cash and bank balances	1,123	848	827
Accounts receivable	3,460	3,895	3,750
Other debtors and prepayments	1,161	745	1,229
Inventories	4,818	2,729	3,490
Total current assets	10,562	8,217	9,296
Non current assets			
Other debtors and prepayments	803	1,117	816
Property, plant and equipment	6,610	6,806	6,683
Intangible assets	4,867	5,150	4,685
Deferred tax asset	2,443	4,728	2,446
Investment in associate	16	16	16
Total non current assets	14,739	17,817	14,646
Total assets	25,301	26,034	23,942
LIABILITIES			
Current liabilities			
Bank overdraft	1,412	1,030	1,064
Trade and other payables	3,953	4,239	4,595
Employee entitlements	905	1,238	1,091
Borrowings	838	3,591	1,309
Total current liabilities	7,108	10,098	8,059
Non current liabilities			
Borrowings	6,205	1,790	6,373
Total liabilities	13,313	11,888	14,432
Net assets	11,988	14,146	9,510
EQUITY			
Share capital	44,365	41,874	41,522
Other reserves	3,081	2,980	3,069
Retained earnings	(35,458)	(30,708)	(35,081)
Total equity	11,988	14,146	9,510

The above Condensed Statement of Financial Position should be read in conjunction with the accompanying notes.

Condensed Group Statement of Movements in Equity

For the half year ended 31 December 2017

	Attributable to the owners of the Group							Total equity \$'000
	Share capital \$'000	Retained earnings \$'000	Share based payments reserve \$'000	Foreign currency translation reserve \$'000	Asset revaluation reserve \$'000	Total \$'000	Non-controlling interest \$'000	
Balance at 1 July 2016	33,475	(28,119)	110	-	2,871	8,337	-	8,337
Foreign currency translation reserve movement	-	-	-	14	-	14	-	14
Deficit for the half year	-	(2,604)	-	-	-	(2,604)	-	(2,604)
Total comprehensive income for the half year	-	(2,604)	-	14	-	(2,590)	-	(2,590)
Value of employee services	-	15	(15)	-	-	-	-	-
Issue of new shares	8,399	-	-	-	-	8,399	-	8,399
Unaudited Balance at 31 December 2016	41,874	(30,708)	95	14	2,871	14,146	-	14,146
Balance at 1 July 2017	41,522	(35,081)	211	(13)	2,871	9,510	-	9,510
Foreign currency translation reserve movement	-	-	-	12	-	12	-	12
Deficit for the half year	-	(377)	-	-	-	(377)	-	(377)
Total comprehensive income for the half year	-	(377)	-	12	-	(365)	-	(365)
Value of employee services	-	-	-	-	-	-	-	-
Capital raising costs	(121)	-	-	-	-	(121)	-	(121)
Issue of new shares	2,964	-	-	-	-	2,964	-	2,964
Unaudited Balance at 31 December 2017	44,365	(35,458)	211	(1)	2,871	11,988	-	11,988

The above Statement of Movements in Equity should be read in conjunction with the accompanying notes.

