

Turners and Growers Limited		
Results for announcement to the market		
Reporting Period	12 months to December 2010	
Previous Reporting Period	12 months to December 2009	
	Amount (000s)	Percentage change
Revenue from Ordinary Activities	\$599,227	1.57%
Profit after tax from ordinary activities after tax attributable to security holder*	\$10,073	16.65%
Net Profit attributable to security holders	\$4,953	-42.64%
Final Dividend	Amount per security	Imputed amount per security
N/A	N/A	N/A
Record Date	N/A	
Dividend Payment Date	N/A	
Comments	Refer to the attached documents	

*This figure excludes the one-off building depreciation tax expense of \$5.1 million.

A Profit Distribution Scheme will continue for 2011. Details of the Distribution appear with the 2010 commentary.

TURNERS & GROWERS LIMITED AND SUBSIDIARY COMPANIES

Consolidated income statement

For the year ended 31 December 2010

	December 2010 \$'000	December 2009 \$'000	Variance %
Gross turnover	847,202	834,845	1.48%
Revenue	599,227	589,955	1.57%
Cost of sales	(439,826)	(430,150)	2.25%
Gross profit	159,401	159,805	-0.25%
Other operating income	1,598	1,240	28.87%
Administration expenses	(19,950)	(22,633)	-11.85%
Other operating expenses	(117,999)	(120,599)	-2.16%
Operating profit before financing costs	23,050	17,813	29.40%
Financial income	1,384	1,082	27.91%
Financial expenses	(6,172)	(6,305)	-2.11%
Net financing costs	(4,788)	(5,223)	-8.33%
Share of (loss)/profit from associates	(1,178)	1,107	-206.41%
Profit before tax	17,084	13,697	24.73%
Income tax expense	(5,638)	(4,168)	35.27%
Building depreciation tax expense	(5,120)	-	-
Profit after tax	6,326	9,529	-33.61%
Attributable to:			
Equity holders of the parent	4,953	8,635	-42.64%
Non-controlling interests	1,373	894	53.58%
Profit for the year	6,326	9,529	-33.61%
Earnings per share			
Basic earnings per share (in cents)	4.48	7.75*	
Diluted earnings per share (in cents)	4.40	7.62*	

* Following the requirement in NZ IAS 33 'Earnings per share' the 2009 comparative has been re-stated as if the share issue occurring during 2010 relating to the dividend distribution plan, which was without consideration, had occurred at the beginning of the earliest period presented, i.e. 1 January 2009.

TURNERS & GROWERS LIMITED AND SUBSIDIARY COMPANIES

Consolidated statement of comprehensive income

For the year ended 31 December 2010

	December 2010 \$'000	December 2009 \$'000
Profit for the year	6,326	9,529
Other comprehensive income		
Gain on revaluation of land and buildings, net of tax	1,675	5,482
Movement in share option reserve	56	107
Exchange difference on translation of foreign operations	(171)	(2,244)
Movement in cash flow hedge reserve, net of tax	(395)	-
Other comprehensive income	1,165	3,345
Total comprehensive income	7,491	12,874
Total comprehensive income for the year is attributable to:		
Equity holders of the parent	6,118	11,980
Non-controlling interests	1,373	894
	7,491	12,874

TURNERS & GROWERS LIMITED AND SUBSIDIARY COMPANIES

Consolidated balance sheet

	December 2010 \$'000	December 2009 \$'000
Non-current assets		
Property, plant & equipment	256,069	257,292
Biological assets	13,283	10,568
Intangible assets	18,386	19,357
Investments in associates	19,440	17,202
Available-for-sale investments	329	313
Trade and other receivables	3,550	3,780
Total non-current assets	311,057	308,512
Current assets		
Inventories	29,234	32,739
Biological assets	7,026	4,643
Trade and other receivables	75,161	62,672
Taxation receivable	6,621	5,546
Cash and cash equivalents	18,414	11,245
Total current assets	136,456	116,845
Total assets	447,513	425,357
Equity		
Share capital	160,678	160,678
Other reserves	58,825	57,660
Retained earnings	76,947	72,414
Total equity attributable to equity holders of the parent	296,450	290,752
Non-controlling interests	4,379	3,196
Total equity	300,829	293,948
Non-current liabilities		
Interest bearing loans and borrowings	45,597	50,165
Trade and other payables	144	259
Deferred tax liabilities	21,755	14,937
Total non-current liabilities	67,496	65,361
Current liabilities		
Trade and other payables	61,436	55,748
Interest bearing loans and borrowings	17,752	10,300
Total current liabilities	79,188	66,048
Total liabilities	146,684	131,409
Total equity and liabilities	447,513	425,357

