

# DELTA UTILITY SERVICES LIMITED

Six Monthly Report  
for the Period Ended  
31 December 2015

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**COMPANY PARTICULARS**  
**as at 31 December 2015**

**DIRECTORS**

Dr Ian M Parton (Chair)  
David J Frow  
Trevor J Kempton  
Stuart J McLauchlan

**MANAGEMENT**

Chief Executive – Grady Cameron  
Chief Financial Officer/General Manager Finance and Systems – Gary Dixon  
General Manager Asset Management – Derek Todd  
General Manager Capability and Risk – Matt Ballard  
General Manager Energy and Communication – Kewal Bagal  
General Manager Environmental Services – Richard King

**REGISTERED OFFICE**

10 Halsey Street  
Dunedin  
New Zealand

**BANKER**

Westpac Banking Corporation

**SOLICITORS**

Gallaway Cook Allan  
Anderson Lloyd

**AUDITOR**

Audit New Zealand on behalf of The Controller and Auditor-General

**TAXATION ADVISOR**

Deloitte

**DIRECTORS' REPORT**  
**for the Six Months Ended 31 December 2015**

The Directors of the Delta Utility Services Limited are pleased to report on the financial results and associated matters for the six months ended 31 December 2015.

The financial accounts include the activities of Delta Utility Services Limited only as there were no trading subsidiaries in any of the three reported periods.

**Principal Activities of the Company**

The principal activities of the Company are the management, construction, operation and maintenance of infrastructure assets and the provision of related services.

**Results for the Six Months Ended 31 December 2015**

|                                    | <b>\$000</b> |
|------------------------------------|--------------|
| Operating profit before income tax | 2,354        |
| Less income tax expense            | 499          |
|                                    | <hr/>        |
| Net profit for the period          | 1,855        |
|                                    | <hr/>        |

**State of Affairs**

The Directors believe that the state of affairs of the Company is satisfactory.

**Dividends**

A dividend of \$1.25 million was declared and paid during the period.

**Reserves**

The following net transfers have been made to or from reserves:

|                                   | <b>\$000</b> |
|-----------------------------------|--------------|
| Retained earnings - to (from)     | 605          |
| Cash flow hedge reserve to (from) | 0            |

## **DIRECTORS' REPORT**

**for the Six Months Ended 31 December 2015 - continued**

### **Review of Operations**

Employee and contractor safety remains a prime focus. A Total Recordable Injury Frequency Rate of 3.9 (target under 4.0) per 200,000 hours worked was achieved for the period. This result is comparable with industry best practice and reflects an improving trend from previous periods. Considerable effort continues to be applied by management to employee safety issues.

The Company's net profit before income tax of \$2.354 million (30 June 2015: \$6.212 million and 31 December 2014: \$2.970 million) provided a return on average Shareholder's equity of 23% (30 June 2015: 32% and 31 December 2014: 32%).

The Directors expect a satisfactory result at year-end. Delta has continued to grow its asset management, energy and environmental divisions, during the period under review.

### **Financial Statements**

The unaudited financial statements for the six months ended 31 December 2015 are attached to this report.

### **Directors' Interests in Contracts**

Disclosures of interests made by Directors are recorded in the Company's interests register. These general disclosures of interests are made in accordance with S140 (2) of the Companies Act 1993 and serve as notice that the Directors may benefit from any transaction between the Company and any of the disclosed entities. Details of these declarations are included in the Information on the Directors section of this report.

Any significant contracts involving Directors' interests that were entered into during the period ended 31 December 2015 or existed at that date are disclosed in the related parties section of this report.

### **Directors' Benefits and Remuneration**

No Director has received or become entitled to receive a benefit since the end of the previous financial period other than a benefit included in the total remuneration received or due and receivable by the Directors as shown in the financial statements.

There were no notices from Directors requesting to use Company information received in their capacity as Directors that would not otherwise have been available to them.

**DIRECTORS' REPORT**

**for the Six Months Ended 31 December 2015** - continued

**Directors' Insurance**

In accordance with the Constitution, the Company has arranged policies of Directors' Liability Insurance, which ensure generally that the Directors will incur no monetary loss as a result of actions undertaken by them as Directors, provided that they operate within the law.

**Change of Directors**

There were no changes in directorship during the period.

**Events Subsequent to Balance Date**

Aside from the matters above, the Directors are not aware of any matter or circumstance since the end of the financial period, not otherwise dealt with in this report or the Company's financial statements, that has significantly or may significantly affect the operations of the Company, the results of those operations or the state of affairs of the Company.

**On behalf of the Directors**



.....  
**I M Parton**  
**CHAIRMAN**



.....  
**S J McLauchlan**  
**DIRECTOR**

11 February 2016

# DELTA UTILITY SERVICES LIMITED

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## INFORMATION ON THE DIRECTORS

| Director                                         | Qualifications                                 | Date Appointed | Declarations of Interests                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
|--------------------------------------------------|------------------------------------------------|----------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Dr Ian M Parton<br>Non-Executive<br>Chairman     | BE (Hons)<br>PhD<br>Dist.F.IPENZ<br>CF.Inst.D. | October 2012   | Chairman – Aurora Energy Limited<br>Director – Auckland Transport Limited<br>Director – Construction Techniques Group Limited<br>Director – Skellerup Holdings Limited<br>Chancellor – University of Auckland                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| David J Frow<br>Non-Executive<br>Director        | B.Sc.Eng<br>CF.Inst.D.                         | October 2012   | Chairman and shareholder – Major Consulting Group Limited<br>Chairman – Holmes Fire LP<br>Director – Aurora Energy Limited<br>Director – ETEL Limited<br>Director – ETEL Transformers Pty Limited (Aus)<br>Director – Rataworks Limited<br>Senior Consultant – Strata Energy Consulting                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Trevor J Kempton<br>Non-Executive<br>Director    | BE (Hons)<br>M.IPENZ<br>F.NZIM<br>CM.Inst.D.   | November 2013  | Director and shareholder – Long Beach Consulting Limited<br>Director – Aurora Energy Limited<br>Director – Constructing Excellence (NZ) Limited<br>Director – The Academy of Construction Excellence (NZ) Limited<br>Director – Trevian Properties Limited<br>Councillor – Otago Regional Council<br>Shareholder – Naylor Love Enterprise Group of companies                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| Stuart J McLauchlan<br>Non-Executive<br>Director | BCom<br>FCA (PP)<br>CF.Inst.D.                 | June 2007      | Chairman and shareholder – Scott Technology Limited<br>Chairman – Dunedin International Airport Limited<br>Chairman – NZ Sports Hall of Fame<br>Chairman – Pharmac<br>Chairman – University of Otago Foundation Studies Limited<br>Chairman – UDC Finance Limited<br>Director and shareholder – Dunedin Casinos Limited<br>Director and shareholder – Rosebery Holdings Limited<br>Director – AD Instruments Pty Limited<br>Director – Aurora Energy Limited<br>Director – Cargill Hotel 2002 Limited<br>Director – Energy Link Limited<br>Director – HTS 110 Limited<br>Director – Ngai Tahu Tourism Board<br>Director – Otago & Southland Employers Association<br>Director – Scenic Circle Hotels Limited and subsidiaries<br>Director – University of Otago Holdings Limited<br>Director – USC Investments Limited<br>Member – Marsh Advisory Board<br>Partner – G S McLauchlan & Co<br>Pro Chancellor – University of Otago |

## TREND STATEMENT

|                                                                                  | Six months ended<br>31 December: |        | 12 months ended 30 June: |                      |                      |
|----------------------------------------------------------------------------------|----------------------------------|--------|--------------------------|----------------------|----------------------|
|                                                                                  | 2015                             | 2014   | 2015                     | 2014                 | 2013                 |
|                                                                                  | \$000                            | \$000  | \$000                    | \$000 <sup>(2)</sup> | \$000 <sup>(2)</sup> |
| <sup>(1)</sup> Total recordable injury frequency rate                            | 3.94                             | 5.50   | 4.16                     | 8.79                 | N/A                  |
| Revenue                                                                          | 51,876                           | 49,511 | 102,471                  | 96,624               | 105,733              |
| EBITDA before impairment charges                                                 | 5,074                            | 5,456  | 11,055                   | 12,455               | 11,795               |
| EBIT before impairment charges                                                   | 3,304                            | 3,787  | 7,700                    | 8,239                | 6,411                |
| Profit before tax and impairment charges                                         | 2,355                            | 2,970  | 6,212                    | 6,155                | 3,673                |
| Impairment charges                                                               | 0                                | 0      | 0                        | 455                  | 288                  |
| Net surplus                                                                      | 1,855                            | 2,295  | 4,657                    | 4,377                | 4,606                |
| Total assets                                                                     | 61,900                           | 55,945 | 59,705                   | 56,530               | 77,104               |
| Ordinary dividends                                                               | 1,250                            | 1,250  | 2,500                    | 2,500                | 2,000                |
| Cash flow from operating activities                                              | (782)                            | 3,426  | 10,390                   | 5,553                | 7,018                |
| Shareholder's equity                                                             | 16,409                           | 14,756 | 15,804                   | 13,757               | 11,675               |
| Term debt                                                                        | 30,390                           | 25,275 | 26,490                   | 29,775               | 44,375               |
| Return on average Shareholder's equity<br>before impairment charges (annualised) | 23%                              | 32%    | 32%                      | 37%                  | 33%                  |
| EBIT before impairment charges /<br>average funds employed (annualised)          | 11%                              | 13%    | 13%                      | 12%                  | 8%                   |
| Equity to assets                                                                 | 27%                              | 26%    | 26%                      | 24%                  | 15%                  |
| FTE (full time equivalent) employee<br>numbers as at year end                    | 602                              | 523    | 572                      | 505                  | 605                  |