Condensed Group Statement of Cash Flow

For the half year ended 31 December 2017

	Unaudited Six Months to December 2017	Unaudited Six Months to December 2016	Audited Twelve Months to June 2017
	\$000	\$000	\$000
Operating activities			
Deficit after tax	(377)	(2,604)	(6,962)
Income tax recognised in Statement of Comprehensive Income	-	25	2,308
Finance costs	283	382	723
Depreciation and amortisation	190	245	459
Inventory provision	1	-	983
Provision (cost) for restructuring continuing operations	-	350	(618)
Share based payment	-	-	101
Impairment of intangible assets	-	-	250
Other non-cash items	-	14	-
Changes in working capital	(1,786)	(622)	(1,227)
Net cash outflow before finance costs	(1,689)	(2,210)	(3,983)
Interest paid	(283)	(382)	(723)
Net cash outflow by operating activities	(1,972)	(2,592)	(4,706)
Investing activities			
Cash was provided (to) from :			
Purchase of property, plant and equipment	(115)	18	(143)
Purchase of patents and development activities	(181)	(291)	(58)
Proceeds from disposal of property, plant and equipment	-	-	51
Purchase of Haden & Custance	-	(2,250)	(1,500)
Cash from Haden & Custance	-	1,679	1,679
Net cash from investing activities	(296)	(844)	29
Financing activities			
Cash was provided from (to):			
New borrowings	-	1,500	-
Capital raising costs	(121)	-	(72)
Issue of new shares	2,964	8,399	3,869
Drawdown (repayment) of borrowings	(639)	(6,166)	1,135
Net cash inflow from financing activities	2,204	3,733	4,932
Net (decrease) increase in cash held	(64)	297	255
Cash (Overdraft) at beginning of the half year	(237)	(479)	(479)
Effect of exchange rate changes	12	-	(13)
Cash (overdraft) at the end of the half year	(289)	(182)	(237)

The above Statement of Cash Flow should be read in conjunction with the accompanying notes.
The Statement of Cash Flow is exclusive of GST.

Notes to the Condensed Group Financial Statements

For the half year ended 31 December 2017

1. General information

Mercer Group Limited is a limited liability company which is incorporated and domiciled in New Zealand. The address of its registered office is 53 Lunns Rd, Sockburn, Christchurch. It is registered under the Companies Act 1993 and is an FMC reporting entity under the Financial Markets Conduct Act 2013.

Mercer Group Limited is a public company registered under the Companies Act 1993 and is listed with the New Zealand Stock Exchange (NZX).

The Group comprises Mercer Group Limited and its wholly owned subsidiaries. The core activities of Mercer Group are:

- **Stainless Fabrication:** This division includes workshops in Christchurch and New Plymouth operated by Mercer Stainless Limited. The primary business is the design and manufacture of proprietary equipment mainly for dairy and wine sectors. It has also operated the group's food processing and packaging brands.
- **Haden & Custance:** This division designs, manufactures, delivers and services automated robotic handling systems to a range of industries. The existing Aico, Beta Vac and Titan Slicer product ranges as well as H&Cs own solutions form this division.
- **Mercer Technologies:** The division manages the research and development of the Mercer Group. Currently focused on commercialising the S-Clave.

The Group is designated as a profit oriented entity for financial reporting purposes.

The financial statements have been approved for issue by the Board of Directors on 16 February 2018

2. Summary of significant accounting policies

(a) Basis of preparation

The principal accounting policies adopted in the preparation of the financial report are set out in the 30 June 2017 Annual Report. These policies have been consistently applied to all the periods presented, unless otherwise stated.

The condensed consolidated interim financial information for the six months ended 31 December 2017 has been prepared in accordance with New Zealand equivalent to International Accounting Standards NZ IAS34 and IAS 34, "Interim Financial Reporting". The condensed consolidated interim financial information should be read in conjunction with the Annual Financial Statements for the year ended 30 June 2017, which were prepared in accordance with New Zealand Generally Accepted Accounting Practice (NZ GAAP) and New Zealand Equivalents to International Financial Reporting Standards (NZ IFRS). They also comply with International Financial Reporting standards (IFRS), and other applicable New Zealand Financial Reporting Standards, as appropriate for profit-oriented entities.

(b) Changes in accounting policies

There have been no significant changes in accounting policies from those applied by the Group in the financial statements as at 30 June 2017. Those accounting policies are set out in the Mercer Group Limited 2017 Annual Report.

(c) New standards and amendments

New standards and amendments to standards which are effective for the first time for the financial year beginning 1 July 2017 and which are relevant to the Group are set out in the Annual Report for the year ended 30 June 2017. These amendments have not resulted in material accounting or disclosure changes for the Group.

Standards and interpretations of relevance to the Group which were in issue but not yet effective and had not been early adopted are also set out in the Annual Report for the year ended 30 June 2017. The Company has yet to determine the impact of these new standards.

Notes to the Condensed Group Financial Statements cont.

