

**Kathmandu Holdings Limited**  
**New Zealand Stock Exchange Listing Rules**  
**Disclosure**  
**Full Year Report**  
**For the year ending 31 July 2016**

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Media Announcement  
Financial Statements  
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## Appendix 1

### Kathmandu Holdings Limited

#### Results for announcement to the market

Reporting Period: 12 months ending 31 July 2016  
 Previous Reporting Period: 12 months ending 31 July 2015

	Amount (000's)	Percentage change
Revenues from ordinary activities	\$NZ 425,593	4.0%
Profit from ordinary activities after tax attributable to security holder	\$NZ 33,521	64.2%
Net profit attributable to security holders	\$NZ 33,521	64.2%

For commentary on the results please refer to the Media Announcement attached.

Dividends (NZ \$)	Amount per security	Imputed amount per security
Interim Dividend (paid 17 June 2016)	\$NZ 0.03	\$NZ 0.012
Final Dividend	\$NZ 0.08	\$NZ 0.031

Record Date for Final Dividend	14 November 2016
Payment date for Final Dividend	25 November 2016

#### Financial Information

The Appendix 1 should be read in conjunction with the consolidated financial statements for the year ended 31 July 2016.

	2016 \$	2015 \$
Net tangible assets per security	0.37	0.36

#### Accounting Standards

These financial statements have been prepared in accordance with Generally Accepted Accounting Practice in New Zealand. They comply with the New Zealand Equivalents to International Financial Reporting Standards (NZ IFRS) and other applicable Financial Reporting Standards, as appropriate for profit-oriented entities. The financial statements also comply with International Financial Reporting Standards (IFRS).

#### Information on Audit or Review

The report is based on financial statements which have been audited. The audit report, which is unqualified, is on page 41 of the financial statements.

#### Loss/Gain of Control over Entities having Material Effect

Kathmandu Holdings Limited does not have any interests in entities which are not controlled entities, nor does it have any interests in associate or joint venture entities.

## Kathmandu Holdings Limited FY2016 full year results

- Sales increased by 4.0% to NZ\$425.6m
- Gross profit increased by 5.8% to NZ\$266.4m
- Gross margin increased from 61.5% to 62.6%
- EBIT increased by 53.3% to NZ\$50.9m
- NPAT increased by 64.2% to NZ\$33.5m
- Final dividend increased to NZ 8.0 cps, 37.5% increase in full year payout

Kathmandu Holdings Limited (ASX/NZX: KMD) today announced earnings before interest and tax (EBIT) of NZ\$50.9 million for the year ended 31 July 2016, an increase of NZ\$17.7 million compared with the prior corresponding period. Net profit after tax (NPAT) increased from NZ\$20.4 million to NZ\$33.5 million for the same period. A final dividend of NZ 8.0 cents per share will be paid, bringing the full year payout to NZ 11.0 cents per share.

### Summary of Results

	NZD \$m		Change	
	FY2016	FY2015	NZD \$m	%
Sales	425.6	409.4	16.2	4.0%
Gross Profit	266.4	251.9	14.5	5.8%
EBITDA	64.8	47.1	17.7	37.6%
EBIT	50.9	33.2	17.7	53.3%
<b>NPAT</b>	<b>33.5</b>	<b>20.4</b>	<b>13.1</b>	<b>64.2%</b>

Chief Executive Xavier Simonet commented:

“The results for FY2016 exceeded expectations. Sales growth was achieved at higher gross margins as a result of product newness and careful management of promotional activity. Cost efficiency and improved working capital management have also contributed to a successful FY2016.”

## Sales, Store Numbers, Gross Margin and Inventory

### Sales Growth

Sales growth was recorded in Australia and New Zealand, assisted by the opening of five new stores, four in Australia and one in New Zealand. UK sales declined with the closure of three stores.

	Total Sales	Total Sales Growth		Same Store Sales Growth	
	NZD \$m	Local currency	NZD	Local currency	NZD
Australia	278.4	7.4%	5.2%	2.6%	0.5%
New Zealand	141.7	1.9%	1.9%	(0.1%)	(0.1%)
United Kingdom	5.5	(10.5%)	(3.1%)	3.7%	12.4%
<b>Total</b>	<b>425.6</b>	<b>5.3%</b>	<b>4.0%</b>	<b>1.6%</b>	<b>0.4%</b>

Note: Same store sales are for the 52 weeks ending 31 July 2016

Online sales grew strongly in all countries, with overall growth of c.15% resulting in online sales making up 6.9% of total sales.

### Gross Margin

Gross margin improved 1.1% points from 61.5% in FY2015 to 62.6% in FY2016. Improved full price sell through and product newness contributed to this increase. In the second half year, careful management of promotional activity also helped to offset higher input costs as a result of foreign currency.

### Inventory levels

Total inventory levels decreased by -15.8% (NZ\$17.9m) from FY2015 and by -14.1% on a per store basis at constant exchange rates.

	FY2016 NZD \$m	FY2015 NZD \$m	Change NZD \$m	Change %	Change per store % (constant rates)
Inventory	95.4	113.3	(17.9)	(15.8%)	(14.1%)

The reduction in inventory levels can be attributed to the forecasting and planning system (Just Enough) implemented in FY2014. The system has enabled more accurate buying to reflect store range differences, and efficiencies in our supply chain.

### **Operating Expenses**

Operating expenses have decreased by NZ\$3.2m and by 2.6% as a percentage of sales compared to FY2015.

Rent increased by NZ\$5.3m reflecting flagship stores opened in Melbourne and Adelaide, as well as relocations of the Australian distribution centre and New Zealand support office.

Other operating expenses decreased by NZ\$8.5m or 3.4% as a percentage of sales with efficiencies achieved in advertising, retail labour, distribution, and support office.

### **Operating expenses (excluding depreciation)**

	<b>FY2016 NZD \$m</b>	<b>FY2015 NZD \$m</b>
Rent	58.3	53.0
% of Sales	13.7%	12.9%
Other operating expenses	143.3	151.8
% of Sales	33.7%	37.1%
<b>Total operating expenses</b>	<b>201.6</b>	<b>204.8</b>
% of Sales	47.4%	50.0%

Non-recurring expenses of NZ\$2.0m were incurred in FY2016 relating to relocations of the Australian distribution centre and Christchurch support office, and closure of UK stores.

### **Other Financial Information**

Capital expenditure increased by NZ\$3.2m compared to the prior period. Investment in a new distribution centre in Australia and the New Zealand support office was partially offset by a reduction in store refurbishments and core systems investment (project completed in FY2015).

Operating cash flow was NZ\$39.5m higher than FY2015 with improved cash conversion. As a consequence, gearing decreased from FY2015.

	<b>FY2016 NZD \$m</b>	<b>FY2015 NZD \$m</b>
Capital Expenditure	23.2	20.0
Operating Cash Flow	69.1	29.6
Net Debt	36.8	69.3
Net Debt: Net Debt + Equity	10.6%	18.1%

### **Final Dividend**

A final dividend of NZ 8.0 cents per share will be paid to shareholders on the register as at 14 November 2016. The dividend will be fully franked for Australian shareholders and fully imputed for New Zealand shareholders.

### **Outlook**

Chief Executive Xavier Simonet commented:

“Shareholders relied upon our published forecasts of expected growth in earnings in FY2016, and we are pleased to have exceeded those forecasts.

For FY2017 we have worked hard to minimise the impact of currency on our gross margins through sourcing negotiations, product newness, and continual refinement of our customer-centric promotional calendar.

We remain committed to offering great, innovative, distinctive and sustainable quality products to our customers and providing a seamless shopping experience whether instore or online.

We will be exploring opportunities for Kathmandu to further expand into international markets in FY2017 and our profitable Australasian business provides the foundation for this initiative.

Strengthening the distinctiveness of our brand will also open up opportunities to be relevant in international markets as well as on social, digital and online channels.”

ENDS

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**Kathmandu Holdings Limited**  
**FINANCIAL STATEMENTS**  
**31 July 2016**

## Introduction and Table of Contents

### **In this section ...**

The financial statements have been presented in a style which attempts to make them less complex and more relevant to shareholders. We have grouped the note disclosures into five sections: 'Basis of Preparation', 'Results for the Year', 'Operating Assets and Liabilities', 'Capital Structure and Financing Costs' and 'Other Notes'. Each section sets out the accounting policies applied in producing the relevant notes. The purpose of this format is to provide readers with a clearer understanding of what drives financial performance of the Group. The aim of the text boxes is to provide commentary on each section, or note, in plain English.

### **Keeping it simple ...**

Notes to the financial statements provide information required by accounting standards or Listing Rules to explain a particular feature of the financial statements. The notes which follow will also provide explanations and additional disclosure to assist readers' understanding and interpretation of the annual report and the financial statements.

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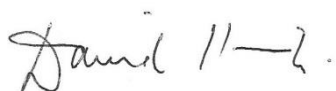
## Directors' Approval of Consolidated Financial Statements For the Year Ended 31 July 2016

### Authorisation for Issue

The Board of Directors authorised the issue of these Consolidated Financial Statements on 21 September 2016.

### Approval by Directors

The Directors are pleased to present the Consolidated Financial Statements of Kathmandu Holdings Limited for the year ended 31 July 2016 on pages 4 to 40.



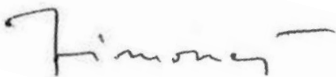
21 September 2016

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David Kirk

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Date



21 September 2016

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Xavier Simonet

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Date

For and on behalf of the Board of Directors

## Consolidated Statement of Comprehensive Income For the Year Ended 31 July 2016

	Section	2016 NZ\$'000	2015 NZ\$'000
Sales		425,593	409,372
Cost of sales		(159,232)	(157,482)
Gross profit		<u>266,361</u>	<u>251,890</u>
Selling expenses		(139,285)	(142,893)
Administration and general expenses		(62,278)	(61,945)
		<u>(201,563)</u>	<u>(204,838)</u>
<b>Earnings before interest, tax, depreciation and amortisation</b>		<b>64,798</b>	<b>47,052</b>
Depreciation and amortisation	3.2/3.3	(13,917)	(13,875)
<b>Earnings before interest and tax</b>		<b>50,881</b>	<b>33,177</b>
Finance income		26	1,450
Finance expenses		(3,582)	(4,195)
Finance costs - net	4.1.1	(3,556)	(2,745)
<b>Profit before income tax</b>		<b>47,325</b>	<b>30,432</b>
Income tax expense	2.3	(13,804)	(10,013)
<b>Profit after income tax</b>		<b>33,521</b>	<b>20,419</b>
<b>Other comprehensive income that may be recycled through profit and loss:</b>			
Movement in cash flow hedge reserve	4.3.2	(15,891)	12,415
Movement in foreign currency translation reserve	4.3.2	(6,384)	1,034
<b>Other comprehensive income/(expense) for the year, net of tax</b>		<b>(22,275)</b>	<b>13,449</b>
<b>Total comprehensive income for the year attributable to shareholders</b>		<b>11,246</b>	<b>33,868</b>
<b>Basic earnings per share</b>	2.4	16.6cps	10.1cps
<b>Diluted earnings per share</b>	2.4	16.6cps	10.1cps
<b>Weighted average basic ordinary shares outstanding ('000)</b>	2.4	201,484	201,343
<b>Weighted average diluted ordinary shares outstanding ('000)</b>	2.4	202,439	202,227