### Notes:

- <sup>(1)</sup> Total recordable injuries per 200,000 hours worked. Recordable injuries include harm where either time has been lost from work, or formal medical treatment resulted. Delta changed its harm reporting metric from LTIFR in the 2015 financial year to align with industry best practice.
- <sup>(2)</sup> The trend statement figures for the year ended 30 June 2013 and 30 June 2014 include a full consolidation of Delta Utility Services Limited (Parent) and its wholly owned subsidiary at that time, Delta Investments Limited. Delta Investments Limited was liquidated as at 31 March 2014 and was removed from the Register of Companies on 11 July 2014.

**STATEMENT OF COMPREHENSIVE INCOME**  
**for the Six Months Ended 31 December 2015**

|                                         | Note | Six mths<br>ended<br>31 Dec 15<br>\$000 | Year<br>ended<br>30 Jun 15<br>\$000 | Six mths<br>ended<br>31 Dec 14<br>\$000 |
|-----------------------------------------|------|-----------------------------------------|-------------------------------------|-----------------------------------------|
| Operating revenue                       | 3    | 49,899                                  | 99,375                              | 48,076                                  |
| Financial revenue                       | 4    | 1,977                                   | 3,096                               | 1,435                                   |
| Total revenue                           |      | 51,876                                  | 102,471                             | 49,511                                  |
| Less expenses                           |      |                                         |                                     |                                         |
| Operating expenses                      | 5    | 48,572                                  | 94,771                              | 45,724                                  |
| Financial expenses                      | 6    | 950                                     | 1,488                               | 817                                     |
| Total expenses                          |      | 49,522                                  | 96,259                              | 46,541                                  |
| <b>Profit before tax</b>                |      | <b>2,354</b>                            | <b>6,212</b>                        | <b>2,970</b>                            |
| Income tax expense                      | 9    | 499                                     | 1,555                               | 675                                     |
| <b>Net profit for the period</b>        |      | <b>1,855</b>                            | <b>4,657</b>                        | <b>2,295</b>                            |
| Other comprehensive income              |      |                                         |                                     |                                         |
| Cash flow hedges                        |      | 0                                       | (110)                               | (46)                                    |
| <b>Total other comprehensive income</b> |      | <b>0</b>                                | <b>(110)</b>                        | <b>(46)</b>                             |
| <b>Total comprehensive income</b>       |      | <b>1,855</b>                            | <b>4,547</b>                        | <b>2,249</b>                            |

The accompanying notes and accounting policies form an integral part of these unaudited financial statements.

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**DELTA UTILITY SERVICES LIMITED**

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**STATEMENT OF CHANGES IN EQUITY  
for the Six Months Ended 31 December 2015**

|                                       | Note | Six mths<br>ended<br>31 Dec 15<br>\$000 | Year<br>ended<br>30 Jun 15<br>\$000 | Six mths<br>ended<br>31 Dec 14<br>\$000 |
|---------------------------------------|------|-----------------------------------------|-------------------------------------|-----------------------------------------|
| Equity at the beginning of the period |      | 15,804                                  | 13,757                              | 13,757                                  |
| Total comprehensive income            |      | 1,855                                   | 4,547                               | 2,249                                   |
| Less distribution to owners           | 8    | 1,250                                   | 2,500                               | 1,250                                   |
| Equity at the end of the period       |      | <u>16,409</u>                           | <u>15,804</u>                       | <u>14,756</u>                           |

The accompanying notes and accounting policies form an integral part of these unaudited financial statements.

# DELTA UTILITY SERVICES LIMITED

## BALANCE SHEET as at 31 December 2015

|                                      | Note | 31 Dec 15<br>\$000 | 30 Jun 15<br>\$000 | 31 Dec 14<br>\$000 |
|--------------------------------------|------|--------------------|--------------------|--------------------|
| <b>Equity</b>                        |      |                    |                    |                    |
| Share capital                        | 10   | 17,000             | 17,000             | 17,000             |
| Cash flow hedge reserve              | 11   | (161)              | (161)              | (97)               |
| Retained earnings                    | 12   | (430)              | (1,035)            | (2,147)            |
| <b>Total equity</b>                  |      | <b>16,409</b>      | <b>15,804</b>      | <b>14,756</b>      |
| <b>Current liabilities</b>           |      |                    |                    |                    |
| Trade and other payables             | 13   | 7,001              | 9,210              | 8,560              |
| GST payable                          |      | 1,079              | 557                | 1,232              |
| Cash flow hedge instruments          | 14   | 224                | 223                | 134                |
| Provisions                           | 15   | 4,611              | 4,395              | 4,127              |
| Taxation payable                     |      | 1,792              | 2,664              | 1,541              |
| <b>Total current liabilities</b>     |      | <b>14,707</b>      | <b>17,049</b>      | <b>15,594</b>      |
| <b>Non-current liabilities</b>       |      |                    |                    |                    |
| Term borrowings                      | 16   | 30,390             | 26,490             | 25,275             |
| Provisions                           | 15   | 394                | 362                | 320                |
| <b>Total non-current liabilities</b> |      | <b>30,784</b>      | <b>26,852</b>      | <b>25,595</b>      |
| <b>Total liabilities</b>             |      | <b>45,491</b>      | <b>43,901</b>      | <b>41,189</b>      |
| <b>TOTAL EQUITY AND LIABILITIES</b>  |      | <b>61,900</b>      | <b>59,705</b>      | <b>55,945</b>      |

The accompanying notes and accounting policies form an integral part of these unaudited financial statements.

# DELTA UTILITY SERVICES LIMITED

## BALANCE SHEET

as at 31 December 2015 – continued

|                               | Note | 31 Dec 15<br>\$000 | 30 Jun 15<br>\$000 | 31 Dec 14<br>\$000 |
|-------------------------------|------|--------------------|--------------------|--------------------|
| <b>Current assets</b>         |      |                    |                    |                    |
| Cash and cash equivalents     | 21   | 46                 | 220                | 125                |
| Trade and other receivables   | 22   | 23,051             | 25,244             | 24,326             |
| Inventories                   | 23   | 9,134              | 5,905              | 7,136              |
| Prepayments                   |      | 459                | 184                | 350                |
| Intra group advance           |      | 513                | 350                | 175                |
| Total current assets          |      | 33,203             | 31,903             | 32,112             |
| <b>Non-current assets</b>     |      |                    |                    |                    |
| Intangible assets             | 25   | 1,495              | 1,511              | 1,017              |
| Deferred tax asset            | 17   | 4,405              | 3,771              | 2,796              |
| Property, plant and equipment | 24   | 22,797             | 22,520             | 20,020             |
| Total non-current assets      |      | 28,697             | 27,802             | 23,833             |
| <b>TOTAL ASSETS</b>           |      | <b>61,900</b>      | <b>59,705</b>      | <b>55,945</b>      |

For and on behalf of the Board of Directors



**I M Parton**  
**CHAIRMAN**



**S J McLauchlan**  
**DIRECTOR**

11 February 2016

The accompanying notes and accounting policies form an integral part of these unaudited financial statements.