TURNERS & GROWERS LIMITED AND SUBSIDIARY COMPANIES

Consolidated statement of cash flows

For the year ended 31 December 2010

	December 2010 \$'000	December 2009 \$'000
Cash flows from operating activities		
Cash was provided from:		
Cash receipts from customers	866,650	856,181
Dividends received	53	90
Interest received	1,088	839
	<u>867,791</u>	<u>857,110</u>
Cash was disbursed to:		
Payments to suppliers and employees	(825,499)	(827,546)
Interest paid	(6,147)	(6,131)
Income tax paid	(5,530)	(4,410)
	<u>(837,176)</u>	<u>(838,087)</u>
Net cash generated from operating activities	<u>30,615</u>	<u>19,023</u>
Cash flows from investing activities		
Cash was provided from:		
Proceeds from sale of property, plant & equipment	463	319
Dividends received from associates	1,676	1,103
Cash acquired on purchase of subsidiary	-	144
External loan repayments from suppliers, customers and associates	1,060	1,669
	<u>3,199</u>	<u>3,235</u>
Cash was disbursed to:		
Purchase of property, plant & equipment, biological assets and investment properties	(14,890)	(15,207)
Purchase of intangible assets	(1,541)	(1,297)
Purchase of available-for-sale investments	(16)	(35)
Purchase of non-controlling interest's share in subsidiary	-	(1,011)
Purchase of subsidiaries	-	(166)
Purchase of associates	(4,712)	-
External loans to suppliers, customers and associates	(6,641)	(2,101)
	<u>(27,800)</u>	<u>(19,817)</u>
Net cash used in investing activities	<u>(24,601)</u>	<u>(16,582)</u>
Cash flows from financing activities		
Cash was provided from:		
Proceeds from bank term loans	83,703	131,000
	<u>83,703</u>	<u>131,000</u>
Cash was disbursed to:		
Dividends paid to parent shareholders	(420)	(4,359)
Dividends paid to non-controlling shareholders	(180)	(300)
Bank commercial bill facility and loan repayments	(81,150)	(130,209)
	<u>(81,750)</u>	<u>(134,868)</u>
Net cash used in financing activities	<u>1,953</u>	<u>(3,868)</u>
Net increase /(decrease) in cash and cash equivalents	<u>7,967</u>	<u>(1,427)</u>
Foreign currency translation adjustment	(798)	21
Cash and cash equivalents at beginning of year	11,245	12,651
Cash and cash equivalents at end of year	<u>18,414</u>	<u>11,245</u>

TURNERS & GROWERS LIMITED AND SUBSIDIARY COMPANIES

Consolidated statement of changes in equity

For the year ended 31 December 2010

	Attributable to equity holders of the Parent					Non-controlling interests \$'000	Total equity \$'000
	Share capital \$'000	Revaluation reserve \$'000	Other reserves \$'000	Retained earnings \$'000	Total \$'000		
Balance at 1 January 2009	155,007	52,314	2,001	73,809	283,131	4,148	287,279
Comprehensive income							
Profit for the period	-	-	-	8,635	8,635	894	9,529
Other comprehensive income							
Revaluation of land and buildings	-	5,482	-	-	5,482	-	5,482
Movement in share option reserve	-	-	107	-	107	-	107
Exchange differences on translation of foreign operations	-	-	(2,244)	-	(2,244)	-	(2,244)
Total other comprehensive income	-	5,482	(2,137)	-	3,345	-	3,345
Total comprehensive income	-	5,482	(2,137)	8,635	11,980	894	12,874
Transactions with owners							
Acquisition of subsidiaries	-	-	-	-	-	64	64
Acquisition of non-controlling interest's share of subsidiary	-	-	-	-	-	(1,610)	(1,610)
Dividends reinvestment plan	5,671	-	-	-	5,671	-	5,671
Dividends	-	-	-	(10,030)	(10,030)	(300)	(10,330)
Total transactions with owners	5,671	-	-	(10,030)	(4,359)	(1,846)	(6,205)
Balance at 31 December 2009	160,678	57,796	(136)	72,414	290,752	3,196	293,948
Balance at 1 January 2010	160,678	57,796	(136)	72,414	290,752	3,196	293,948
Comprehensive income							
Profit for the period	-	-	-	4,953	4,953	1,373	6,326
Other comprehensive income							
Gain on revaluation of land and buildings, net of tax	-	-	-	-	-	-	-
Revaluation of land and buildings	-	1,675	-	-	1,675	-	1,675
Movement in share option reserve	-	-	56	-	56	-	56
Exchange differences on translation of foreign operations	-	-	(171)	-	(171)	-	(171)
Other	-	-	-	-	-	-	-
Cash flow hedges	-	-	(395)	-	(395)	-	(395)
Total other comprehensive income	-	1,675	(510)	-	1,165	-	1,165
Total comprehensive income	-	1,675	(510)	4,953	6,118	1,373	7,491
Transactions with owners							
Other	-	-	-	-	-	(10)	(10)
Dividends	-	-	-	(420)	(420)	(180)	(600)
Total transactions with owners	-	-	-	(420)	(420)	(190)	(610)
Balance at 31 December 2010	160,678	59,471	(646)	76,947	296,450	4,379	300,829