## Consolidated Statement of Changes in Equity For the Year Ended 31 July 2016

	Share Capital NZ\$'000	Cash Flow Hedge Reserve NZ\$'000	Foreign Currency Translation Reserve NZ\$'000	Share Based Payments Reserve NZ\$'000	Retained Earnings NZ\$'000	Total Equity NZ\$'000
<b>Balance as at 31 July 2014</b>	<b>198,228</b>	<b>(2,055)</b>	<b>(14,352)</b>	<b>733</b>	<b>119,592</b>	<b>302,146</b>
Profit after tax	-	-	-	-	20,419	20,419
Other comprehensive income	-	12,415	1,034	-	-	13,449
Dividends paid	-	-	-	-	(24,163)	(24,163)
Issue of share capital	1,963	-	-	(509)	-	1,454
Share options / performance rights lapsed	-	-	-	(209)	209	-
Share based payment expense	-	-	-	9	-	9
<b>Balance as at 31 July 2015</b>	<b>200,191</b>	<b>10,360</b>	<b>(13,318)</b>	<b>24</b>	<b>116,057</b>	<b>313,314</b>
Profit after tax	-	-	-	-	33,521	33,521
Other comprehensive income/(expense)	-	(15,891)	(6,384)	-	-	(22,275)
Dividends paid	-	-	-	-	(16,119)	(16,119)
Issue of share capital	-	-	-	-	-	-
Share options / performance rights lapsed	-	-	-	(24)	24	-
Share based payment expense	-	-	-	692	-	692
<b>Balance as at 31 July 2016</b>	<b>200,191</b>	<b>(5,531)</b>	<b>(19,702)</b>	<b>692</b>	<b>133,483</b>	<b>309,133</b>

## Consolidated Balance Sheet As At 31 July 2016

	Section	2016 NZ\$'000	2015 NZ\$'000
<b>ASSETS</b>			
<b>Current assets</b>			
Cash and cash equivalents	3.1.2	6,891	1,700
Trade and other receivables	3.1.3	5,031	3,741
Derivative financial instruments	4.2	-	13,637
Inventories	3.1.1	95,436	113,270
<b>Total current assets</b>		<b>107,358</b>	<b>132,348</b>
<b>Non-current assets</b>			
Property, plant and equipment	3.2	61,609	54,093
Intangible assets	3.3	234,015	240,033
Derivative financial instruments	4.2	-	20
Deferred tax	2.3	10,271	3,957
<b>Total non-current assets</b>		<b>305,895</b>	<b>298,103</b>
<b>Total assets</b>		<b>413,253</b>	<b>430,451</b>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Trade and other payables	3.1.4	51,084	44,048
Derivative financial instruments	4.2	7,529	77
Interest bearing liabilities	4.1	-	39
Current tax liabilities		1,212	1,536
<b>Total current liabilities</b>		<b>59,825</b>	<b>45,700</b>
<b>Non-current liabilities</b>			
Derivative financial instruments	4.2	604	461
Interest bearing liabilities	4.1	43,691	70,976
<b>Total non-current liabilities</b>		<b>44,295</b>	<b>71,437</b>
<b>Total liabilities</b>		<b>104,120</b>	<b>117,137</b>
<b>Net assets</b>		<b>309,133</b>	<b>313,314</b>
<b>EQUITY</b>			
Contributed equity - ordinary shares	4.3.1	200,191	200,191
Reserves	4.3.2	(24,541)	(2,934)
Retained earnings		133,483	116,057
<b>Total equity</b>		<b>309,133</b>	<b>313,314</b>

## Consolidated Statement of Cash Flows For the Year Ended 31 July 2016

	Section	2016 NZ\$'000	2015 NZ\$'000
<b>Cash flows from operating activities</b>			
<b>Cash was provided from:</b>			
Receipts from customers		424,182	409,506
Income tax received		1,357	2,609
Interest received		26	56
		425,565	412,171
<b>Cash was applied to:</b>			
Payments to suppliers and employees		336,968	363,191
Income tax paid		16,688	15,147
Interest paid		2,829	4,206
		356,485	382,544
		<b>69,080</b>	<b>29,627</b>
<b>Net cash inflow from operating activities</b>			
<b>Cash flows from investing activities</b>			
<b>Cash was provided from:</b>			
Proceeds from sale of property, plant and equipment		5	14
		5	14
<b>Cash was applied to:</b>			
Purchase of property, plant and equipment	3.2	20,729	16,093
Purchase of intangibles	3.3	2,467	3,901
		23,196	19,994
		<b>(23,191)</b>	<b>(19,980)</b>
<b>Net cash outflow from investing activities</b>			
<b>Cash flows from financing activities</b>			
<b>Cash was provided from:</b>			
Proceeds of loan advances		63,047	101,551
Proceeds from share issues		-	1,454
		63,047	103,005
<b>Cash was applied to:</b>			
Dividends paid		16,119	24,163
Repayment of loan advances		87,658	93,740
		103,777	117,903
		<b>(40,730)</b>	<b>(14,898)</b>
<b>Net cash outflow from financing activities</b>			
		<b>5,159</b>	<b>(5,251)</b>
<b>Net increase / (decrease) in cash held</b>			
Opening cash and cash equivalents		1,700	7,192
Effect of foreign exchange rates		32	(241)
<b>Closing cash and cash equivalents</b>	3.1.2	<b>6,891</b>	<b>1,700</b>

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### Reconciliation of net profit after taxation with cash inflow from operating activities

Section	2016 NZ\$'000	2015 NZ\$'000
Profit after taxation	33,521	20,419
<i>Movement in working capital:</i>		
(Increase) / decrease in trade and other receivables	(1,440)	111
(Increase) / decrease in inventories	13,528	(8,429)
Increase / (decrease) in trade and other payables	8,735	6,222
Increase / (decrease) in tax liability	(388)	(1,205)
	20,435	(3,301)
<i>Add non cash items:</i>		
Depreciation	3.2 10,019	10,611
Amortisation of intangibles	3.3 3,898	3,264
Impairment of Assets	3.2 1,094	-
Revaluation of derivative financial instruments	5,436	(4,171)
(Increase) / decrease in deferred taxation	(6,481)	2,425
Employee share based remuneration	5.4 692	9
Loss on sale of property, plant and equipment	3.2 466	371
	15,124	12,509
<b>Cash inflow from operating activities</b>	<b>69,080</b>	<b>29,627</b>

## Section 1: Basis of Preparation

### **In this section ...**

This section sets out the Group's accounting policies that relate to the financial statements as a whole. Where an accounting policy is specific to one note, the policy is described in the note to which it relates.

### 1.1 General information

Kathmandu Holdings Limited (the Company) and its subsidiaries (together the Group) is a designer, marketer and retailer of clothing and equipment for travel and adventure. It operates in New Zealand, Australia and the United Kingdom.

The Company is a limited liability company incorporated and domiciled in New Zealand. Kathmandu Holdings Limited is a company registered under the Companies Act 1993 and is a FMC reporting entity under Part 7 of the Financial Markets Conduct Act 2013. The address of its registered office is 223 Tuam Street, Central Christchurch, Christchurch.

The Company is listed on the NZX and ASX.

The financial statements of the Group have been prepared in accordance with the requirements of Part 7 of the Financial Markets Conduct Act 2013 and the NZX Listing Rules.

These audited consolidated financial statements have been approved for issue by the Board of Directors on 21 September 2016.

### 1.2 Summary of significant accounting policies

These financial statements have been prepared in accordance with Generally Accepted Accounting Practice in New Zealand. They comply with the New Zealand Equivalents to International Financial Reporting Standards (NZ IFRS) and other applicable Financial Reporting Standards, as appropriate for profit-oriented entities. The financial statements also comply with International Financial Reporting Standards (IFRS).

The financial statements are presented in New Zealand dollars, which is the Company's functional currency and Group's presentation currency.

#### 1.2.1 Basis of preparation

The principal accounting policies adopted in the preparation of the financial statements are set out below. These policies have been consistently applied to all periods presented, unless otherwise stated.

#### Entities reporting

The financial statements reported are for the consolidated "Group" which is the economic entity comprising Kathmandu Holdings Limited and its subsidiaries.

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

#### Principles of consolidation

Subsidiaries are all entities (including structured entities) over which the Group has control. The Group controls an entity when the Group is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are deconsolidated from the date that control ceases.

Inter-company transactions, balances and unrealised gains on transactions between Group companies are eliminated. Unrealised losses are also eliminated. When necessary, amounts reported by subsidiaries have been adjusted to conform with the Group's accounting policies.

#### Historical cost convention

These financial statements have been prepared under the historical cost convention, as modified by the revaluation of certain assets as identified in specific accounting policies below.

### Critical accounting estimates

The Group makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below.

Estimates and judgements are continually evaluated and are based on historical experience as adjusted for current market conditions and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

Assumptions underlying management's estimates can be found in the following notes to the financial statements:

<b>Area of Estimation</b>	<b>Section</b>
Goodwill – assumptions underlying recoverable value	3.3
Fair value of derivatives – assumptions underlying fair value	4.2

### Foreign currency translation

The results and financial position of all the Group entities (none of which has the currency of a hyper-inflationary economy) that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

Assets and liabilities for each balance sheet presented are translated at the closing rate at the date of that balance sheet;

Income and expenses for each statement of comprehensive income are translated at average exchange rates (unless this average is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated at the rate on the dates of the transactions); and

All resulting exchange differences are recognised in other comprehensive income.

On consolidation, exchange differences arising from the translation of the net investment in foreign operations, and of borrowings and other currency instruments designated as hedges of such investments, are taken to shareholders' equity.



## Section 2: Results for the Year

### In this section ...

This section focuses on the results and performance of the Group. On the following pages you will find disclosures explaining the Group's results for the year, segmental information, taxation and earnings per share.

### 2.1 Segment information

An operating segment is a component of an entity that engages in business activities which earns revenue and incurs expenses and where the chief decision maker reviews the operating results on a regular basis and makes decisions on resource allocation. The Group is organised into three operating segments, depicting the three geographical regions the Group operates in.

The Group operates in three geographical areas: New Zealand, Australia and the United Kingdom.