**STATEMENT OF CASH FLOWS**  
**for the Six Months Ended 31 December 2015**

|                                                              | Note      | Six mths<br>ended<br>31 Dec 15<br>\$000 | Year<br>ended<br>30 Jun 15<br>\$000 | Six mths<br>ended<br>31 Dec 14<br>\$000 |
|--------------------------------------------------------------|-----------|-----------------------------------------|-------------------------------------|-----------------------------------------|
| <b>Cash flows from operating activities</b>                  |           |                                         |                                     |                                         |
| <i>Cash was provided from</i>                                |           |                                         |                                     |                                         |
| Receipts from customers                                      |           | 49,450                                  | 97,120                              | 46,071                                  |
| Interest received                                            |           | 7                                       | 9                                   | 3                                       |
| Net GST refund                                               |           | 562                                     | 0                                   | 389                                     |
|                                                              |           | <u>50,019</u>                           | <u>97,129</u>                       | <u>46,463</u>                           |
| <i>Cash was disbursed to</i>                                 |           |                                         |                                     |                                         |
| Payments to suppliers and employees                          |           | 47,777                                  | 83,795                              | 41,864                                  |
| Interest paid                                                |           | 856                                     | 1,499                               | 804                                     |
| Inter-group tax payments                                     |           | 163                                     | 350                                 | 175                                     |
| Income tax paid                                              |           | 2,005                                   | 901                                 | 194                                     |
| Net GST paid                                                 |           | 0                                       | 194                                 | 0                                       |
|                                                              |           | <u>50,801</u>                           | <u>86,739</u>                       | <u>43,037</u>                           |
| <b>Net cash inflows/(outflows) from operations</b>           | <b>26</b> | <b>(782)</b>                            | <b>10,390</b>                       | <b>3,426</b>                            |
| <b>Cash flows from investing activities</b>                  |           |                                         |                                     |                                         |
| <i>Cash was provided from</i>                                |           |                                         |                                     |                                         |
| Sale of development property                                 |           | 0                                       | 1,208                               | 1,218                                   |
| Sale of property, plant and equipment                        |           | 295                                     | 3,337                               | 3,319                                   |
|                                                              |           | <u>295</u>                              | <u>4,545</u>                        | <u>4,537</u>                            |
| <i>Cash was disbursed to</i>                                 |           |                                         |                                     |                                         |
| Purchase of property, plant and equipment                    |           | 2,337                                   | 6,844                               | 2,192                                   |
| Investment in financial instrument                           |           | 0                                       | 2,190                               | 0                                       |
|                                                              |           | <u>2,337</u>                            | <u>9,034</u>                        | <u>2,192</u>                            |
| <b>Net cash inflows/(outflows) from investing activities</b> |           | <b>(2,042)</b>                          | <b>(4,489)</b>                      | <b>2,345</b>                            |

The accompanying notes and accounting policies form an integral part of these unaudited financial statements.

**STATEMENT OF CASH FLOWS**  
**for the Six Months Ended 31 December 2015 - continued**

|                                                                                 | Note | Six mths<br>ended<br>31 Dec 15<br>\$000 | Year<br>ended<br>30 Jun 15<br>\$000 | Six mths<br>ended<br>31 Dec 14<br>\$000 |
|---------------------------------------------------------------------------------|------|-----------------------------------------|-------------------------------------|-----------------------------------------|
| <b>Cash flows from financing activities</b>                                     |      |                                         |                                     |                                         |
| <i>Cash was provided from</i>                                                   |      |                                         |                                     |                                         |
| Receipts from borrowings                                                        |      | 44,575                                  | 76,690                              | 35,350                                  |
|                                                                                 |      | <u>44,575</u>                           | <u>76,690</u>                       | <u>35,350</u>                           |
| <i>Cash was disbursed to</i>                                                    |      |                                         |                                     |                                         |
| Repayment of borrowings                                                         |      | 40,675                                  | 79,975                              | 39,850                                  |
| Dividends paid                                                                  |      | 1,250                                   | 2,500                               | 1,250                                   |
|                                                                                 |      | <u>41,925</u>                           | <u>82,475</u>                       | <u>41,100</u>                           |
| <b>Net cash inflows/(outflows) from financing activities</b>                    |      | <u><b>2,650</b></u>                     | <u><b>(5,785)</b></u>               | <u><b>(5,750)</b></u>                   |
| <b>Net increase/(decrease) in cash, cash equivalents<br/>and bank overdraft</b> |      | (174)                                   | 116                                 | 21                                      |
| Cash and cash equivalents at the beginning of the<br>period                     |      | <u>220</u>                              | <u>104</u>                          | <u>104</u>                              |
| <b>CASH AND CASH EQUIVALENTS AT THE END OF<br/>THE PERIOD</b>                   | 21   | <u><b>46</b></u>                        | <u><b>220</b></u>                   | <u><b>125</b></u>                       |

The accompanying notes and accounting policies form an integral part of these unaudited financial statements.

**NOTES TO THE FINANCIAL STATEMENTS  
for the Six Months Ended 31 December 2015**

**1 REPORTING ENTITY**

The financial statements presented are for the reporting entity Delta Utility Services Limited only.

Delta Utility Services Limited ("the Company") is a Council Controlled Trading Organisation as defined in the Local Government Act 2002. The Company, incorporated in New Zealand under the Companies Act 1993, is a wholly owned subsidiary of Dunedin City Holdings Limited. Dunedin City Holdings Limited is wholly owned by Dunedin City Council.

Delta Investments Limited was a wholly-owned subsidiary of Delta Utility Services Limited and a Council Controlled Trading Organisation as defined in the Local Government Act 2002. Delta Investments Limited was liquidated as at 31 March 2014 and was removed from the Register of Companies on 11 July 2014.

Lakes Contract Services Limited was a non-trading company and was previously a wholly owned subsidiary of Delta Utility Services Limited. It was not consolidated and its shares were transferred to Dunedin City Holdings Limited on 17 December 2014.

No subsidiaries traded in the periods reported in these financial statements. The Trend Statement on page 6 includes Delta Investments Limited for the full years ending 30 June 2014 and 30 June 2013 only.

The financial statements have been prepared in accordance with the requirements of the Local Government Act 2002 and the Companies Act 1993.

The financial statements are presented in New Zealand dollars (the functional currency of the Company) and have been rounded to the nearest thousand.

**2 SIGNIFICANT ACCOUNTING POLICIES**

**Statement of Compliance**

The Company is a Tier 1 for-profit entity as defined by the External Reporting Board (expenses over \$30 million) and has reported in accordance with Tier 1 For-profit Accounting Standards. These financial statements are general purpose financial reports which have been prepared in accordance with NZIAS1, additional information as requested by Directors, and in accordance with NZ GAAP. They comply with New Zealand Equivalents to IFRS, and other applicable Financial Reporting Standards, as appropriate for profit orientated entities.

The financial statements were authorised for issue by the Directors on 11 February 2016.

The interim financial statements are to be read in conjunction with the most recent annual financial statements.

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015 - continued**

**2 SIGNIFICANT ACCOUNTING POLICIES - continued**

**Basis of Accounting**

The financial statements have been prepared on the historic cost basis, except for the revaluation of cash flow hedge instruments. The going concern assumption has been applied.

The accounting policies set out below have been applied consistently to all periods in these financial statements.

**Critical Accounting Judgements, Estimates and Assumptions**

In preparing these financial statements, the Company has made judgements, estimates and assumptions concerning the future. These estimates and assumptions may differ from the subsequent actual results. Estimates and assumptions are continually evaluated. The critical accounting judgements, estimates and assumptions of the Company are contained within the following policies.

**Revenue Recognition**

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

Revenue from services rendered is recognised when it is probable that the economic benefits associated with the transaction will flow to the entity.

Sales of goods are recognised when significant risks and rewards of owning the goods are transferred to the buyer, when the revenue can be measured reliably and when management effectively ceases involvement or control.

**Financial Revenue**

Financial revenue is recognised when it is probable that the economic benefits will flow to the Company and the amount of revenue can be measured reliably. Financial income is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable.

**Leasing**

Rental income from operating leases is recognised on a straight-line basis over the term of the relevant lease.

Rentals payable under operating leases are charged to income on a straight-line basis over the term of the relevant lease.

Benefits received and receivable as an incentive to enter into an operating lease are spread on a straight-line basis over the lease term.

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015 - continued**

**2 SIGNIFICANT ACCOUNTING POLICIES - continued**

**Construction Contracts**

Where the outcome of a construction contract can be estimated reliably, revenue and costs are recognised by reference to the stage of completion of the contract activity at the balance sheet date. This is normally measured by the proportion that contract costs incurred for work performed to date bear to the estimated total contract costs, except where this would not be representative of the stage of completion. Variations in contract work, claims and incentive payments are included to the extent that they have been agreed with the customer.

Where the outcome of a construction contract cannot be estimated reliably, contract revenue is recognised to the extent of contract costs incurred that it is probable will be recoverable. Contract costs are recognised as expenses in the period in which they are incurred.

When it is probable that total contract costs will exceed total contract revenue, the expected loss is recognised as an expense immediately.