For the half year ended 31 December 2017

3. Segment information

The Group is organised into the following reportable segments by product and services type:

Stainless Fabrication: This division includes workshops in Christchurch and New Plymouth operated by Mercer Stainless Limited. The primary business is the design and manufacture of proprietary equipment mainly for dairy and wine sectors. It has also operated the groups food processing and packaging brands.

Haden and Custance: This division designs, manufactures, delivers and services automated robotic handling systems to a range of industries. The existing Aico, Beta Vac and Titan Slicer product ranges as well as H&Cs own solutions form this division.

Mercer Technologies: The division holds the S-clave technology which the group is commercialising.

Corporate: This division includes Mercer Group Limited, the Parent Company and the head office activities within Mercer Stainless Limited. The segment result includes rental received from other segments in respect of properties owned and occupied by Mercer Stainless Limited. Goodwill previously included in Corporate has been allocated to the relevant reportable segment.

The table below shows the sales revenue, earnings before interest, tax, depreciation, amortisation and impairments (EBITDA) and assets by segment.

	31 December 2017 (Unaudited)			31 December 2016 (Unaudited)		
	Total sales of goods and contract revenue \$000	Segment result (EBITDA) \$000	Segment assets \$000	Total sales of goods and contract revenue \$000	Segment result (EBITDA) \$000	Segment assets \$000
Stainless Fabrication	10,610	1,042	2,133	7,842	(953)	10,147
Haden & Custance	6,287	(618)	5,856	-	-	2,438
Mercer Technologies	6	(7)	3,940	36	(6)	2,220
Corporate	-	(321)	13,372	-	(518)	11,229
Intersegment eliminations	(520)	-	-	-	-	-
Total sales, EBITDA, assets	16,383	96	25,301	7,878	(1,477)	26,034
Depreciation and amortisation	-	(190)	-	-	(245)	-
Provision for Restructure	-	-	-	-	(475)	-
Finance costs	-	(283)	-	-	(382)	-
Income tax credit (charge)	-	-	-	-	(25)	-
Total sales, deficit after tax, assets for continuing operations	16,383	(377)	25,301	7,878	(2,604)	26,034

Properties, deferred tax balances and certain development assets in progress have been included in the Corporate segment.

Transactions between segments are accounted for using the same accounting policies as set out in the 2017 June these financial statements. The intersegment eliminations are predominately sales between Stainless Fabrication and Haden & Custance.

Notes to the Condensed Group Financial Statements cont.

For the half year ended 31 December 2017

4. Contingent liabilities

	Unaudited 31 December 2017 \$000	Unaudited 31 December 2016 \$000	Audited 30 June 2017 \$000
Guarantee to bankers for credit card facilities up to a limit of	99	99	99
Guarantees to bankers for bank guarantees issued to third parties from which it is anticipated that no material liabilities will arise	4,970	4,970	4,970
	5,069	5,069	5,069

5. Commitments

	Unaudited 31 December 2017 \$000	Unaudited 31 December 2016 \$000	Audited 30 June 2017 \$000
Non-cancellable sublease receivables			
Non-cancellable			
Commitments for minimum lease payments in relation to non-cancellable operating leases are receivable as follows			
Within one year	185	201	193
Later than one year but not later than five years	77	263	170
Later than five years	-	-	-
	262	464	363

Operating lease commitments

Non-cancellable			
Commitments for minimum lease payments in relation to non-cancellable operating leases are payable as follows			
Within one year	452	538	495
Later than one year but not later than five years	1,031	1,235	1,133
Later than five years	99	341	220
	1,583	2,113	1,848

The Group leases premises, plant and equipment. Operating leases held over properties give the Group the right to renew the lease subject to a rental review by the lessor. There are no renewal options or options to purchase in respect of plant and equipment held under operating lease.

6. Dividends

No dividend was paid or declared (2017: Nil).

Notes to the Condensed Group Financial Statements cont.