31 July 2016	Australia NZ\$'000	New Zealand NZ\$'000	United Kingdom NZ\$'000	Other NZ\$'000	Total NZ\$'000
Total segment sales	279,704	142,166	7,813	-	429,683
Inter-segment sales	(1,276)	(484)	(2,330)	-	(4,090)
Sales from external customers	<b>278,428</b>	<b>141,682</b>	<b>5,483</b>	-	<b>425,593</b>
<b>EBITDA</b>	<b>32,868</b>	<b>35,134</b>	<b>(541)</b>	<b>(2,663)</b>	<b>64,798</b>
Depreciation and software amortisation	7,121	6,581	214	1	13,917
EBIT	25,747	28,553	(755)	(2,664)	50,881
Income tax expense	6,254	8,090	-	(540)	13,804
<b>Total segment assets</b>	<b>214,846</b>	<b>223,718</b>	<b>1,657</b>	<b>(26,968)</b>	<b>413,253</b>
Total assets includes:					
Non-current assets	149,100	30,215	5	126,575	305,895
Additions to non-current assets	15,545	7,650	1	-	23,196
<b>Total segment liabilities</b>	<b>127,110</b>	<b>32,260</b>	<b>13,460</b>	<b>(68,710)</b>	<b>104,120</b>
<b>31 July 2015</b>	<b>Australia NZ\$'000</b>	<b>New Zealand NZ\$'000</b>	<b>United Kingdom NZ\$'000</b>	<b>Other NZ\$'000</b>	<b>Total NZ\$'000</b>
Total segment sales	266,437	140,264	5,851	-	412,552
Inter-segment sales	(1,852)	(1,136)	(192)	-	(3,180)
Sales from external customers	<b>264,585</b>	<b>139,128</b>	<b>5,659</b>	-	<b>409,372</b>
<b>EBITDA</b>	<b>21,846</b>	<b>28,747</b>	<b>(2,078)</b>	<b>(1,463)</b>	<b>47,052</b>
Depreciation and software amortisation	7,098	6,067	707	3	13,875
EBIT	14,748	22,680	(2,785)	(1,466)	33,177
Income tax expense	2,840	7,583	-	(410)	10,013
<b>Total segment assets</b>	<b>223,080</b>	<b>207,071</b>	<b>7,464</b>	<b>(7,164)</b>	<b>430,451</b>
Total assets includes:					
Non-current assets	142,667	27,569	1,451	126,416	298,103
Additions to non-current assets	11,883	8,084	27	-	19,994
<b>Total segment liabilities</b>	<b>120,688</b>	<b>26,038</b>	<b>20,730</b>	<b>(50,319)</b>	<b>117,137</b>

The New Zealand segment has been represented to exclude holding company balances. Other represents holding companies and consolidation eliminations.

EBITDA represents earnings before income taxes (a non-GAAP measure), excluding interest income, interest expense, depreciation and amortisation, as reported in the financial statements. EBIT represents EBITDA less depreciation and amortisation. EBITDA and EBIT are key measurement criteria on which operating segments are

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reviewed by the Chief Operating Decision Maker (the Executive Management Team).

The Group operates in one industry being outdoor clothing and equipment.

Revenue is allocated based on the country in which the customer is located. The Group has no reliance on any single major customer.

Costs recharged between Group companies are calculated on an arms-length basis. The default basis of allocation is % of revenue with other bases being used where appropriate.

Assets / liabilities are allocated based on where the assets / liabilities are located.

Deferred tax assets have been included within non-current assets as they form part of the amounts provided to the Chief Operating Decision Maker.

### 2.2 Profit before tax

#### Accounting policies

##### Revenue recognition

Revenue comprises the fair value of the consideration received or receivable for the sale of goods and services, excluding Goods and Services Tax, rebates and discounts and after eliminating sales within the Group. Revenue is recognised as follows:

##### (i) Sale of goods

Sale of goods are recognised at point of sale for retail customers and when product is dispatched to the customer for online sales. Retail sales are usually in cash or by credit card. The recorded revenue is the gross amount of the sale (excluding GST).

#### Operating expenses

##### Employee entitlements

	<b>2016</b>	<b>2015</b>
	<b>NZ\$'000</b>	<b>NZ\$'000</b>
Wages, salaries and other short term benefits	82,476	81,676
Employee share based remuneration	692	9

The number of full-time equivalent employees (excluding short-term contractors), as at 31 July was:

	<b>2016</b>	<b>2015</b>
Australia	754	759
New Zealand	488	509
United Kingdom	5	27

##### (i) Wages and salaries, annual leave and sick leave

Liabilities for wages and salaries, including non-monetary benefits and annual leave expected to be settled within 12 months of the reporting date are recognised in other payables in respect of employees' services up to the reporting date and are measured at the amounts expected to be paid when the liabilities are settled. Liabilities for non-accumulating sick leave are recognised when the leave is taken and measured at the rates paid or payable. The liability for employee entitlements is carried at the present value of the estimated future cash flows.

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## Rental and operating leases

The Group is a Lessee. Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to the statement of comprehensive income on a straight-line basis over the period of the lease.

	2016	2015
	NZ\$'000	NZ\$'000
Rental and operating lease expenses	58,252	52,971

Rent expenses reported in these financial statements relate to non-cancellable operating leases. The future commitments on these leases are as follows:

	2016	2015
	NZ\$'000	NZ\$'000
Due within 1 year	52,120	52,682
Due within 1-2 years	40,905	43,402
Due within 2-5 years	70,970	72,363
Due after 5 years	32,112	26,212
	<u>196,107</u>	<u>194,659</u>

Some of the existing lease agreements have right of renewal options for varying terms. The Group leases various properties under non-cancellable lease agreements. These leases are generally between 1 - 10 years.

## 2.3 Taxation

### Keeping it simple ...

This section lays out the tax accounting policies, the current and deferred tax charges or credits in the year (which together make up the total tax charge or credit in the statement of comprehensive income), a reconciliation of profit before tax to the tax charge and the movements in deferred tax assets and liabilities.

### Accounting policies

#### Current and deferred income tax

The tax expense for the period comprises current and deferred tax. Tax is recognised in the statement of comprehensive income, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case, the tax is also recognised in other comprehensive income or directly in equity, respectively.

The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the balance sheet date in the countries where the Company's subsidiaries operate and generate taxable income. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulations are subject to interpretation and establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

Deferred income tax is provided in full, using the liability method, on temporary differences arising between tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. However, the deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Deferred income tax is determined using tax rates (and laws) that have been enacted or substantially enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

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Deferred income tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

Deferred income tax is provided on temporary differences arising on investments in subsidiaries and associates, except where the timing of the reversal of the temporary difference is controlled by the Group and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes assets and liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities where there is an intention to settle the balances on a net basis.

### *Goods and Services Tax (GST)*

The statement of comprehensive income and the cash flow statement have been prepared so that all components are stated exclusive of GST. All items in the balance sheet are stated net of GST, with the exception of receivables and payables, which include GST invoiced.

### **Taxation – Statement of comprehensive income**

The total taxation charge in the income statement is analysed as follows:

	<b>2016</b>	<b>2015</b>
	<b>NZ\$'000</b>	<b>NZ\$'000</b>
Current income tax charge	14,996	11,356
Deferred income tax charge / (credit)	(1,192)	(1,343)
Income tax charge reported in statement of comprehensive income	<u>13,804</u>	<u>10,013</u>

In order to understand how, in the statement of comprehensive income, a tax charge of \$13,804,426 (2015: \$10,012,821) arises on profit before income tax of \$47,324,681 (2015: \$30,432,471), the taxation charge that would arise at the standard rate of New Zealand corporate tax is reconciled to the actual tax charge as follows:

	<b>2016</b>	<b>2015</b>
	<b>NZ\$'000</b>	<b>NZ\$'000</b>
Profit before income tax	47,325	30,432
Income tax calculated at 28%	13,251	8,521
Adjustments to taxation:		
Adjustments due to different rate in different jurisdictions	550	360
Non-taxable income	(25)	(596)
Expenses not deductible for tax purposes	1,492	1,169
Tax expense transferred to foreign currency translation reserve	(1,462)	644
Adjustments in respect of prior years	(2)	(85)
Income tax charge reported in statement of comprehensive income	<u>13,804</u>	<u>10,013</u>

Adjustments for prior periods primarily arise where an outcome is obtained on certain tax matters which differs from expectations held when the related provision was made. Where the outcome is more favourable than the provision made, the difference is released, lowering the current year tax charge. Where the outcome is less favourable than the provision, an additional charge to the current year tax will occur.

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The tax charge / (credit) relating to components of other comprehensive income is as follows:

	2016 NZ\$'000	2015 NZ\$'000
Movement in cash flow hedge reserve before tax	(21,230)	16,160
Tax impact relating to cash flow hedge reserve	5,339	(3,745)
Movement in cash flow hedge reserve after tax	(15,891)	12,415
Foreign currency translation reserve before tax	(7,629)	1,654
Tax credit / (charge) relating to foreign currency translation reserve	1,245	(620)
Movement in foreign currency translation reserve after tax	(6,384)	1,034
Total other comprehensive income before tax	(28,859)	17,814
Total tax credit / (charge) on other comprehensive income	6,584	(4,365)
Total other comprehensive income after tax	(22,275)	13,449
Current tax	1,462	(644)
Deferred tax	5,122	(3,721)
Total tax credit / (charge) on other comprehensive income	6,584	(4,365)

### Unrecognised tax losses

The Group has estimated tax losses to carry forward from Kathmandu (U.K.) Limited of £11,163,169 (NZ\$24,427,066) (2015: £10,399,107 (NZ\$21,008,297)) which can be carried forward to be offset against future profits generated within the UK.

### Imputation credits

	2016 NZ\$'000	2015 NZ\$'000
Imputation credits available for use in subsequent reporting periods based on a tax rate of 28%	4,934	4,702

The above amounts represent the balance of the imputation account as at the end of July 2016, adjusted for:

- Imputation credits that will arise from the payment of the amount of the provision for income tax;
- Imputation debits that will arise from the payment of dividends recognised as a liability at the reporting date; and
- Imputation credits that will arise from the receipt of dividends recognised as receivables at the reporting date.

The balance of Australian franking credits able to be used by the Group in subsequent periods as at 31 July 2016 is A\$4,093,795 (2015: A\$1,164,293).

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### Taxation – Balance sheet

The following are the major deferred taxation liabilities and assets recognised by the Group and movements thereon during the current and prior year:

	<b>Tax depreciation</b>	<b>Employee obligations</b>	<b>Foreign exchange</b>	<b>Other timing differences</b>	<b>Reserves</b>	<b>Total</b>
	<b>NZ\$'000</b>	<b>NZ\$'000</b>	<b>NZ\$'000</b>	<b>NZ\$'000</b>	<b>NZ\$'000</b>	<b>NZ\$'000</b>
As at 31 July 2014	218	1,086	561	3,679	791	6,335
Recognised in the statement of comprehensive income	(43)	78	1,015	293	-	1,343
Recognised in other comprehensive income	-	-	7	17	(3,745)	(3,721)
As at 31 July 2015	175	1,164	1,583	3,989	(2,954)	3,957
Recognised in the statement of comprehensive income	(336)	257	(797)	2,068	-	1,192
Recognised in other comprehensive income	-	(51)	(37)	(129)	5,339	5,122
As at 31 July 2016	(161)	1,370	749	5,928	2,385	10,271

The deferred tax balance relates to:

- Property, plant and equipment temporary differences arising on differences in accounting and tax depreciation rates
- Employee benefits accruals
- Unrealised foreign exchange on intercompany loan (Kathmandu Pty Ltd)
- Realised gain/loss on foreign exchange contracts not yet charged in the statement of comprehensive income
- Inventory provisioning
- Temporary differences arising from landlord contributions and rent free periods
- Temporary differences on the unrealised gain/loss in hedge reserve
- Other temporary differences on miscellaneous items

## 2.4 Earnings per share

### ■ Keeping it simple ...

Earnings per share ('EPS') is the amount of post-tax profit attributable to each share.