**Borrowing Costs**

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to prepare for their intended use or sale, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use or sale.

All other borrowing costs are recognised in the income statement in the period in which they are incurred.

**Employee Entitlements**

Entitlements to salary and wages and annual leave are recognised when they accrue to employees. This includes the estimated liability for salaries and wages and annual leave as a result of services rendered by employees up to balance date at current rates of pay.

Entitlements to long service leave and retirement gratuities are calculated on an actuarial basis and are based on the reasonable likelihood that they will be earned by employees and paid by the Company.

The Company recognises a liability for sick leave to the extent that absences in the coming year are expected to be greater than the sick leave entitlements earned in the coming year. The calculation is based on the value of excess sick leave taken within the previous 12 months.

**Goods and Services Tax (GST)**

Revenues, expenses, assets and liabilities are recognised net of the amount of GST, except for receivables and payables which are recognised inclusive of GST. The Statement of Cash Flows is inclusive of GST.

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015 - continued**

**2 SIGNIFICANT ACCOUNTING POLICIES - continued**

**Taxation**

The tax expense represents the sum of the tax currently payable and deferred tax.

The tax currently payable is based on taxable profit for the year plus any adjustments to income tax payable in respect of prior years.

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit.

Current tax and deferred tax is charged or credited to the income statement except when deferred tax relates to items charged directly to equity, in which case the tax is dealt with in equity.

The Company's liability for current tax is calculated using tax rates that have been enacted by the balance sheet date.

Deferred tax liabilities are generally recognised for all taxable temporary differences and deferred tax assets are recognised to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilised. Such assets and liabilities are not recognised if the temporary difference arises from goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the tax profit nor the accounting profit.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised. Deferred tax is charged or credited in the income statement, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity.

**Property, Plant and Equipment**

Property, plant and equipment are those assets held by the entity for the purpose of carrying on its business activities on an ongoing basis.

All property, plant and equipment is stated at cost less any subsequent accumulated depreciation and any accumulated impairment losses.

Self constructed assets include the direct cost of construction to the extent that they relate to bringing the fixed assets to the location and condition for their intended service.

Depreciation is charged so as to write off the costs of assets, other than land, properties under construction and capital work in progress, on a straight-line basis.

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015 - continued****2 SIGNIFICANT ACCOUNTING POLICIES - continued**

Rates used have been calculated to allocate the assets' costs less estimated residual values over their estimated remaining useful lives.

Depreciation of these assets commences when the assets are ready for their intended use.

Where parts of an item of property, plant and equipment have different useful lives, they are accounted for as separate items of property, plant and equipment.

Depreciation rates and methods used are as follows:

|                               | <i>Rate</i>             | <i>Method</i> |
|-------------------------------|-------------------------|---------------|
| Buildings                     | 1% to 14%               | straight line |
| Metering equipment            | 7% to 100%              | straight line |
| Plant and equipment           | 1% to 50%               | straight line |
| Motor vehicles                | 5% to 33%               | straight line |
| Office equipment and fittings | 7% to 25%               | straight line |
| Assets under construction     | no depreciation charged |               |

**Intangible Assets**

Software is recognised at cost and amortised to the Income Statement on a straight-line basis over the estimated useful life – which is a maximum period of seven years.

**Impairment of Assets**

At each balance sheet date, the Company reviews the carrying amounts of its assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where the asset does not generate cash flows that are independent from other assets, the Company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset, or cash-generating unit, is estimated to be less than its carrying amount, the carrying amount of the asset, or cash-generating unit, is reduced to its recoverable amount. Any impairment loss is immediately expensed to the income statement.

Where an impairment loss subsequently reverses, the carrying amount of the asset, or cash-generating unit, is increased to the revised estimate of its recoverable amount, but only to the extent that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset, or cash-generating unit, in prior years. A reversal of an impairment loss is recognised as income immediately.

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015** - continued

**2 SIGNIFICANT ACCOUNTING POLICIES** - continued

**Inventories**

Inventories are stated at the lower of cost or net realisable value. Cost comprises direct materials and, where applicable, direct labour costs and those overheads that have been incurred in bringing the inventories to their present location and condition. Cost is calculated using the weighted average method. Net realisable value represents the estimated selling price less all estimated costs of completion and costs to be incurred in marketing, selling and distribution.

**Cash and Cash Equivalents**

Cash and cash equivalents comprise of cash on hand, deposits held at call with banks, other short term highly liquid investments with original maturities of three months or less and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities in the balance sheet.

**Financial Instruments**

Financial instruments are contracts that give rise to financial assets or liabilities that are recognised on the Company's balance sheet when the Company becomes a party to the contractual provisions of the instrument.

**Trade and Other Payables**

Trade and other payables are stated at cost.

**Trade and Other Receivables**

Trade and other receivables are classified as financial assets at fair value less any allowances for estimated irrecoverable amounts.

**Borrowings**

Borrowings are initially recorded at fair value net of directly attributable transaction costs and are measured at subsequent reporting dates at amortised cost. Finance charges, premiums payable on settlement or redemption and direct costs are accounted for on an accrual basis to the Income Statement using the effective interest method and are added to the carrying amount of the instrument to the extent that they are not settled in the period in which they arise.

**Provisions**

A provision is recognised in the balance sheet when the Company has a present legal or constructive obligation as a result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligation.

Provisions for restructuring costs are recognised when the Company has a detailed formal plan for the restructuring that has been communicated to affected parties.

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015** - continued

**2 SIGNIFICANT ACCOUNTING POLICIES** - continued

**Cash Flow Hedge Instruments and Hedge Accounting**

The Company's activities expose it to the financial risks of changes in interest rates and foreign currency exchange rates. The Company uses cash flow hedge instruments (interest rate swap contracts) and foreign exchange forward contracts to protect itself from these risks.

The Company does not use cash flow hedge instruments for speculative purposes. Any derivatives that do not qualify for hedge accounting, under the specific NZ IFRS Rules, are accounted for as trading instruments with fair value gains and losses recognised directly in the income statement.

The use of cash flow hedge instruments is governed by policy approved by the Board of Directors in consultation with the Shareholder. Cash flow hedge instruments are recognised as a current asset or liability.

Cash flow hedge instruments are recognised at fair value on the date the hedge is entered into and are subsequently re-measured to their fair value. The fair value on initial recognition is the transaction price. Subsequent fair values are based on independent bid prices quoted in active markets for these instruments.

Changes in the fair value of derivative financial instruments that are designated and effective as hedges of future cash flows are recognised directly in equity. Any ineffective portion is recognised immediately in the income statement. Hedges that do not result in the recognition of an asset or a liability are recognised in the income statement in the same period in which the hedged item affects net profit or loss.

Hedge accounting is discontinued when the hedging instrument expires or is sold, terminated, or exercised, or no longer qualifies for hedge accounting. At that time, any cumulative gain or loss on the hedging instrument recognised in equity is retained in equity until the forecasted transaction occurs. If a hedged transaction is no longer expected to occur, the net cumulative gain or loss recognised in equity is transferred to the income statement for the year.

Any financial derivatives or cash flow hedge instruments embedded in other financial instruments or other host contracts are treated as separate instruments when their risks and characteristics are not closely related to those of host contracts and the host contracts are not carried at fair value with unrealised gains or losses reported in the income statement.

**Changes in Accounting Policies**

There have been no changes in accounting policies during the financial period.

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015 - continued**

**2 SIGNIFICANT ACCOUNTING POLICIES - continued**

**Standards Amended or Issued During the Period**

During the period, there were no new or amended accounting standards relevant to the Company.