TURNERS & GROWERS LIMITED AND SUBSIDIARY COMPANIES

Details of associates

For the year ended 31 December 2010

Name	Percentage of ordinary shares held at the end of the year		Contribution to net (deficit) / surplus	
	Current Full Year	Previous Corresponding Full Year	Current Full Year NZ\$'000	Previous Corresponding Full Year NZ\$'000
Equity Accounted Associates			Equity Accounted in current year	
Worldwide Fruit Ltd - (UK)	50%	50%	263	-
David Oppenheimer & Co - (USA)	15%	15%	1,409	784
Fresh Vegetable Packers Ltd - (NZ)	41%	41%	5	17
Allen Blair Properties Ltd - (NZ)	33%	33%	(276)	12
McKay Shipping Ltd - (NZ)	25%	25%	248	459
Inglis Horticulture Ltd - (NZ)	50%	50%	(3,357)	(165)
Fruitmark NV/SA - (Belgium)	50%	N/A	235	-
Delica Pty Ltd - (AUS)	25%	N/A	294	-
Mystery Creek Asparagus - (NZ)	10%	N/A	-	-
Wawata - (NZ)	50%	N/A	-	-
			(1,178)	1,107
Other Material Interests			Not Equity Accounted in current year	
			Nil	Nil

Equity carrying value of investments in associates at the beginning of the year

Share of changes in associates' post acquisition surplus/(deficit) and reserves:

- (Deficit) / surplus
- Foreign currency translation movements
- New investment in associates
- Dividends received during the period

Equity carrying value of investments at the end of the year

	Full Year NZ\$'000	Previous Full Year NZ\$'000
Equity carrying value of investments in associates at the beginning of the year	17,202	17,578
Share of changes in associates' post acquisition surplus/(deficit) and reserves:		
- (Deficit) / surplus	(1,178)	1,107
- Foreign currency translation movements	48	(380)
- New investment in associates	5,044	-
- Dividends received during the period	(1,676)	(1,103)
Equity carrying value of investments at the end of the year	19,440	17,202

Included within the carrying value of investments in associates is a goodwill balance of \$ 1,549k (2009: nil) in relation to the investment in Delica Pty. Limited.

TURNERS & GROWERS LIMITED AND SUBSIDIARY COMPANIES

Supplementary information

For the year ended 31 December 2010

	Current Full year	Previous Corresponding Full year
Net tangible assets per security	\$2.50	\$2.61
Shares issued under Distribution Plan	7,598,948	-
(Share value)	\$0.10	-
Shares issued under Dividend Reinvestment Plan	-	5,071,748
(Share value)	-	1.12
Basic earnings per share (cents)	4.48	7.75*
Diluted earnings per share (cents)	4.40	7.62*

* Following the requirement in NZ IAS 33 'Earnings per share' the 2009 comparative has been re-stated as if the share issue occurring during 2010 relating to the dividend distribution plan, which was without consideration, had occurred at the beginning of the earliest period presented, i.e. 1 January 2009.

TURNERS & GROWERS LIMITED AND SUBSIDIARY COMPANIES

Segment Reporting

For the year ended 31 December 2010

Primary reporting format - Business segments

	Domestic	Exports	Processing	Growing operations	Other	Consolidated
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Full year ended 31 December 2010						
Inter-segment revenue	9,681	26,950	119	2,515	8,370	47,635
Revenue from external customers	170,903	277,244	44,424	42,565	64,091	599,227
Total segment revenues	180,584	304,194	44,543	45,080	72,461	646,862
Depreciation	5,168	4,019	2,226	3,250	842	15,505
Amortisation	1,042	1,061	64	296	259	2,722
Operating profit before financing costs	10,603	5,343	86	2,828	4,190	23,050
Full year ended 31 December 2009						
Inter-segment revenue	8,449	26,262	132	20,755	6,676	62,274
Revenue from external customers	162,930	294,679	39,120	26,138	67,088	589,955
Total segment revenues	171,379	320,941	39,252	46,893	73,764	652,229
Depreciation	4,849	4,232	2,294	3,443	770	15,588
Amortisation	926	915	65	272	184	2,362
Operating profit / (loss) before financing costs	9,198	7,394	777	(2,478)	2,922	17,813

A reconciliation of operating profit before financing costs to profit before tax is provided as follows:

	December 2010 12 Months \$'000	December 2009 12 Months \$'000
Operating profit before financing costs for reportable segments	18,860	14,891
Other segments operating profit before financing costs	4,190	2,922
Net financing costs	(4,788)	(5,223)
Share of (loss) / profit of associates	(1,178)	1,107
Profit before tax	17,084	13,697

Breakdown of revenue from all business operations is as follows:

	December 2010 12 Months \$'000	December 2009 12 Months \$'000
Analysis of revenue by category		
Sales and commissions	536,599	519,848
Services	56,810	65,315
Royalties	4,291	3,450
Rental income	1,527	1,342
	599,227	589,955

The Group is domiciled in New Zealand. The total revenues from external customers in New Zealand and other countries are:

	December 2010 12 Months \$'000	December 2009 12 Months \$'000
Revenue from external customers		
New Zealand	297,540	274,328
Other countries	301,687	315,627
	599,227	589,955

The total non-current assets other than financial instruments and deferred tax assets located in New Zealand and other countries are:

	December 2010 12 Months \$'000	December 2009 12 Months \$'000
Total non-current assets		
New Zealand	298,167	298,893
Other countries	9,011	5,526
	307,178	304,419