Basic EPS is calculated by dividing the profit after tax attributable to equity holders of the Company of \$33,520,955 (2015: 20,419,451) by the weighted average number of ordinary shares in issue during the year of 201,484,583 (2015: 201,342,759).

Diluted EPS reflects any commitments the Group has to issue shares in the future that would decrease EPS. In 2016, these are in the form of share options / performance rights. To calculate the impact it is assumed that all share options are exercised / performance rights taken, and therefore, adjusting the weighted average number of shares.

	<b>2016</b>	<b>2015</b>
	<b>'000</b>	<b>'000</b>
Weighted average number of shares in issue	201,484	201,343
Adjustment for:		
- Share options / performance rights	955	884
	<u>202,439</u>	<u>202,227</u>

## Section 3: Operating Assets and Liabilities

### **In this section ...**

This section shows the assets used to generate the Group's trading performance and the liabilities incurred as a result. Liabilities relating to the Group's financing activities are addressed in Section 4. Deferred tax assets and liabilities are shown in note 2.3.

### **Keeping it simple ...**

Working capital represents the assets and liabilities the Group generates through its trading activity. The Group therefore defines working capital as inventory, cash, trade and other receivables and trade and other payables.

### 3.1 Working capital

#### 3.1.1 Inventory

##### Accounting policies

Inventories are stated at the lower of cost and net realisable value. Cost is determined on a weighted average cost method and includes expenditure incurred in acquiring the inventories and bringing them to their existing location and condition. Net realisable value is the estimated selling price in the ordinary course of business, less applicable variable selling expenses. Inventory is considered in transit when the risk and rewards of ownership have transferred to the Group.

The Group assesses the likely residual value of inventory. A stock provision is recognised for stock which is expected to sell for less than cost. Any increase in these provisions is taken as a reduction to inventory on the balance sheet and expensed to cost of sales.

Inventory is broken down into trading stock and goods in transit below:

	2016 NZ\$'000	2015 NZ\$'000
Trading stock	81,922	101,198
Goods in transit	13,514	12,072
	<u>95,436</u>	<u>113,270</u>

Inventory has been reviewed for obsolescence and a provision of \$396,259 (2015: \$454,413) has been made.

#### 3.1.2 Cash and cash equivalents

	2016 NZ\$'000	2015 NZ\$'000
Cash on hand	171	175
Cash at bank	6,707	1,508
Short term deposits	13	17
	<u>6,891</u>	<u>1,700</u>

The carrying amount of the Group's cash and cash equivalents are denominated in the following currencies:

NZD	2,085	520
AUD	3,239	471
GBP	644	237
USD	921	470
EUR	2	2
	<u>6,891</u>	<u>1,700</u>



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### 3.1.3 Trade and other receivables

#### Accounting policies

Trade receivables are recognised initially at the value of the invoice sent to the customer and subsequently at the amounts considered recoverable (amortised cost). The collectability of trade receivables is reviewed on an on-going basis. Debts, which are known to be uncollectible, are written off. A provision for doubtful receivables is established when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of receivables.

	2016 NZ\$'000	2015 NZ\$'000
Trade receivables	133	98
Other assets and prepayments	4,898	3,643
	<u>5,031</u>	<u>3,741</u>

Other assets include balances in relation to landlord incentives and takeover bid costs from Briscoe Group Limited. The Group considers the takeover bid costs recoverable and has issued legal proceedings for balances owed.

The carrying amount of the Group's trade and other receivables are denominated in the following currencies:

NZD	3,335	1,584
AUD	1,608	1,833
GBP	88	324
	<u>5,031</u>	<u>3,741</u>

### 3.1.4 Trade and other payables due within one year

#### Accounting policies

Trade payables are recognised at the value of the invoice received from a supplier. The carrying value of trade payables is considered to approximate fair value as amounts are unsecured and are usually paid by the 30th of the month following recognition.

A provision is recognised if, as a result of a past event, the Group has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation.

	2016 NZ\$'000	2015 NZ\$'000
Trade payables	12,533	14,255
Employee entitlements	9,793	7,780
Sundry creditors and accruals	27,618	20,600
Provisions	1,140	1,413
	<u>51,084</u>	<u>44,048</u>

The carrying amount of the Group's trade and other payables are denominated in the following currencies:

NZD	11,292	9,490
AUD	35,602	30,930
GBP	903	1,042
EUR	41	-
USD	3,246	2,586
	<u>51,084</u>	<u>44,048</u>

Provisions primarily relate to the restoration of leased properties including the Australian distribution centre. These provisions are expected to be fully utilised within the next 12 months.

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### 3.1.5 Credit risk

Credit risk is the risk of financial loss to the Group if a customer or counterparty to a financial instrument fails to meet its contractual obligations.

Risk	Exposure arising from	Monitoring	Management
Credit risk	Cash and cash equivalents Trade and other receivables	Aging analysis	Credit is generally only given to government or local council backed organisations

The nature of the customer base is such that there is no individual customer concentration of credit risk.

#### Exposure to credit risk

The below balances are recorded at their carrying amount after any provision for loss on these financial instruments. The maximum exposure to credit risk at reporting date was (carrying amount):

	2016 NZ\$'000	2015 NZ\$'000
Cash and cash equivalents	6,891	1,700
Trade receivables	133	98
Sundry debtors	2,317	1,039
	9,341	2,837

As at balance date the carrying amount is also considered to approximate fair value for each of the financial instruments. There are no past due or impaired balances.

The credit quality of cash and cash equivalents can be assessed by reference to external credit ratings (if available) or to historical information about counterparty default rates:

	2016 NZ\$'000	2015 NZ\$'000
<i>Cash and cash equivalents:</i>		
Standard & Poors - AA-	6,267	1,494
Standard & Poors - BBB+	624	206
Total cash and cash equivalents	6,891	1,700

## 3.2 Property, plant and equipment

### ■ Keeping it simple ...

The following section shows the physical assets used by the Group to operate the business, generating revenues and profits. These assets include store and office fit-out, as well as equipment used in sales and support activities.

Assets are recognised only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably.

#### Accounting policies

##### Property, plant and equipment

All property, plant and equipment are stated at historical cost less depreciation and impairment. Historical cost includes expenditure that is directly attributable to the acquisition of the items. Cost may also include transfers from equity of any gains/losses on qualifying cash flow hedges of foreign currency purchases of property, plant and equipment.

The assets' residual value and useful lives are reviewed and adjusted if appropriate at each balance sheet date. Capital work in progress is not depreciated until available for use.

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An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

### Depreciation

Depreciation of property, plant and equipment is calculated using straight line and diminishing value methods so as to expense the cost of the assets over their useful lives. The rates are as follows:

Leasehold improvements	10 – 50 %
Office, plant and equipment	8 – 50 %
Furniture and fittings	10 – 50 %
Computer equipment	10 – 60 %

### Impairment of assets

Property, plant and equipment is 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.

Property, plant and equipment can be analysed as follows:

	Leasehold improvement \$'000	Office, plant & equipment \$'000	Furniture & fittings \$'000	Computer equipment \$'000	Total \$'000
<b>Year ended 31 July 2015</b>					
Opening net book value	27,514	1,817	16,981	2,090	48,402
Additions	10,679	723	3,905	786	16,093
Disposals	(101)	(15)	(74)	(11)	(201)
Depreciation charge	(5,965)	(464)	(3,281)	(901)	(10,611)
Exchange differences	296	4	102	8	410
Closing net book value	32,423	2,065	17,633	1,972	54,093
<b>As at 31 July 2015</b>					
Cost	60,243	5,778	30,672	8,120	104,813
Accumulated depreciation	(27,820)	(3,713)	(13,039)	(6,148)	(50,720)
Closing net book value	32,423	2,065	17,633	1,972	54,093
<b>Year ended 31 July 2016</b>					
Opening net book value	32,423	2,065	17,633	1,972	54,093
Additions	15,417	114	4,388	810	20,729
Disposals	(270)	(16)	(158)	(8)	(452)
Depreciation charge	(5,354)	(358)	(3,780)	(527)	(10,019)
Asset impairment	(1,094)	-	-	-	(1,094)
Exchange differences	(1,009)	(30)	(587)	(22)	(1,648)
Closing net book value	40,113	1,775	17,496	2,225	61,609
<b>As at 31 July 2016</b>					
Cost	70,423	5,391	32,834	8,316	116,964
Accumulated depreciation	(30,310)	(3,616)	(15,338)	(6,091)	(55,355)
Closing net book value	40,113	1,775	17,496	2,225	61,609

An impairment loss of \$1,093,945 has been recognised for leasehold improvements in relation to the closure of the United Kingdom store network.

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### Depreciation

	2016 NZ\$'000	2015 NZ\$'000
Leasehold improvements	5,354	5,965
Office, plant and equipment	358	464
Furniture and fittings	3,780	3,281
Computer equipment	527	901
Total depreciation	10,019	10,611

Depreciation expenditure is excluded from administration and general expenses in the statement of comprehensive income.

### Sale of property, plant and equipment

Gains and losses on disposals are determined by comparing proceeds with carrying amount. These are included in the statement of comprehensive income.

	2016 NZ\$'000	2015 NZ\$'000
Loss/(gain) on sale of property, plant and equipment	466	371

### Capital commitments

Capital commitments contracted for at balance date include property, plant and equipment of \$2,881,771 (2015: \$18,486,358).

### 3.3 Intangible assets

#### ■ Keeping it simple ...

The following section shows the non-physical assets used by the Group to operate the business, generating revenues and profits. These assets include brands, licenses, software development and goodwill.

This section explains the accounting policies applied and the specific judgements and estimates made by the Directors in arriving at the net book value of these assets.

### Accounting policies

#### Goodwill

Goodwill arises on the acquisition of subsidiaries. Goodwill represents the excess of the cost of the acquisition over the Group's interest in the net fair value of the assets and liabilities of the acquiree. Separately recognised goodwill is tested annually for impairment and carried at cost less accumulated impairment losses. Impairment losses on goodwill are not reversed.

Goodwill is allocated to cash-generating units for the purpose of impairment testing. The allocation is made to those cash-generating units or groups of cash-generating units that are expected to benefit from the business combination in which the goodwill arose.

#### Brand

Acquired brands are carried at original cost based on independent valuation obtained at the date of acquisition. The brand represents the price paid to acquire the rights to use the Kathmandu brand. The brand is not amortised. Instead the brand is tested for impairment annually or more frequently if events or changes in circumstances indicate that it might be impaired, and is carried at cost less accumulated impairment losses.