**Standards Issued but not yet Effective**

The following accounting standards are relevant to the Company, but as they are not yet compulsory have not been adopted.

| STANDARD                                                                                                                                                     | BRIEF OUTLINE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Amendments to NZ IAS 27<br/> <i>Equity method in separate financial statements</i></p> <p>Adoption date: periods beginning on or after 1 January 2016</p> | <p>Amendments reinstate the equity method as an accounting option for investments in subsidiaries, joint ventures and associates.</p> <p>Delta Utility Services Limited no longer has any subsidiaries, joint ventures or associates, but may do in the future. Any amendments will be reflected in the treatment and disclosure of these transactions going forward.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| <p>Amendments to NZ IAS 1<br/> <i>Disclosure initiatives</i></p> <p>Adoption date: periods beginning on or after 1 January 2016</p>                          | <p>Changes were made in the following areas to provide clarity for preparers in exercising judgement when presenting their financial reports. Clarification was provided around:</p> <ul style="list-style-type: none"> <li>- Materiality in the preparation of the financial statements and when it should be applied</li> <li>- The aggregation of line items in the financial statements</li> <li>- Note ordering.</li> </ul> <p>The Company will review the new clarifications and ensure the financial statements are appropriately presented, e.g. whether notes are in the appropriate order, if materiality has reasonably been used in notes such as the related party note 29 and whether line items on the face of the financial statements were reasonably grouped. No material changes are envisaged.</p> |

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015 - continued**

**2 SIGNIFICANT ACCOUNTING POLICIES - continued**

| STANDARD                                                                                                                              | BRIEF OUTLINE                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
|---------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Amendments to NZ IAS 15<br><i>Revenue from Contracts and Customers</i><br>Adoption date: periods beginning on or after 1 January 2017 | The amendments establish principles for reporting useful information to users of financial statements about the nature, amount, timing and uncertainty of revenue and cash flows arising from an entity's contracts with customers.<br><br>This amendment is unlikely to have a major impact on the recognition and reporting of the Company's revenue. The Company will however review revenue to ensure that it is recognised in line with the revised standards and contracts in place. |
| NZ IFRS 9 (2010)<br><i>Financial Instruments</i><br>Adoption date: periods beginning on or after 1 January 2018                       | A revised version of NZ IFRS 9 will be released which includes changes to hedge effectiveness testing, treatment of hedging costs, risk components that can be hedged and disclosures. Entities may elect to apply only the accounting for gains and losses from own credit risk without applying the other requirements of NZ IFRS 9 at the same time.<br><br>The Company does not expect any material changes to current treatment or disclosure of its financial instruments.           |

|                            | Six mths<br>ended<br>31 Dec 15<br>\$000 | Year<br>ended<br>30 Jun 15<br>\$000 | Six mths<br>ended<br>31 Dec 14<br>\$000 |
|----------------------------|-----------------------------------------|-------------------------------------|-----------------------------------------|
| <b>3 OPERATING REVENUE</b> |                                         |                                     |                                         |
| Sales revenue              | 49,899                                  | 99,375                              | 48,076                                  |
|                            | <u>49,899</u>                           | <u>99,375</u>                       | <u>48,076</u>                           |
| <b>4 FINANCIAL REVENUE</b> |                                         |                                     |                                         |
| Interest received          | 1,977                                   | 3,096                               | 1,435                                   |
|                            | <u>1,977</u>                            | <u>3,096</u>                        | <u>1,435</u>                            |

Interest revenue during the period includes \$1.971 million (30 June 2015: \$2.913 million, 31 December 2014: \$1.257 million) from impaired financial assets, for which a full provision is included within Operating Expenses.

# DELTA UTILITY SERVICES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS for the Six Months Ended 31 December 2015 - continued

|                                                                            | Six mths<br>ended<br>31 Dec 15<br>\$000 | Year<br>ended<br>30 Jun 15<br>\$000 | Six mths<br>ended<br>31 Dec 14<br>\$000 |
|----------------------------------------------------------------------------|-----------------------------------------|-------------------------------------|-----------------------------------------|
| <b>5 OPERATING EXPENSES</b>                                                |                                         |                                     |                                         |
| Included in the operating expenses are the following items                 |                                         |                                     |                                         |
| Audit fees for audit of financial statements                               | 27                                      | 54                                  | 27                                      |
| Employee remuneration and benefits                                         | 22,131                                  | 39,580                              | 19,269                                  |
| Materials                                                                  | 9,120                                   | 19,469                              | 9,273                                   |
| Land cost of sales                                                         | 0                                       | 1,380                               | 1,380                                   |
| Depreciation                                                               | 1,770                                   | 3,356                               | 1,669                                   |
| Net foreign exchange loss                                                  | 0                                       | 42                                  | 0                                       |
| Rental expense                                                             | 1,373                                   | 2,014                               | 969                                     |
| Directors' fees                                                            | 53                                      | 104                                 | 51                                      |
| Bad debts written off                                                      | 6                                       | 24                                  | 0                                       |
| Increase/(decrease) in impairment provision of trade and other receivables | 2,007                                   | 4,924                               | 1,178                                   |
| Donations                                                                  | 30                                      | 35                                  | 25                                      |
| (Gain)/loss on sale/disposal assets                                        | (111)                                   | (382)                               | (366)                                   |
| Minimum lease payments                                                     | 1,020                                   | 1,800                               | 1,210                                   |

## 6 FINANCIAL EXPENSES

|                                          |            |              |            |
|------------------------------------------|------------|--------------|------------|
| Interest/facility fees - related parties | 950        | 1,487        | 817        |
| Interest – other                         | 0          | 1            | 0          |
| Total financial expenses                 | <u>950</u> | <u>1,488</u> | <u>817</u> |

|  | Six mths<br>ended<br>31 Dec 15 | Year<br>ended<br>30 Jun 15 | Six mths<br>ended<br>31 Dec 14 |
|--|--------------------------------|----------------------------|--------------------------------|
|--|--------------------------------|----------------------------|--------------------------------|

## 7 EARNINGS PER SHARE

**Basic earnings per share** is calculated by dividing the net profit/(loss) attributable to the Shareholder of the Company by the weighted average number of ordinary shares on issue during the period.

### Number of shares

|                                            |             |             |             |
|--------------------------------------------|-------------|-------------|-------------|
| Weighted average number of ordinary shares | 17,000,000  | 17,000,000  | 17,000,000  |
| <b>Basic earnings per share</b>            | 10.92 cents | 27.39 cents | 13.51 cents |

# DELTA UTILITY SERVICES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS for the Six Months Ended 31 December 2015 – continued

|                                                  |                   | Six mths<br>ended<br>31 Dec 15<br>\$000 | Year<br>ended<br>30 Jun 15<br>\$000 | Six mths<br>ended<br>31 Dec 14<br>\$000 |
|--------------------------------------------------|-------------------|-----------------------------------------|-------------------------------------|-----------------------------------------|
| <b>8</b>                                         | <b>DIVIDENDS</b>  |                                         |                                     |                                         |
| Interim dividend                                 |                   |                                         |                                     |                                         |
| December 2015                                    | 7.4 cents/share   | 1,250                                   | 0                                   | 0                                       |
| December 2014                                    | 7.4 cents/share   | 0                                       | 1,250                               | 1,250                                   |
| Final dividend                                   |                   |                                         |                                     |                                         |
| June 2015                                        | 7.4 cents/share   | 0                                       | 1,250                               | 0                                       |
|                                                  |                   | <u>1,250</u>                            | <u>2,500</u>                        | <u>1,250</u>                            |
|                                                  | Cents per share   | 7.35                                    | 14.71                               | 7.35                                    |
| <b>9</b>                                         | <b>INCOME TAX</b> |                                         |                                     |                                         |
| Operating profit before income tax               |                   | 2,356                                   | 6,212                               | 2,970                                   |
| Tax thereon at 28%                               |                   | 660                                     | 1,739                               | 832                                     |
| <i>Plus/(less) the tax effect of differences</i> |                   |                                         |                                     |                                         |
| Expenditure non-deductible for taxation          |                   | 45                                      | 55                                  | 44                                      |
| Non-assessable income                            |                   | (123)                                   | (159)                               | (54)                                    |
| Under/(over) tax provision in prior years        |                   | (83)                                    | (80)                                | (71)                                    |
| Current year tax consolidated adjustment         |                   | 0                                       | 0                                   | (76)                                    |
|                                                  |                   | <u>(161)</u>                            | <u>(184)</u>                        | <u>(157)</u>                            |
| Tax effect of differences                        |                   | (161)                                   | (184)                               | (157)                                   |
| <b>Tax expense/(benefit)</b>                     |                   | <b><u>499</u></b>                       | <b><u>1,555</u></b>                 | <b><u>675</u></b>                       |
| <i>Represented by</i>                            |                   |                                         |                                     |                                         |
| Current tax provision                            |                   | 1,185                                   | 3,088                               | 1,237                                   |
| Prior period adjustments to current tax          |                   | (53)                                    | 3                                   | 24                                      |
| Deferred tax provision                           |                   | (603)                                   | (1,453)                             | (491)                                   |
| Prior period adjustments to deferred tax         |                   | (30)                                    | (83)                                | (95)                                    |
|                                                  |                   | <u>499</u>                              | <u>1,555</u>                        | <u>675</u>                              |
| Income tax                                       |                   | 499                                     | 1,555                               | 675                                     |
| <b>Effective tax rate</b>                        |                   | <b>21.2%</b>                            | <b>25.0%</b>                        | <b>22.7%</b>                            |

Delta Utility Services Limited is a member of an Income Tax Consolidated Group.