For the half year ended 31 December 2017

7. Related party transactions

(a) Directors

The names of persons who were directors of the company at any time during the half year are as follows: J F Dennehy, R Rookes and P Smart.

(b) Key management personnel compensation

Key management personnel compensation is set out below. The key management personnel are all the directors of the company and the executives with the greatest authority for the strategic direction and management of the company.

	Unaudited Six Months to December 2017	Unaudited Six Months to December 2016	Audited Twelve Months to June 2017
	\$000	\$000	\$000
Short term benefits	445	344	800
Long term benefits	15	6	15
Share based payments	-		101
Directors' fees	51	55	104
Total	511	404	1,020

(c) Equity instruments

(i) Share options

These options have replaced previous options mentioned in June 2017 Annual Financial Statements. In November 2017, Mr J Dennehy, Director and Board Chair, was issued options as follows:

a) to subscribe for 625,000 ordinary shares in the capital of the Company at an exercise price of \$0.40 per share exercisable in August 2018.

These options have replaced previous options mentioned in June 2017 Annual Financial Statements. In November 2017, Mr R Rookes, CEO, was issued options as follows:

a) to subscribe for 833,333 ordinary shares in the capital of the Company exercisable at \$0.30 per share exercisable in August 2018; and

b) to subscribe for 777,777 ordinary shares in the capital of the Company at an exercise price of \$0.45 per share exercisable in August 2019.

In November 2017, Mr I McGregor, CFO, was issued options as follows:

a) to subscribe for 166,667 ordinary shares in the capital of the Company exercisable at \$0.30 per share exercisable in August 2018; and

b) to subscribe for 111,111 ordinary shares in the capital of the Company at an exercise price of \$0.45 per share exercisable in August 2019.

(ii) Other shares

The weighted average fair value of shares and options was determined based on an equity valuation of the business at the date these arrangements were entered into. The significant inputs into the model at the date of the share based arrangements were an assumed share price of 30c per share and risk free interest rate of 3.00%. For the share options volatility, was determined based on industry norms, of 30%.

Share options are granted to selected employees. The option price increases the further forward dated the vesting date is. Options are exercisable only on the vesting date. Options are conditional on the employee being in service on the vesting date. The vesting date can be brought forward if agreed to by the Shareholders at a Special General Meeting.

Notes to the Condensed Group Financial Statements cont.

For the half year ended 31 December 2017

Movements in the number of share options outstanding and their related weighted average exercise prices are as follows:

	Unaudited 31 December 2017 Average exercise price in cents per share option		Unaudited 31 December 2016 Average exercise price in cents per		Audited 30 June 2017 Average exercise price in cents per	
At 1 July 2017	10.36	14,429	5.97	18,429	5.97	18,429
Expired	5.00	(14,429)	14.00	(4,000)	14.00	(4,000)
Issued	2.65	2,514				
	2.65	2,514	10.36	14,429	10.36	14,429

Share options outstanding have the following expiry date and exercise prices:

Grant-date	Vesting expiry date	Exercise price in cents per share option	Shares ('000) 2017	Shares ('000) 2016	Shares ('000) 2017
November 2017	August 2018	40.0	625	3,572	3,572
November 2017	August 2018	30.0	1,000	5,500	5,500
November 2017	August 2019	45.0	889	5,357	5,357
			2,514	14,429	14,429

In November 2017 shareholders approved to replace those previously issue share options and outstanding at the 30 June 2017. These were updated with a new series updated as above.

(d) Balances owed (to) from associates and related parties

	Unaudited 31 December 2017 \$000	Unaudited 31 December 2016 \$000	Audited 30 June 2017 \$000
Advances owed from associates	641	641	641
Gresham Finance payable for deferred consideration	(398)	(750)	(398)
Gresham Finance loan balance	-	(288)	(306)

(e) Terms and conditions of related party transactions

Intellectual property is held by associates and recovered by way of a royalty on sales of the equipment concerned.

The interest free advance to the associate is repayable by way of future royalty payments due from the sale of certain Titan Slicer equipment.