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### Software costs

Software costs have a finite useful life. Software costs are capitalised and written off over the useful economic life. Costs associated with developing or maintaining computer software programs are recognised as an expense when incurred. Costs that are directly associated with the production of identifiable and unique software products controlled by the Group, and that will probably generate economic benefits exceeding costs beyond one year, are recognised as intangible assets. Direct costs include the costs of software development employees. Software is amortised using straight line and diminishing value methods at rates of 20-67%.

### Impairment

Assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. Intangible assets that have an indefinite useful life, including goodwill, are not subject to amortisation and are tested annually for impairment irrespective of whether any circumstances identifying a possible impairment have been identified. 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.

For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows e.g. cash generating units.

### Intangible assets

	<b>Goodwill</b>	<b>Brand</b>	<b>Software</b>	<b>Total</b>
	<b>NZ\$'000</b>	<b>NZ\$'000</b>	<b>NZ\$'000</b>	<b>NZ\$'000</b>
<b>Year ended 31 July 2015</b>				
Opening net book value	75,406	152,098	11,170	238,674
Additions	-	-	3,901	3,901
Disposals	-	-	(185)	(185)
Amortisation	-	-	(3,264)	(3,264)
Exchange differences	-	897	10	907
Closing net book value	75,406	152,995	11,632	240,033
<b>As at 31 July 2015</b>				
Cost	76,677	152,995	22,467	252,139
Accumulated amortisation/impairment	(1,271)	-	(10,835)	(12,106)
Closing net book value	75,406	152,995	11,632	240,033
<b>Year ended 31 July 2016</b>				
Opening net book value	75,406	152,995	11,632	240,033
Additions	-	-	2,467	2,467
Disposals	-	-	(14)	(14)
Amortisation	-	-	(3,898)	(3,898)
Exchange differences	-	(4,538)	(35)	(4,573)
Closing net book value	75,406	148,457	10,152	234,015
<b>As at 31 July 2016</b>				
Cost	76,677	148,457	24,709	249,843
Accumulated amortisation/impairment	(1,271)	-	(14,557)	(15,828)
Closing net book value	75,406	148,457	10,152	234,015

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### Impairment tests for goodwill and brand

The aggregate carrying amounts of goodwill and brand allocated to each unit are as follows:

Group	Goodwill		Brand	
	2016	2015	2016	2015
	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000
New Zealand	28,654	28,654	51,000	51,000
Australia	46,752	46,752	97,457	101,995
	75,406	75,406	148,457	152,995

For the purposes of goodwill and brand impairment testing, the Group operates as two cash generating units, New Zealand and Australia. The recoverable amount of the cash generating units has been determined based on value in use.

The discounted cash flow valuations were calculated using projected five year future cash flows based on Board approved business plans. Business plans are modelled assuming like for like sales growth based on historical performance taking into account changing market conditions and the continuation of the store rollout programme. The key assumptions used for the value in use calculation are as follows:

	2016	2015
Terminal growth rate	1.0%	2.0%
New Zealand CGU pre-tax discount rate	12.8%	14.9%
Australia CGU pre-tax discount rate	13.0%	13.5%

The terminal growth rate assumption is based on a conservative estimate considering the current inflationary environment. Pre-tax discount rates are calculated based on the current capital structure and cost of debt to derive a weighted average cost of capital.

The calculations confirmed that there was no impairment of goodwill and brand during the year (2015: nil). The Board believes that any reasonably possible change in the key assumptions used in the calculations would not cause the carrying amount to exceed its recoverable amount.

The expected continued promotion and marketing of the Kathmandu brand support the assumption that the brand has an indefinite life.

### Capital commitments

Capital commitments contracted for at balance date include intangible assets of \$1,410,000 (2015: \$1,192,243).

## Section 4: Capital Structure and Financing Costs

### **In this section ...**

This section outlines how the Group manages its capital structure and related financing costs, including its balance sheet liquidity and access to capital markets.

Capital structure is how a company finances its overall operations and growth by using different sources of funds. The Directors determine and monitor the appropriate capital structure of Kathmandu, specifically how much is raised from shareholders (equity) and how much is borrowed from financial institutions (debt) in order to finance the Group's activities both now and in the future.

The Directors consider the Group's capital structure and dividend policy at least twice a year ahead of announcing results and do so in the context of its ability to continue as a going concern, to execute strategy and to deliver its business plan.

### 4.1 Interest bearing liabilities

#### Accounting policies

Borrowings are initially recognised at fair value, net of transaction costs incurred. Borrowings are subsequently measured at amortised cost. Any difference between the proceeds (net of transaction costs) and the redemption amount is recognised in the statement of comprehensive income over the period of the borrowings using the effective interest method.

Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the balance sheet date.

The table below separates borrowings into current and non-current liabilities:

	<b>2016</b>	<b>2015</b>
	<b>NZ\$'000</b>	<b>NZ\$'000</b>
Current portion	-	39
Non-current portion	43,691	70,976
Total term loans	<u>43,691</u>	<u>71,015</u>

The Group has a multi option facility agreement with Commonwealth Bank of Australia and ASB Bank Limited and a facility agreement with Bank of New Zealand and National Bank of Australia.

The loans are repayable in full on final maturity date of the facilities being 23 March 2018. Interest is payable based on the BKBM rate (NZD borrowings), the BBSY rate (AUD borrowings), or the applicable short term rate for interest periods less than 30 days, plus a margin of up to 1.30%. The bank loans are secured against the assets of the company and its subsidiaries.

The covenants entered into by the Group require specified calculations of Group earnings before interest, tax, depreciation and amortisation (EBITDA) plus lease rental costs to exceed total fixed charges (net interest expense and lease rental costs) at the end of each half during the financial year. Similarly EBITDA must be no less than a specified proportion of total net debt at the end of each six month interim period. The calculations of these covenants are specified in the bank facility agreements of 19 December 2011 and have been complied with at 31 July 2016.

The current interest rates, prior to hedging, on the term loans ranged between 2.56% - 3.13% (2015: 2.90% - 4.37%).

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	2016 NZ\$'000	2015 NZ\$'000
The principal of interest bearing liabilities is:		
Payable within 1 year	-	39
Payable 1 to 2 years	43,691	-
Payable 2 to 3 years	-	70,976
Payable 3 to 4 years	-	-
	43,691	71,015

### 4.1.1 Finance costs

	2016 NZ\$'000	2015 NZ\$'000
Interest income	(26)	(56)
Interest expense	2,665	3,645
Other finance costs	344	594
Net exchange loss/(gain) on foreign currency borrowings	573	(1,438)
	3,556	2,745

Other finance costs relates to facility fees on banking arrangements.

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

Interest rate risk is the risk that fluctuations in interest rates impact the Group's financial performance.

Risk	Exposure arising from	Monitoring	Management
Interest rate risk	Interest bearing liabilities at floating rates	Cash flow forecasting Sensitivity analysis	Interest rate swaps

Refer to section 4.2 for notional principal amounts and valuations of interest rate swaps outstanding at balance date. A sensitivity analysis of interest rate risk on the Group's financial assets and liabilities is provided in the table below. At the reporting date the interest rate profile of the Group's banking facilities was (carrying amount):

	2016 NZ\$'000	2015 NZ\$'000
Total secured loans	43,691	70,976
less Principal covered by interest rate swaps	(47,017)	(50,694)
Net Principal subject to floating interest rates <sup>1</sup>	(3,326)	20,282

1. Debt levels fluctuate throughout the year and as at 31 July, are at a cyclical low.

Interest rate swaps have the economic effect of converting borrowings from floating to fixed rates. The cash flow hedge (gain)/loss on interest rate swaps at balance date was \$697,687 (2015: \$517,348).

### Summarised sensitivity analysis

The following table summarises the sensitivity of the Group's financial assets and financial liabilities to interest rate risk.

A sensitivity of 1% (2015: 1%) has been selected for interest rate risk. The 1% is based on reasonably possible changes over a financial year, using the observed range of historical data for the preceding five year period.

Amounts are shown net of income tax. All variables other than applicable interest rates are held constant. The impact on equity is presented exclusive of the impact on retained earnings.



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	Carrying amount \$'000	-1%		+1%	
		Profit \$'000	Equity \$'000	Profit \$'000	Equity \$'000
<b>31 July 2016</b>					
Derivative financial instruments (asset) / liability	8,133	(470)	777	470	(750)
<b>Financial assets</b>					
Cash	6,891	(50)	-	50	-
<b>Financial liabilities</b>					
Borrowings	43,691	437	-	(437)	-
		437	-	(437)	-
<b>Total increase / (decrease)</b>		<b>(83)</b>	<b>777</b>	<b>83</b>	<b>(750)</b>

	Carrying amount \$'000	-1%		+1%	
		Profit \$'000	Equity \$'000	Profit \$'000	Equity \$'000
<b>31 July 2015</b>					
Derivative financial instruments (asset) / liability	(13,119)	(507)	876	507	(908)
<b>Financial assets</b>					
Cash	1,700	(12)	-	12	-
<b>Financial liabilities</b>					
Borrowings	70,976	710	-	(710)	-
		710	-	(710)	-
<b>Total increase / (decrease)</b>		<b>191</b>	<b>876</b>	<b>(191)</b>	<b>(908)</b>

### 4.1.3 Liquidity Risk

Liquidity risk is the risk that the Group will not be able to meet its financial obligations as they fall due.

Risk	Exposure arising from	Monitoring	Management
Liquidity risk	Interest bearing and other liabilities	Forecast and actual cash flows	Active working capital management and flexibility in funding arrangements

The Group has lending facilities of \$116,525,424 / \$110,000,000 AUD (2015: \$138,580,931 / \$125,000,000 AUD) and operates well within this facility. This includes short term bank overdraft requirements, and at balance date no bank accounts were in overdraft.

#### ■ Keeping it simple ...

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 balance date to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows, so will not always reconcile with the amounts disclosed on the balance sheet.

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	<b>Less than 1 year NZ\$'000</b>	<b>Between 1 and 2 years NZ\$'000</b>	<b>Between 2 and 5 years NZ\$'000</b>	<b>Over 5 years NZ\$'000</b>
<i>Group 2016</i>				
Trade and other payables	51,084	-	-	-
Borrowings	1,222	44,477	-	-
	<u>52,306</u>	<u>44,477</u>	<u>-</u>	<u>-</u>
<i>Group 2015</i>				
Trade and other payables	44,048	-	-	-
Borrowings	2,184	2,178	72,976	-
	<u>46,232</u>	<u>2,178</u>	<u>72,976</u>	<u>-</u>

The Group enters into forward exchange contracts to manage the risks associated with the purchase of foreign currency denominated products.

The table below analyses the Group's derivative financial instruments that will be settled on a gross basis into relevant maturity groupings based on the remaining period at the balance date to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows. They are expected to occur and affect the profit or loss at various dates between balance date and the following five years.