**NOTES TO THE FINANCIAL STATEMENTS**  
for the Six Months Ended 31 December 2015 – continued

|                                                                                                                                                                                                           | Six mths<br>ended<br>31 Dec 15<br>\$000 | Year<br>ended<br>30 Jun 15<br>\$000 | Six mths<br>ended<br>31 Dec 14<br>\$000 |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------|-------------------------------------|-----------------------------------------|
| <b>10 SHARE CAPITAL</b>                                                                                                                                                                                   |                                         |                                     |                                         |
| <b>Issued Capital</b>                                                                                                                                                                                     |                                         |                                     |                                         |
| 17,000,000 fully paid ordinary shares                                                                                                                                                                     | 17,000                                  | 17,000                              | 17,000                                  |
| <b>11 RESERVES</b>                                                                                                                                                                                        |                                         |                                     |                                         |
| <b>Cash Flow Hedge Reserve</b>                                                                                                                                                                            |                                         |                                     |                                         |
| Balance at the beginning of the period                                                                                                                                                                    | (161)                                   | (51)                                | (51)                                    |
| Net revaluations                                                                                                                                                                                          | (1)                                     | (152)                               | (64)                                    |
| Deferred tax arising on hedges (see Note 17)                                                                                                                                                              | 1                                       | 42                                  | 18                                      |
| Balance at the end of the period                                                                                                                                                                          | <u>(161)</u>                            | <u>(161)</u>                        | <u>(97)</u>                             |
| The cash flow hedge reserve comprises the effective portion of the cumulative net change in the fair value of the cash flow hedging instruments relating to interest payments that have not yet occurred. |                                         |                                     |                                         |
| <b>12 RETAINED EARNINGS</b>                                                                                                                                                                               |                                         |                                     |                                         |
| Balance at the beginning of the period                                                                                                                                                                    | <u>(1,035)</u>                          | <u>(3,192)</u>                      | <u>(3,192)</u>                          |
| Net profit for the period                                                                                                                                                                                 | 1,855                                   | 4,657                               | 2,295                                   |
| Dividend distributions                                                                                                                                                                                    | <u>(1,250)</u>                          | <u>(2,500)</u>                      | <u>(1,250)</u>                          |
| Balance at the end of the period                                                                                                                                                                          | <u>(430)</u>                            | <u>(1,035)</u>                      | <u>(2,147)</u>                          |
| <b>13 TRADE AND OTHER PAYABLES</b>                                                                                                                                                                        |                                         |                                     |                                         |
| Trade payables                                                                                                                                                                                            | 3,687                                   | 4,066                               | 4,075                                   |
| Due to related parties                                                                                                                                                                                    | 467                                     | 341                                 | 934                                     |
| Other creditors                                                                                                                                                                                           | <u>2,847</u>                            | <u>4,803</u>                        | <u>3,551</u>                            |
|                                                                                                                                                                                                           | <u>7,001</u>                            | <u>9,210</u>                        | <u>8,560</u>                            |

The Directors consider that the carrying amount of trade payables approximates their fair value. Creditors and other payables are non-interest bearing and are normally settled on 30-day terms.

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015 – continued**

|                                           | Six mths<br>ended<br>31 Dec 15<br>\$000 | Year<br>ended<br>30 Jun 15<br>\$000 | Six mths<br>ended<br>31 Dec 14<br>\$000 |
|-------------------------------------------|-----------------------------------------|-------------------------------------|-----------------------------------------|
| <b>14 CASH FLOW HEDGE INSTRUMENTS</b>     |                                         |                                     |                                         |
| Interest rate swap revaluations – payable | (224)                                   | (223)                               | (134)                                   |
| Analysed as:                              |                                         |                                     |                                         |
| Current                                   | (224)                                   | (223)                               | (134)                                   |

The Company uses interest rate swaps to manage its exposure to interest rate movements on its multi-option facility borrowings by swapping a proportion of those borrowings from floating rates to fixed rates. The treasury policy requires that the level of the fixed interest hedge should be limited to a series of ranges within set debt time periods. These interest rate swaps are all due to settle between 1 and 5 years of balance date and the carrying values disclosed also reflect the contractual values.

The interest rate agreements are held with independent and high credit quality financial institutions in accordance with Company credit policy.

**15 PROVISIONS**

**(i) Current Liabilities**

|                    |              |              |              |
|--------------------|--------------|--------------|--------------|
| Long service leave | 140          | 140          | 132          |
| Annual leave       | 3,982        | 3,711        | 3,430        |
| Gratuities         | 235          | 290          | 350          |
| Sick leave         | 122          | 122          | 115          |
| Other provisions   | 132          | 132          | 100          |
|                    | <u>4,611</u> | <u>4,395</u> | <u>4,127</u> |

**(ii) Non-Current Liabilities**

|                    |            |            |            |
|--------------------|------------|------------|------------|
| Long service leave | 265        | 265        | 231        |
| Gratuities         | 129        | 97         | 89         |
|                    | <u>394</u> | <u>362</u> | <u>320</u> |

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015 – continued**

|                                                                                                                                                                                                                                       | Six mths<br>ended<br>31 Dec 15<br>\$000 | Year<br>ended<br>30 Jun 15<br>\$000 | Six mths<br>ended<br>31 Dec 14<br>\$000 |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------|-------------------------------------|-----------------------------------------|
| <b>16 TERM BORROWINGS (secured)</b>                                                                                                                                                                                                   |                                         |                                     |                                         |
| Dunedin City Treasury Ltd - related party                                                                                                                                                                                             | 30,390                                  | 26,490                              | 25,275                                  |
|                                                                                                                                                                                                                                       | <u>30,390</u>                           | <u>26,490</u>                       | <u>25,275</u>                           |
| The term borrowings are secured by a General Security Agreement over all the assets of the Company. The facility available is \$34.500 million, reducing to \$32.5 from 1 April 2016. The repayment period on the term borrowings is: |                                         |                                     |                                         |
| Repayable between one to two years                                                                                                                                                                                                    | 0                                       | 0                                   | 0                                       |
| Repayable between two to five years                                                                                                                                                                                                   | 30,390                                  | 26,490                              | 25,275                                  |
|                                                                                                                                                                                                                                       | <u>30,390</u>                           | <u>26,490</u>                       | <u>25,275</u>                           |

The weighted average interest rate for the loan, inclusive of any current portion, was 6.36% (30 June 2015: 4.55% and 31 December 2015: 4.55%).

# DELTA UTILITY SERVICES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS for the Six Months Ended 31 December 2015 - continued

### 17 DEFERRED TAX

|                                                | Opening<br>Balance<br>Sheet<br>\$000 | Charged<br>to Equity<br>\$000 | Charged<br>to Income<br>\$000 | Closing<br>Balance<br>Sheet<br>Assets<br>\$000 | Closing<br>Balance<br>Sheet<br>Liabilities<br>\$000 | Closing<br>Balance<br>Sheet Net<br>\$000 |
|------------------------------------------------|--------------------------------------|-------------------------------|-------------------------------|------------------------------------------------|-----------------------------------------------------|------------------------------------------|
| <b>Six months ended 31 December 2015:</b>      |                                      |                               |                               |                                                |                                                     |                                          |
| Property, plant and equipment                  | (181)                                | 0                             | (69)                          | 0                                              | (250)                                               | (250)                                    |
| Employee benefits                              | 1,288                                | 0                             | (22)                          | 1,266                                          | 0                                                   | 1,266                                    |
| Provisions                                     | 2,602                                | 0                             | 725                           | 3,327                                          | 0                                                   | 3,327                                    |
| Revaluations of cash flow hedge<br>instruments | 62                                   | 0                             | 0                             | 62                                             | 0                                                   | 62                                       |
| Balance at the end of the period               | <u>3,771</u>                         | <u>0</u>                      | <u>634</u>                    | <u>4,655</u>                                   | <u>(250)</u>                                        | <u>4,405</u>                             |
| <b>Year ended 30 June 2015:</b>                |                                      |                               |                               |                                                |                                                     |                                          |
| Property, plant and equipment                  | (162)                                | 0                             | (19)                          | 0                                              | (181)                                               | (181)                                    |
| Employee benefits                              | 1,136                                | 0                             | 152                           | 1,288                                          | 0                                                   | 1,288                                    |
| Provisions                                     | 1,250                                | 0                             | 1,352                         | 2,602                                          | 0                                                   | 2,602                                    |
| Revaluations of cash flow hedge<br>instruments | 20                                   | 42                            | 0                             | 62                                             | 0                                                   | 62                                       |
| Development costs                              | (52)                                 | 0                             | 52                            | 0                                              | 0                                                   | 0                                        |
| Balance at the end of the year                 | <u>2,192</u>                         | <u>42</u>                     | <u>1,537</u>                  | <u>3,952</u>                                   | <u>(181)</u>                                        | <u>3,771</u>                             |
| <b>Six months ended 31 December 2014:</b>      |                                      |                               |                               |                                                |                                                     |                                          |
| Property, plant and equipment                  | (162)                                | 0                             | 100                           | 0                                              | (62)                                                | (62)                                     |
| Employee benefits                              | 1,136                                | 0                             | 29                            | 1,165                                          | 0                                                   | 1,165                                    |
| Provisions                                     | 1,250                                | 0                             | 405                           | 1,942                                          | (287)                                               | 1,655                                    |
| Revaluations of cash flow hedge<br>instruments | 20                                   | 18                            | 0                             | 38                                             | 0                                                   | 38                                       |
| Development costs                              | (52)                                 | 0                             | 52                            | 0                                              | 0                                                   | 0                                        |
| Balance at the end of the period               | <u>2,192</u>                         | <u>18</u>                     | <u>586</u>                    | <u>3,145</u>                                   | <u>(349)</u>                                        | <u>2,796</u>                             |