\$398,000 payable is owed to Gresham Finance Limited as part of a financing arrangement in which cash was received in advance for the deferred consideration for the sale of Interiors. The balance of this is expected to unwind by 2 February 2018 on final settlement of the deferred consideration.

Gresham Finance Limited is related to Mercer through Humphry Rolleston who is a former director and major shareholder of Mercer. Humphry Rolleston is a director of Gresham Finance Limited and is the ultimate shareholder of Gresham Finance Limited.

Notes to the Condensed Group Financial Statements cont.

For the half year ended 31 December 2017

8. Earnings per share

Basic and diluted

Basic earnings per share are calculated by dividing the profit/(loss) attribute to equity holders of the Company by the weighted average number of ordinary shares in issue during year.

Diluted earnings per share are calculated by dividing the profit/(loss) attributable to the equity holders of the Company by the weighted average number of ordinary shares in issue during the year adjusted to assume conversion of the dilutive potential of ordinary shares as a result of warrants on issue, and the exercise of share options where the weighted average market price of ordinary shares during the period exceeds the exercise price of the option/warrant.

	Unaudited 31 December 2017 # of shares	Unaudited 31 December 2016 # of shares	Audited 30 June 2017 # of shares
Weighted average number of			
Basic	64,520,706	57,595,206	40,282,847
Warrants	-	-	-
Options	2,514,000	14,428,572	755,401
Equity based remuneration	-	-	-
Total	67,034,706	72,023,778	41,038,248
Deficit attributable to the shareholders of the Company (\$000)			
	(377)	(2,604)	(6,962)
Basic earnings per share	(0.56) cents	(3.62) cents	(16.96) cents
Diluted earnings per share	(0.56) cents	(3.62) cents	(16.96) cents

Given the deficit in 2016 and 2017 the instruments above are anti-dilutive. Accordingly the number of shares used in the diluted earnings per share calculation reflects both the basic and diluted number of ordinary shares. On 9 January 2017 the company completed share a consolidation, for every 20 ordinary shares held by shareholders these were consolidated into 1 ordinary share. As a result the number of ordinary shares outstanding have been adjusted proportionately as if the share consolidation took place at the start of 2016. The Basic and Dilluted earnings per share for December 2016 have been adjusted to reflect the share consolidation.

9. Share Capital

	December 2017 # of shares	31 December 2016 # of shares	30 June 2017 # of shares	December 2017 \$000	December 2016 \$000	30 June 2017 \$000
Issued and fully paid up capital	64,520,706	57,595,206	57,595,206	44,365	41,874	41,522
Balance at beginning of the year	57,595,206	311,970,446	311,970,446	41,522	33,475	33,475
Shares issued during the year	6,925,500	839,933,504	839,933,504	2,964	8,399	8,399
Capital raising costs	-	-	-	(121)	-	(352)
Share consolidation 20:1	-	(1,094,308,744)	(1,094,308,744)	-	-	-
Balance at the end of the period	64,520,706	57,595,206	57,595,206	44,365	41,874	41,522

Shares issued during the year were in cash. Part of the proceeds were used to repay the \$3,500,000 Gresham Finance Limited loan and \$280,000 for payment of the share issue underwriters fee.

All ordinary shares are authorised and rank equally with one vote attached to each fully paid ordinary share. Shares have no par value.

Notes to the Consolidate Group Financial Statements cont.

For the half year ended 31 December 2017

10. Going Concern

The Condensed Financial statements have been prepared using the going concern assumption. For the half year ended 31 December 2017 the Group recorded a net loss of \$377,000. The group had renegotiated its banking facilities at 30 November 2017 with the new covenants becoming applicable on 30 November 2017. With the banking facilities in place and forecast profit for the second half of the current financial year the Directors believe the going concern assumption remains valid. If the Group was unable to continue in operational existence, and pay debts as and when they became due and payable, adjustments would have to be made to reflect the situation that assets may need to be realised and liabilities extinguished, other than in the normal course of business and at amounts which could differ significantly from the amounts at which they are currently recorded in the statement of financial position.