	<b>Less than 1 year NZ\$'000</b>	<b>Between 1 and 2 years NZ\$'000</b>	<b>Between 2 and 5 years NZ\$'000</b>
<i>At 31 July 2016</i>			
Forward foreign exchange contracts			
- Inflow	114,330	-	-
- Outflow	(121,765)	-	-
Net Inflow / (Outflow)	<u>(7,435)</u>	<u>-</u>	<u>-</u>
Net settled derivatives – interest rate swaps			
Net Inflow / (Outflow)	<u>(215)</u>	<u>(124)</u>	<u>(44)</u>
<i>At 31 July 2015</i>			
Forward foreign exchange contracts			
- Inflow	146,814	-	-
- Outflow	(133,177)	-	-
Net Inflow / (Outflow)	<u>13,637</u>	<u>-</u>	<u>-</u>
Net settled derivatives – interest rate swaps			
Net Inflow / (Outflow)	<u>(263)</u>	<u>(143)</u>	<u>(77)</u>

## 4.2 Derivative financial instruments

### ■ *Keeping it simple ...*

A derivative is a type of financial instrument typically used to manage risk. A derivative's value changes over time in response to underlying variables such as exchange rates or interest rates and is entered into for a fixed period. A hedge is where a derivative is used to manage an underlying exposure.

The Group is exposed to changes in interest rates on its borrowings and to changes in foreign exchange rates on its foreign currency (largely USD) purchases. The Group uses derivatives to hedge these underlying exposures.

Derivative financial instruments are initially included in the balance sheet at their fair value, either as assets or liabilities, and are subsequently re-measured at fair value at each reporting date.

An interest rate swap is an instrument to exchange a fixed rate of interest for a floating rate, or vice versa, or one type of floating rate for another.

### **Accounting policies**

Derivatives are initially recognised at fair value on the date a derivative contract is entered into and are subsequently re-measured to their fair value. The method of recognising the resulting gain or loss depends on whether the derivative is designated as a hedging instrument, and if so, the nature of the item being hedged. The Group designates certain derivatives as hedges of highly probable forecast transactions (cash flow hedges).

The Group documents, at the inception of the transaction, the relationship between hedging instruments and hedged items, as well as its risk management objective and strategy for undertaking various hedge transactions. The Group also documents its assessment, both at hedge inception and on an on-going basis, of whether the derivatives that are used in hedging transactions have been and will continue to be highly effective in offsetting changes in fair values or cash flows of hedged items.

### *Cash flow hedge*

The effective portion of changes in the fair value of derivatives that are designated and qualify as cash flow hedges is recognised in equity in the hedging reserve. The gain or loss relating to the ineffective portion is recognised immediately in the statement of comprehensive income. Amounts accumulated in equity are recycled in the statement of comprehensive income in the periods when the hedged item will affect profit or loss. However, when the forecast transaction that is hedged results in the recognition of a non-financial asset (for example, inventory) or a non-financial liability, the gains and losses previously deferred in equity are transferred from equity and included in the measurement of the initial cost or carrying amount of the asset or liability.

When a hedging instrument expires or is sold or terminated, or when a hedge no longer meets the criteria for hedge accounting, any cumulative gain or loss existing in equity at that time remains in equity and is recognised when the forecast transaction is ultimately recognised in the statement of comprehensive income. When a forecast transaction is no longer expected to occur, the cumulative gain or loss that was reported in equity is immediately transferred to the statement of comprehensive income.

### *Foreign currency translation*

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transaction. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the statement of comprehensive income, except when deferred in other comprehensive income. Translation differences on monetary financial assets and liabilities are reported as part of the fair value gain or loss.

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### Derivative financial instruments

	2016 NZ\$'000	2015 NZ\$'000
<b>Foreign exchange contracts</b>		
Current asset	-	13,637
Current liability	(7,435)	-
Net foreign change contracts – cash flow hedge (asset / (liability))	(7,435)	13,637
<b>Interest rate swaps</b>		
Non-current asset	-	20
Current liability	(94)	(77)
Non-current liability	(604)	(461)
Net interest rate swaps – cash flow hedge (asset / (liability))	(698)	(518)
<b>Total derivative financial instruments</b>	<b>(8,133)</b>	<b>13,119</b>

The above table shows the Group's financial derivative holdings at year end.

#### *Interest rate swaps - cash flow hedge*

Interest rate swaps are to exchange a floating rate of interest for a fixed rate of interest. The objective of the transaction is to hedge the core floating rate borrowings of the business to minimise the impact of interest rate volatility within acceptable levels of risk thereby limiting the volatility on the Group's financial results. The notional amount of interest rate swaps at balance date was \$47,016,949 (2015: \$50,694,013). The fixed interest rates range between 2.13% and 4.13% (2015: 3.05% and 4.13%). Refer section 4.1.3 for timing of contractual cash flows relating to interest rate swaps.

#### *Foreign exchange contracts - cash flow hedge*

The objective of these contracts is to hedge highly probable anticipated foreign currency purchases against currency fluctuations. These contracts are timed to mature when import purchases are scheduled for payment. The notional amount of foreign exchange contracts amount to US\$81,700,000, NZ\$121,765,202 (2015: US\$95,450,000, NZ\$133,176,765).

No material hedge ineffectiveness for interest rate swaps or foreign exchange contracts exists as at balance date (2015: nil).

Refer to section 4.2.1 for a sensitivity analysis of foreign exchange risk associated with derivative financial instruments.

#### *4.2.1 Foreign exchange risk*

Foreign exchange risk is the risk that fluctuations in exchange rates will impact the Group's financial performance. The Group operates internationally and is exposed to foreign exchange risk arising from various currency exposures, primarily with respect to the AUD, USD and the GBP.

<b>Risk</b>	<b>Exposure arising from</b>	<b>Monitoring</b>	<b>Management</b>
Foreign exchange risk	Foreign currency purchases – over 90% of purchases are in USD	Forecast purchases Reviewing exchange rate movements	USD foreign exchange derivatives

The Group is exposed to currency risk on any cash remitted between Australia and the United Kingdom and New Zealand. The Group does not hedge for such remittances. Interest on borrowings is denominated in either New Zealand dollars or Australian dollars, and is paid for out of surplus operating cashflows generated in New Zealand or Australia.

#### **Summarised sensitivity analysis**

The following table summarises the sensitivity of the Group's financial assets and financial liabilities to foreign

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exchange risk.

A sensitivity of -10% / +10% (2015: -10% / +10%) for foreign exchange risk has been selected. While it is unlikely that an equal movement of the New Zealand dollar would be observed against all currencies, an overall sensitivity of -10% / +10% (2015: -10% / +10%) is reasonable given the exchange rate volatility observed on a historic basis for the preceding five year period and market expectation for potential future movements.

Amounts are shown net of income tax. All variables other than applicable exchange rates are held constant. The impact on equity is presented exclusive of the impact on retained earnings.

	Carrying amount \$'000	-10%		+10%	
		Profit \$'000	Equity \$'000	Profit \$'000	Equity \$'000
<b>31 July 2016</b>					
Derivative financial instruments (asset) / liability	8,133	-	(12,704)	-	10,394
<b>Financial assets</b>					
Cash	6,891	384	-	(315)	-
Trade receivables and sundry debtors	2,450	(30)	-	25	-
		354	-	(290)	-
<b>Financial liabilities</b>					
Trade payables	51,084	(3,183)	-	2,605	-
Borrowings	43,691	-	(2,415)	-	1,976
		(3,183)	(2,415)	2,605	1,976
<b>Total increase / (decrease)</b>		<b>(2,829)</b>	<b>(15,119)</b>	<b>2,315</b>	<b>12,370</b>

	Carrying amount \$'000	-10%		+10%	
		Profit \$'000	Equity \$'000	Profit \$'000	Equity \$'000
<b>31 July 2015</b>					
Derivative financial instruments (asset) / liability	(13,119)	-	(16,312)	-	13,365
<b>Financial assets</b>					
Cash	1,700	131	-	(107)	-
Trade receivables and sundry debtors	1,137	(173)	-	141	-
		(42)	-	34	-
<b>Financial liabilities</b>					
Trade payables	44,048	(2,765)	-	2,262	-
Borrowings	70,976	-	(4,878)	-	3,991
		(2,765)	(4,878)	2,262	3,991
<b>Total increase / (decrease)</b>		<b>(2,807)</b>	<b>(21,190)</b>	<b>2,296</b>	<b>17,356</b>

### 4.3 Equity

**Keeping it simple ...**

This section explains material movements recorded in shareholders' equity that are not explained elsewhere in the financial statements. The movements in equity and the balance at 31 July 2016 are presented in the statement of changes in equity.

#### Accounting policies

##### Share capital

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

##### Dividends

Dividends are recognised through equity on the earlier of their approval by the Company's shareholders or their payment.

#### 4.3.1 Contributed equity - ordinary shares

	2016 NZ\$'000	2015 NZ\$'000
Ordinary shares fully paid (\$)	200,191	200,191
Balance at beginning of year	200,191	198,228
Issue of shares under Executive and Senior Management Long Term Incentive Plan	-	1,963
Balance at end of year	200,191	200,191

#### Number of issued shares

	2016 '000	2015 '000
Ordinary shares issued at beginning of the year	201,484	200,633
Shares issued under Executive and Senior Management Long Term Incentive Plan	-	851
Ordinary shares issued at end of the year	201,484	201,484

As at 31 July 2016 there were 201,484,583 ordinary issued shares in Kathmandu Holdings Limited and these are classified as equity. No shares (2015: 165,639) were issued under the "Executive and Senior Management Long Term Incentive Plan 24 November 2010" and no shares (2015: 685,475) were issued under the "Executive Share Option Plan 16 October 2009" during the year.

All ordinary shares carry equal rights in respect of voting and the receipt of dividends. Ordinary shares do not have a par value.

Refer to section 5.4 for Employee share based remuneration plans.

#### 4.3.2 Reserves and retained earnings

##### Cash flow hedging reserve

The hedging reserve is used to record gains or losses on a hedging instrument in a cash flow hedge that are recognised directly in other comprehensive income, as described in the accounting policy in section 4.2. The amounts are recognised in profit and loss when the associated hedged transaction affects profit and loss.

##### Foreign currency translation reserve

The FCTR is used to record foreign currency translation differences arising on the translation of the Group entities results and financial position. The amounts are accumulated in other comprehensive income and recognised in profit and loss when the foreign operation is partially disposed of or sold.

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### Share based payments reserve

The share based payments reserve is used to recognise the fair value of share options and performance rights granted but not exercised or lapsed. Amounts are transferred to share capital when vested options are exercised by the employee or performance rights are granted.