# DELTA UTILITY SERVICES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS for the Six Months Ended 31 December 2015 - continued

|                                                                                                                                                                                                                         | Six mths<br>ended<br>31 Dec 15<br>\$000 | Year<br>ended<br>30 Jun 15<br>\$000 | Six mths<br>ended<br>31 Dec 14<br>\$000 |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------|-------------------------------------|-----------------------------------------|
| <b>18 CONTINGENT LIABILITIES</b>                                                                                                                                                                                        |                                         |                                     |                                         |
| Performance bonds                                                                                                                                                                                                       | <u>1,220</u>                            | <u>1,446</u>                        | <u>1,658</u>                            |
| The performance bonds issued are principally in favour of South Island Local Authorities for contract work. There is no indication that any of these contingent liabilities will crystallise in the foreseeable future. |                                         |                                     |                                         |
| <b>19 CAPITAL EXPENDITURE COMMITMENTS</b>                                                                                                                                                                               |                                         |                                     |                                         |
| Plant and equipment                                                                                                                                                                                                     | <u>1,202</u>                            | <u>490</u>                          | <u>2,099</u>                            |
| <b>20 LEASE COMMITMENTS</b>                                                                                                                                                                                             |                                         |                                     |                                         |
| Non-cancellable operating lease commitments:                                                                                                                                                                            |                                         |                                     |                                         |
| payable within one year                                                                                                                                                                                                 | 2,093                                   | 1,687                               | 1,112                                   |
| payable between one to five years                                                                                                                                                                                       | 4,452                                   | 3,279                               | 1,852                                   |
| payable later than five years                                                                                                                                                                                           | 9                                       | 100                                 | 134                                     |
|                                                                                                                                                                                                                         | <u>6,554</u>                            | <u>5,066</u>                        | <u>3,098</u>                            |
| <b>21 CASH AND CASH EQUIVALENTS</b>                                                                                                                                                                                     |                                         |                                     |                                         |
| Cash and bank                                                                                                                                                                                                           | <u>46</u>                               | <u>220</u>                          | <u>125</u>                              |

Cash and short-term deposits comprise cash held by the Company and short-term bank deposits with an original maturity of three months or less. The carrying amount of these assets approximates their fair value. Short-term deposits are made at call deposit rates.

# DELTA UTILITY SERVICES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS for the Six Months Ended 31 December 2015 - continued

|                                       | Six mths<br>ended<br>31 Dec 15<br>\$000 | Year<br>ended<br>30 Jun 15<br>\$000 | Six mths<br>ended<br>31 Dec 14<br>\$000 |
|---------------------------------------|-----------------------------------------|-------------------------------------|-----------------------------------------|
| <b>22 TRADE AND OTHER RECEIVABLES</b> |                                         |                                     |                                         |
| Trade receivables                     | 29,432                                  | 27,911                              | 24,423                                  |
| Less estimated doubtful debts         | (11,768)                                | (9,761)                             | (6,015)                                 |
|                                       | <u>17,664</u>                           | <u>18,150</u>                       | <u>18,408</u>                           |
| Due from related parties              | 5,387                                   | 7,094                               | 5,918                                   |
|                                       | <u>23,051</u>                           | <u>25,244</u>                       | <u>24,326</u>                           |
| <b>23 INVENTORIES</b>                 |                                         |                                     |                                         |
| Materials and stores                  | 3,048                                   | 2,626                               | 2,522                                   |
| Work in progress                      | 6,086                                   | 3,279                               | 4,614                                   |
|                                       | <u>9,134</u>                            | <u>5,905</u>                        | <u>7,136</u>                            |

# DELTA UTILITY SERVICES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS for the Six Months Ended 31 December 2015 – continued

### 24 PROPERTY, PLANT AND EQUIPMENT

|                                        | Land<br>\$000 | Buildings<br>\$000 | Meters<br>\$000 | Plant<br>Equipment<br>\$000 | Motor<br>Vehicles<br>\$000 | Office<br>Equipment<br>\$000 | Total<br>\$000 |
|----------------------------------------|---------------|--------------------|-----------------|-----------------------------|----------------------------|------------------------------|----------------|
| <b>31 December 2015:</b>               |               |                    |                 |                             |                            |                              |                |
| <b>Cost</b>                            |               |                    |                 |                             |                            |                              |                |
| Balance at the beginning of the period | 4,684         | 5,045              | 8,464           | 11,414                      | 22,520                     | 982                          | 53,109         |
| Purchases                              | 0             | 13                 | 0               | 643                         | 1,313                      | 45                           | 2,014          |
| Sales/disposals                        | 0             | 0                  | 0               | (108)                       | (388)                      | (9)                          | (505)          |
| Total cost                             | 4,684         | 5,058              | 8,464           | 11,949                      | 23,445                     | 1,018                        | 54,618         |
| <b>Accumulated depreciation</b>        |               |                    |                 |                             |                            |                              |                |
| Balance at the beginning of the period | 0             | 1,275              | 7,358           | 8,165                       | 13,016                     | 775                          | 30,589         |
| Depreciation                           | 0             | 53                 | 42              | 437                         | 994                        | 27                           | 1,553          |
| Sales/disposals                        | 0             | 0                  | 0               | (105)                       | (208)                      | (8)                          | (321)          |
| Total accumulated depreciation         | 0             | 1,328              | 7,400           | 8,497                       | 13,802                     | 794                          | 31,821         |
| Balance at the end of the period       | 4,684         | 3,730              | 1,064           | 3,452                       | 9,643                      | 224                          | 22,797         |
| <b>30 June 2015:</b>                   |               |                    |                 |                             |                            |                              |                |
| <b>Cost</b>                            |               |                    |                 |                             |                            |                              |                |
| Balance at the beginning of the year   | 5,396         | 5,031              | 7,918           | 10,241                      | 25,473                     | 937                          | 54,996         |
| Purchases                              | 0             | 23                 | 546             | 1,299                       | 3,792                      | 56                           | 5,716          |
| Sales/disposals                        | (712)         | (9)                | 0               | (126)                       | (6,745)                    | (11)                         | (7,603)        |
| Total cost                             | 4,684         | 5,045              | 8,464           | 11,414                      | 22,520                     | 982                          | 53,109         |
| <b>Accumulated depreciation</b>        |               |                    |                 |                             |                            |                              |                |
| Balance at the beginning of the year   | 0             | 1,154              | 7,288           | 7,427                       | 15,589                     | 734                          | 32,192         |
| Depreciation                           | 0             | 130                | 70              | 862                         | 1,931                      | 52                           | 3,045          |
| Sales/disposals                        | 0             | (9)                | 0               | (124)                       | (4,504)                    | (11)                         | (4,648)        |
| Total accumulated depreciation         | 0             | 1,275              | 7,358           | 8,165                       | 13,016                     | 775                          | 30,589         |
| Balance at the end of the year         | 4,684         | 3,770              | 1,106           | 3,249                       | 9,504                      | 207                          | 22,520         |
| <b>31 December 2014:</b>               |               |                    |                 |                             |                            |                              |                |
| <b>Cost</b>                            |               |                    |                 |                             |                            |                              |                |
| Balance at the beginning of the period | 5,396         | 5,031              | 7,918           | 10,241                      | 25,473                     | 937                          | 54,996         |
| Purchases                              | 0             | 23                 | 137             | 541                         | 959                        | 28                           | 1,688          |
| Sales/disposals                        | (712)         | 0                  | 0               | (13)                        | (6,663)                    | (1)                          | (7,389)        |
| Total cost                             | 4,684         | 5,054              | 8,055           | 10,769                      | 19,769                     | 964                          | 49,295         |
| <b>Accumulated depreciation</b>        |               |                    |                 |                             |                            |                              |                |
| Balance at the beginning of the period | 0             | 1,154              | 7,288           | 7,427                       | 15,589                     | 734                          | 32,192         |
| Depreciation                           | 0             | 66                 | 28              | 414                         | 984                        | 26                           | 1,518          |
| Sales/disposals                        | 0             | 0                  | 0               | (13)                        | (4,421)                    | (1)                          | (4,435)        |
| Total accumulated depreciation         | 0             | 1,220              | 7,316           | 7,828                       | 12,152                     | 759                          | 29,275         |
| Balance at the end of the period       | 4,684         | 3,834              | 739             | 2,941                       | 7,617                      | 205                          | 20,020         |

The Directors assess the fair value of land and buildings as the carrying value shown above.