#### Reserves

		2016 NZ\$'000	2015 NZ\$'000
<b>(i) Cash flow hedging reserve</b>			
Opening balance		10,360	(2,055)
Revaluation - gross		(4,470)	29,281
Deferred taxation on revaluation	2.3	5,339	(3,745)
Transfer to hedged asset		(16,782)	(12,857)
Transfer to net profit - gross		22	(264)
Closing balance		<u>(5,531)</u>	<u>10,360</u>
<b>(ii) Foreign currency translation reserve</b>			
Opening balance		(13,318)	(14,352)
Currency translation differences – Gross		(7,629)	1,654
Currency translation differences – Taxation	2.3	1,245	(620)
Closing balance		<u>(19,702)</u>	<u>(13,318)</u>
<b>(iii) Share based payments reserve</b>			
Opening balance		24	733
Current year amortisation		692	9
Transfer to Share Capital on vesting of shares to Employees		-	(509)
Share Options / Performance Rights lapsed		(24)	(209)
Closing balance		<u>692</u>	<u>24</u>
Total Reserves		<u>(24,541)</u>	<u>(2,934)</u>

### 4.3.3 Dividends

	2016 NZ\$'000	2015 NZ\$'000
Prior year final dividend paid	10,075	18,119
Current year interim dividend paid	6,044	6,044
Dividends paid (\$0.08 per share (2015: \$0.12))	<u>16,119</u>	<u>24,163</u>

### 4.3.4 Capital risk management

The Group's capital includes contributed equity, reserves and retained earnings.

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 or draw down more debt.

## Section 5: Other Notes

### 5.1 Related parties

Subsidiaries	Equity holding	
	2016	2015
Milford Group Holdings Limited	100%	100%
Kathmandu Limited	100%	100%
Kathmandu Pty Limited	100%	100%
Kathmandu (U.K.) Limited	100%	100%

All subsidiary entities have a balance date of 31 July. Kathmandu Pty Limited and Kathmandu (U.K.) Limited are incorporated in Australia and the United Kingdom, respectively. All other subsidiary entities are incorporated in New Zealand.

The principal activities of the subsidiaries are:

	Country of Registration	Principal Activity
Milford Group Holdings Limited	New Zealand	Holding company
Kathmandu Limited	New Zealand	Outdoor retailer
Kathmandu Pty Limited	Australia	Outdoor retailer
Kathmandu (U.K.) Limited	United Kingdom	Outdoor retailer

#### 5.1.1 Related party disclosures

##### Parent and Ultimate Controlling Party

Kathmandu Holdings Limited is the immediate parent, ultimate parent and controlling party.

During the year, legal fees of \$223,681 (2015: \$40,921) were paid to Chapman Tripp for services provided to the Group (primarily related to takeover defence activity and property leases). John Holland is both a Director of Kathmandu Holdings Limited and a Consultant of Chapman Tripp. As at 31 July 2016, the Group owed outstanding legal fees of \$2,652 (2015: \$754).

During the year, operating lease costs of \$240,478 (2015: \$238,536) were paid to Chalmers Properties Limited, a subsidiary of Port Otago Limited. John Harvey is a Director of both of these companies.

During the year the Company advanced and repaid loans to its subsidiaries by way of an internal current account. In presenting the financial statements of the Group, the effect of transactions and balances between fellow subsidiaries and those with the parent have been eliminated. All transactions with related parties were in the normal course of business and provided on commercial terms.

##### Key Management Personnel

	2016	2015
	NZ\$'000	NZ\$'000
Salaries	3,549	2,844
Other short-term employee benefits	1,327	166
Employee performance rights	218	9
	5,094	3,019



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Key management personnel include the following employees:

Executive Directors:

- Chief Executive Officer

Other Key Management Personnel:

- Chief Financial Officer
- General Manager, Product
- General Manager, Marketing, Online and International
- General Manager, Supply Chain
- General Manager, Human Resources
- Chief Information Officer
- General Manager, Retail Stores and Operations

Remuneration Detail – refer to section 5.3.

### 5.2 Fair values

The following methods and assumptions were used to estimate the fair values for each class of financial instrument:

#### **Trade debtors, trade creditors and bank balances**

The carrying value of these items is equivalent to their fair value.

#### **Term liabilities**

The fair value of the Group's term liabilities is estimated based on current market rates available to the Group for debt of similar maturity. The fair value of term liabilities equates to their current carrying value.

#### **Foreign exchange contracts and interest rate swaps**

The fair value of these instruments is determined by using valuation techniques (as they are not traded in an active market). These valuation techniques maximise the use of observable market data where it is available and rely as little as possible on entity specific estimates.

Specific valuation techniques used to value financial instruments include the fair value of interest rate swaps calculated as the present value of the estimated future cash flows based on observable yield curves and the fair value of forward foreign exchange contracts determined using forward exchange rates at the balance sheet date, with the resulting value discounted back to present value.

These derivatives have all been determined to be within level 2 (for the purposes of NZ IFRS 13) of the fair value hierarchy as all significant inputs required to ascertain the fair value of these derivatives are observable.

#### **Guarantees and overdraft facilities**

The fair value of these instruments is estimated on the basis that management do not expect settlement at face value to arise. The carrying value and fair value of these instruments are approximately nil. All guarantees are payable on demand.

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## 5.3 Remuneration Detail

2016	Short-Term Benefits			Post-employment benefits	Share based payments			
	Cash Salary and fees	Cash bonus	Non-Monetary benefits	Super-annuation	Performance Rights	Equity related	Total	Performance related
<b>Non-Executive Directors</b>								
David Kirk	241,553	-	-	-	-	0.0%	241,553	0.0%
John Harvey	126,368	-	-	-	-	0.0%	126,368	0.0%
John Holland	126,368	-	-	-	-	0.0%	126,368	0.0%
Sandra McPhee	126,368	-	-	-	-	0.0%	126,368	0.0%
Christine Cross	126,368	-	-	-	-	0.0%	126,368	0.0%
	<b>747,025</b>	-	-	-	-	<b>0.0%</b>	<b>747,025</b>	<b>0.0%</b>
<b>Executive Directors</b>								
Xavier Simonet <sup>1</sup>	814,531	556,745	-	20,707	91,679	6.2%	1,483,662	39.0%
Mark Todd <sup>2</sup>	345,668	-	1,867	10,370	-	0.0%	357,905	0.0%
	<b>1,160,199</b>	<b>556,745</b>	<b>1,867</b>	<b>31,077</b>	<b>91,679</b>	<b>5.0%</b>	<b>1,841,567</b>	<b>30.2%</b>
<b>Other Key Management Personnel</b>								
Reuben Casey	355,000	99,400	2,911	10,650	32,816	6.6%	500,777	19.8%
Other Management	1,914,591	658,496	8,421	78,063	93,825	3.4%	2,753,396	23.9%
<b>Total</b>	<b>4,176,815</b>	<b>1,314,641</b>	<b>13,199</b>	<b>119,790</b>	<b>218,320</b>	<b>3.7%</b>	<b>5,842,765</b>	<b>22.5%</b>

1. Cash bonus includes payments related to sign on bonus and short term incentives; 2. Resigned as Executive Director on 24 August 2015.

2015	Short-Term Benefits			Post-employment benefits	Share based payments			
	Cash Salary and fees	Cash bonus	Non-Monetary benefits	Super-annuation	Performance Rights	Equity related	Total	Performance related
<b>Non-Executive Directors</b>								
David Kirk	242,230	-	-	-	-	0.0%	242,230	0.0%
John Harvey	125,449	-	-	-	-	0.0%	125,449	0.0%
John Holland	125,449	-	-	-	-	0.0%	125,449	0.0%
Sandra McPhee	125,449	-	-	-	-	0.0%	125,449	0.0%
Christine Cross	125,449	-	-	-	-	0.0%	125,449	0.0%
	<b>744,026</b>	-	-	-	-	<b>0.0%</b>	<b>744,026</b>	<b>0.0%</b>
<b>Executive Directors</b>								
Xavier Simonet <sup>1</sup>	77,283	56,831	-	2,153	-	0.0%	136,267	0.0%
Peter Halkett <sup>2</sup>	297,909	-	-	6,588	4,367	1.4%	308,864	0.0%
Mark Todd <sup>3</sup>	690,701	-	2,655	22,183	1,541	0.2%	717,080	0.0%
	<b>1,065,893</b>	<b>56,831</b>	<b>2,655</b>	<b>30,924</b>	<b>5,908</b>	<b>0.5%</b>	<b>1,162,211</b>	<b>0.0%</b>
<b>Other Key Management Personnel</b>								
Reuben Casey	311,025	-	2,599	9,926	-	0.0%	323,550	0.0%
Other Management <sup>4</sup>	2,105,366	91,803	12,311	65,492	2,593	0.1%	2,277,565	0.0%
<b>Total</b>	<b>4,226,310</b>	<b>148,634</b>	<b>17,565</b>	<b>106,342</b>	<b>8,501</b>	<b>0.2%</b>	<b>4,507,352</b>	<b>0.0%</b>

1. CEO from 29 June 2015. Cash bonus paid is a sign on bonus; 2. Resigned as CEO effective 6 October 2014; 3. Acting CEO 6 October 2014 to 28 June 2015. Resigned as Executive Director effective 24 August 2015; 4. Cash bonus paid relates to sign on bonus.

## 5.4 Employee Share Based Remuneration

### Accounting policy

#### (ii) Equity settled long term incentive plan

The Executive and Senior Management Long Term Incentive plan grants Group employees performance rights subject to performance hurdles being met. The fair value of rights granted is recognised as an employee expense in the Statement of comprehensive income with a corresponding increase in the employee share based payments reserve. The fair value is measured at grant date and amortised over the vesting periods. The fair value of the rights granted is measured using the Kathmandu Holdings Limited share price as at the grant date less the present value of the dividends forecast to be paid prior to the each vesting date. When performance rights vest, the amount in the share based payments reserve relating to those rights are transferred to share capital. When any vested performance rights lapse upon employee termination, the amount in the share based payments reserve relating to those rights is transferred to retained earnings.

#### Executive and Senior Management Long Term Incentive Plan

On 20 November 2013, shareholders approved at the Annual General Meeting the continuation of an Employee Long Term Incentive Plan (LTI) (previously established 24 November 2010) to grant performance rights to Executive Directors, Key Management Personnel and other Senior Management. Performance rights will vest subject to the satisfaction of performance conditions which will be different for Executive Directors as compared with the Key Management Personnel and Senior Management.

#### Executive Directors

Performance rights granted to Executive Directors are summarised below:

Grant Date	Balance at start of year Number	Granted during the year Number	Vested during the year Number	Lapsed during the year Number	Balance at the end of year
16 Dec 2015	-	407,463	-	-	407,463
12 Dec 2014	110,891	-	-	(110,891)	-
11 Dec 2013	99,153	-	-	(99,153)	-
11 Dec 2012	64,632	-	-	(64,632)	-
30 Nov 2011	27,474	-	-	(27,474)	-
	302,150	407,463	-	(302,150)	407,463

The performance rights granted on 16 December 2015 are Long Term Incentive components only.

Long Term Incentive performance rights vest in equal tranches. In each tranche the rights are subject to a combination of a relative Total Shareholder Return (TSR) hurdle and/or an EPS growth hurdle. The relative weighting and number of tranches for each grant date are shown in the table below:

Grant Date	Tranches	EPS Weighting	TSR Weighting
16 Dec 2015	1	50%	50%
12 Dec 2014	1	0%	100%
11 Dec 2013	3	50%	50%
11 Dec 2012	3	50%	50%
30 Nov 2011	3	50%	50%

The proportion of rights subject to the relative TSR hurdle is dependent on Kathmandu Holdings Limited's TSR performance relative to a defined comparable group of companies in New Zealand and Australia listed on either the ASX or NZX. The percentage of TSR related rights vest according to the following performance criteria:

Kathmandu Holdings Limited relative TSR ranking	% Vesting
Below the 50 <sup>th</sup> percentile	0%
50 <sup>th</sup> percentile	50%
51 <sup>st</sup> – 74 <sup>th</sup> percentile	50% + 2% for each percentile above the 50 <sup>th</sup>
75 <sup>th</sup> percentile or above	100%

The TSR performance is calculated for the following performance periods:

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Tranche	2016	2015
Tranche 1	36 months to 1 December 2018	36 months to 1 December 2017

The fair value of the TSR rights have been valued under a Monte Carlo simulation approach predicting Kathmandu Holdings Limited's TSR relative to the comparable group of companies at the respective vesting dates for each tranche. The fair value of TSR rights, along with the assumptions used to simulate the future share prices using a random-walk process are shown below:

	2016	2015
Fair value of TSR rights	\$189,470	\$221,782
Current price at grant date	\$1.44	\$3.05
Risk free interest rate	2.76%	3.70%
Expected life (years)	3	3
Expected share volatility	45.7%	38.5%

The estimated fair value for each tranche of rights issued is amortised over the vesting period from the grant date.

The proportion of rights subject to the EPS growth hurdle is dependent on the compound average annual growth in Kathmandu Holdings Limited's EPS relative to the year ending 31 July 2015. The applicable performance periods are:

Tranche	2016 Performance Period	2015 Performance Period
Tranche 1	FY18 EPS relative to FY15 EPS	N/A

The percentage of the 2016 EPS growth related rights scales according to the compound average annual EPS growth achieved as follows:

EPS Growth	2016 % Rights Vesting
< 17.5%	0%
>=17.5%, < 18.5%	50%
>=18.5%, < 19.5%	60%
>=19.5%, < 20.5%	70%
>=20.5%, < 21.5%	80%
>=21.5%, < 22.5%	90%
>=22.5%	100%

The fair value of the EPS rights have been assessed as the Kathmandu Holdings Limited share price as at the grant date less the present value of the dividends forecast to be paid prior to each vesting date. The estimated fair value for each tranche of options issued is amortised over the vesting period from the grant date.

### Key Management Personnel and Senior Management

Performance rights granted to Key Management Personnel and Senior Management, all Short Term Incentives under the shareholder approved Employee Long Term Incentive Plan are summarised below:

Grant Date	Balance at start of year Number	Granted during the year Number	Vested during the year Number	Lapsed during the year Number	Balance at the end of year
18 Dec 2015	-	941,948	-	(238,765)	703,183

Short Term Incentive performance rights vest:

- upon the Company achieving non-market performance hurdles; and
- the employee remaining in employment with the Company until the vesting date.

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The performance period and vesting dates are summarised below:

	2016
Grant Date	18 Dec 2015
Performance period (year ending)	31 Jul 2016
Vesting Date – Key Management Personnel and Senior Management	31 Jul 2017

The fair value of the rights were assessed as the Kathmandu Holdings Limited share price as at the grant date less the present value of the dividends forecast to be paid prior to the vesting date. The fair value of each right has been calculated to be NZ\$1.45 per right.

The non-market performance hurdles set for the year ending 31 July 2016 were met and accordingly an expense has been recognised in the Statement of Comprehensive Income.

### Expenses arising from equity settled share based payments transactions

	2016 NZ\$'000	2015 NZ\$'000
Executive Directors	92	9
Key Management Personnel and Senior Management	600	-
	<u>692</u>	<u>9</u>

### 5.5 Contingent liabilities

#### Keeping it simple ...

A contingent liability is a liability that is not sufficiently certain to qualify for recognition as a provision where uncertainty may exist regarding the outcome of future events.

	2016 NZ\$'000	2015 NZ\$'000
Liabilities outstanding under letters of credit	159	1,871

### 5.6 Contingent assets

There are no contingent assets in 2016 (2015: nil).

### 5.7 Events occurring after the balance date

There are no events after balance date which materially affect the information within the financial statements.

### 5.8 Supplementary Information

#### Directors fees

	2016 NZ\$'000	2015 NZ\$'000
Directors' fees	747	744

Directors fees for the Parent company were paid to the following:

- David Kirk (Chairman)
- Sandra McPhee
- John Harvey
- John Holland
- Christine Cross

## Audit fees

During the year the following fees were paid or payable for services provided by the auditor of the parent entity, its related practices and other network audit firms:

	2016 NZ\$'000	2015 NZ\$'000
<b>Audit services - PricewaterhouseCoopers</b>		
Statutory audit	130	126
Half year review	30	30
Other assurance services*	37	26
Total remuneration for audit services	197	182

\* Other assurance services relate to a treasury review, the preparation of revenue certificates and a system implementation review in the previous year.

## 5.9 New Accounting Standards

### New standards first applied in the year

There are no standards or amendments adopted by the Group since 1 August 2015 that have a significant impact on the Group.

### Standards, interpretations and amendments to published standards that are not yet effective

NZ IFRS 15, 'Revenue from contracts with customers' deals with revenue recognition and establishes principles for reporting the nature, amount, timing and uncertainty of revenue and cash flows arising from an entity's contracts with customers. Revenue is recognised when a customer obtains control of a good or service and thus has the ability to direct the use and obtain the benefits from the good or service. The standard replaces NZ IAS 18 'Revenue' and NZ IAS 11 'Construction contracts' and related interpretations. The standard is effective for annual periods beginning on or after 1 January 2018 and earlier application is permitted. The group intends to adopt NZ IFRS 15 on 1 August 2018 and is currently assessing its full impact. This standard is not expected to significantly impact the Group.

NZ IFRS 9, 'Financial instruments', addresses the classification, measurement and recognition of financial assets and financial liabilities. It replaces the guidance in NZ IAS 39 that relates to the classification and measurement of financial instruments. NZ IFRS 9 retains but simplifies the mixed measurement model and establishes three primary measurement categories for financial assets: amortised cost, fair value through other comprehensive income and fair value through profit or loss. The basis of classification depends on the entity's business model and the contractual cash flow characteristics of the financial asset. Investments in equity instruments are required to be measured at fair value through profit or loss with the irrevocable option at inception to present changes in fair value in other comprehensive income not recycling. There is now a new expected credit losses model that replaces the incurred loss impairment model used in NZ IAS 39. For financial liabilities there were no changes to classification and measurement except for the recognition of changes in own credit risk in other comprehensive income, for liabilities designated at fair value through profit or loss. NZ IFRS 9 relaxes the requirements for hedge effectiveness by replacing the bright line hedge effectiveness tests. It requires an economic relationship between the hedged item and hedging instrument and for the 'hedged ratio' to be the same as the one management actually use for risk management purposes. Contemporaneous documentation is still required but is different to that currently prepared under NZ IAS 39. The standard is effective for accounting periods beginning on or after 1 January 2018. Early adoption is permitted. The Group intends to adopt NZ IFRS 9 on 1 August 2018 and has yet to assess its full impact.

NZ IFRS 16, 'Leases' requires a lessee to recognise a lease liability reflecting future lease payments and a 'right-of-use' asset for virtually all lease contracts. The standard replaces the current guidance in NZ IAS 17 'Leases'. The standard is effective for accounting periods beginning on or after 1 January 2019. Early adoption is permitted. The Group intends to adopt NZ IFRS 16 on 1 August 2019 and has yet to assess its full impact.



## ***Independent auditor's report***

To the shareholders of Kathmandu Holdings Limited

### ***Our opinion***

In our opinion, the consolidated financial statements of Kathmandu Holdings Limited (the Company), including its subsidiaries (the Group), present fairly, in all material respects, the financial position of the Group as at 31 July 2016, its financial performance and its cash flows for the year then ended in accordance with New Zealand Equivalents to International Financial Reporting Standards (NZ IFRS) and International Financial Reporting Standards (IFRS).

### ***What we have audited***

Kathmandu Holdings Limited's consolidated financial statements comprise:

- the balance sheet as at 31 July 2016;
- the statement of comprehensive income for the year then ended;
- the statement of changes in equity for the year then ended;
- the statement of cash flows for the year then ended; and
- the notes to the consolidated financial statements, which include a summary of significant accounting policies.

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### ***Basis for opinion***

We conducted our audit in accordance with International Standards on Auditing (New Zealand) (ISAs NZ) and International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the consolidated financial statements* section of our report.

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

We are independent of the Group in accordance with Professional and Ethical Standard 1 (Revised) *Code of Ethics for Assurance Practitioners* (PES 1) issued by the New Zealand Auditing and Assurance Standards Board and the International Ethics Standards Board for Accountants' *Code of Ethics for Professional Accountants* (IESBA Code), and we have fulfilled our other ethical responsibilities in accordance with these requirements.

Our firm carries out other services for the Group in the areas of the treasury advice and other assurance services. The provision of these other services has not impaired our independence as auditor of the Group.



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### *Information other than the financial statements and auditor's report*

The Directors are responsible for the annual report. Our opinion on the consolidated financial statements does not cover the other information included in the annual report and we do not express any form of assurance conclusion on the other information.

Our opinion on the financial statements does not cover the other information and we will not express any form of audit opinion or assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information identified above when it becomes available and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

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### *Responsibilities of the Directors for the consolidated financial statements*

The Directors are responsible, on behalf of the Company, for the preparation and fair presentation of the consolidated financial statements in accordance with NZ IFRS and IFRS, and for such internal control as the Directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, the Directors are responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Directors either intend to liquidate the Group or to cease operations, or have no realistic alternative but to do so.

### *Auditor's responsibilities for the audit of the consolidated financial statements*

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements, as a whole, are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs NZ and ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

A further description of our responsibilities for the audit of the financial statements is located at the External Reporting Board's website at:

[https://xrb.govt.nz/Site/Auditing\\_Assurance\\_Standards/Current\\_Standards/Page5.aspx](https://xrb.govt.nz/Site/Auditing_Assurance_Standards/Current_Standards/Page5.aspx)

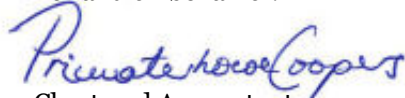
### *Who we report to*

This report is made solely to the Company's shareholders, as a body. Our audit work has been undertaken so that we might state those matters which we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Company and the Company's shareholders, as a body, for our audit work, for this report or for the opinions we have formed.

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The engagement partner on the audit resulting in this independent auditor's report is Nathan Wylie.

For and on behalf of:

  
Chartered Accountants  
21 September 2016

Christchurch