**NOTES TO THE FINANCIAL STATEMENTS**  
for the Six Months Ended 31 December 2015 - continued

|                                         | 31 Dec 2015<br>\$000 | 30 June 2015<br>\$000 | 31 Dec 2014<br>\$000 |
|-----------------------------------------|----------------------|-----------------------|----------------------|
| <b>25 INTANGIBLES</b>                   |                      |                       |                      |
| <b>Software</b>                         |                      |                       |                      |
| <b>Cost</b>                             |                      |                       |                      |
| Balance at the beginning of the period  | 5,716                | 4,423                 | 4,423                |
| Purchases                               | 201                  | 1,293                 | 641                  |
|                                         | <u>5,917</u>         | <u>5,716</u>          | <u>5,064</u>         |
| <b>Total cost</b>                       | <b>5,917</b>         | <b>5,716</b>          | <b>5,064</b>         |
| <b>Accumulated amortisation</b>         |                      |                       |                      |
| Balance at the beginning of the period  | 4,205                | 3,896                 | 3,896                |
| Amortisation                            | 217                  | 309                   | 151                  |
|                                         | <u>4,422</u>         | <u>4,205</u>          | <u>4,047</u>         |
| <b>Total amortisation</b>               | <b>4,422</b>         | <b>4,205</b>          | <b>4,047</b>         |
| <b>Balance at the end of the period</b> | <b><u>1,495</u></b>  | <b><u>1,511</u></b>   | <b><u>1,017</u></b>  |

**26 RECONCILIATION OF NET PROFIT FOR THE PERIOD TO CASHFLOWS FROM OPERATING ACTIVITIES**

|                                                                | 31 Dec 2015<br>\$000 | 30 June 2015<br>\$000 | 31 Dec 2014<br>\$000 |
|----------------------------------------------------------------|----------------------|-----------------------|----------------------|
| Net profit for the period                                      | 1,855                | 4,657                 | 2,295                |
| <i>Items not involving cash flows</i>                          |                      |                       |                      |
| Depreciation                                                   | 1,770                | 3,356                 | 1,669                |
| Deferred tax                                                   | (634)                | (1,536)               | (586)                |
| Other non-cash items                                           | 2,013                | 4,948                 | 1,178                |
| <i>Impact of changes in working capital items</i>              |                      |                       |                      |
| (Increase) / decrease in trade and other receivables           | 179                  | (5,360)               | (672)                |
| (Increase) / decrease in intra group advances                  | (163)                | (350)                 | (175)                |
| (Increase) / decrease in inventories                           | (3,229)              | (1,388)               | (2,619)              |
| (Increase) / decrease in prepayments                           | (275)                | (13)                  | (179)                |
| Increase / (decrease) in trade and other payables              | (2,209)              | 1,913                 | 1,262                |
| Increase / (decrease) in provision for tax                     | (872)                | 2,190                 | 1,068                |
| Increase / (decrease) in employee entitlements                 | 247                  | 464                   | 153                  |
| Increase / (decrease) in other current liabilities             | 523                  | (306)                 | 369                  |
| <i>Items classified as investing or financing activities</i>   |                      |                       |                      |
| Net (gain) / loss on sale of property, plant and equipment     | (111)                | (340)                 | (366)                |
| Items related to development property                          | 0                    | 173                   | 173                  |
| Investment in financial instrument                             | 0                    | 2,190                 | 0                    |
| Movement in capital creditors in accounts payable              | 124                  | (208)                 | (144)                |
|                                                                | <u>(782)</u>         | <u>10,390</u>         | <u>3,426</u>         |
| <b>Net cash inflows / (outflows) from operating activities</b> | <b>(782)</b>         | <b>10,390</b>         | <b>3,426</b>         |

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015 - continued**

**27 RELATED PARTY TRANSACTIONS**

Delta Utility Services Limited is a wholly-owned subsidiary of Dunedin City Holdings Limited. Dunedin City Holdings Limited is wholly owned by Dunedin City Council.

**Transactions with Dunedin City Council**

The Company undertakes transactions with Dunedin City Council and other Dunedin City Council controlled entities. These transactions are made on commercial terms and conditions and at market rates.

During the period, the Company provided services and traded with the Dunedin City Council Group in respect of the following transactions:

|                                                                                                 | 31 Dec 2015<br>\$000 | 30 June 2015<br>\$000 | 31 Dec 2014<br>\$000 |
|-------------------------------------------------------------------------------------------------|----------------------|-----------------------|----------------------|
| <b>Sales of services to Dunedin City Council Group entities:</b>                                |                      |                       |                      |
| Capital works constructed                                                                       | 12,154               | 24,096                | 9,203                |
| Network management and operations                                                               | 10,014               | 20,226                | 9,156                |
| Contracting services provided                                                                   | 851                  | 1,341                 | 805                  |
| Administration and accounting                                                                   | 217                  | 384                   | 180                  |
| Rent                                                                                            | 0                    | 16                    | 0                    |
|                                                                                                 | <u>23,236</u>        | <u>46,063</u>         | <u>19,344</u>        |
| <b>Sales of services to Dunedin City Council:</b>                                               |                      |                       |                      |
| Other contracting                                                                               | <u>3,638</u>         | <u>7,317</u>          | <u>3,748</u>         |
| <b>At period end, the amounts receivable by the Company from Dunedin City Council entities:</b> |                      |                       |                      |
| Receivable from Dunedin City Council                                                            | <u>639</u>           | <u>751</u>            | <u>416</u>           |
| Receivable from Dunedin City Council Group entities                                             | <u>4,748</u>         | <u>6,343</u>          | <u>5,502</u>         |
| Work in progress for Dunedin City Council Group entities                                        | <u>2,670</u>         | <u>1,412</u>          | <u>2,232</u>         |
| Intra-group advance to Dunedin City Council Group entities                                      | <u>513</u>           | <u>350</u>            | <u>175</u>           |

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015 - continued**

|                                                                   | 31 Dec 2015<br>\$000 | 30 June 2015<br>\$000 | 31 Dec 2014<br>\$000 |
|-------------------------------------------------------------------|----------------------|-----------------------|----------------------|
| <b>27 RELATED PARTY TRANSACTIONS - continued</b>                  |                      |                       |                      |
| <b>Purchases of goods and services from Dunedin City Council</b>  |                      |                       |                      |
| <b>Group entities:</b>                                            |                      |                       |                      |
| Interest                                                          | 950                  | 1,474                 | 811                  |
| Contracting services and supplies                                 | 234                  | 631                   | 242                  |
| Rent                                                              | 13                   | 26                    | 13                   |
| Administration                                                    | 0                    | 1                     | 0                    |
|                                                                   | <u>1,197</u>         | <u>2,132</u>          | <u>1,066</u>         |
| Management fee                                                    | <u>25</u>            | <u>50</u>             | <u>25</u>            |
| <b>Purchases of goods and services from Dunedin City Council:</b> |                      |                       |                      |
| Contracting services and supplies                                 | 112                  | 169                   | 71                   |
| Rates                                                             | 35                   | 72                    | 32                   |
| Rent                                                              | 9                    | 17                    | 0                    |
| Royalties                                                         | 0                    | 31                    | 0                    |
|                                                                   | <u>156</u>           | <u>289</u>            | <u>103</u>           |
| <b>At period end, the amounts payable to Dunedin City Council</b> |                      |                       |                      |
| <b>entities exclusive of debt shown in note 16 are:</b>           |                      |                       |                      |
| Payable to Dunedin City Council                                   | <u>8</u>             | <u>44</u>             | <u>3</u>             |
| Payable to Dunedin City Council Group entities                    | <u>459</u>           | <u>297</u>            | <u>931</u>           |

No related party debts have been written off or forgiven during the period and no provision has been required for impairment of any receivables to related parties.

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015 - continued**

**27 RELATED PARTY TRANSACTIONS - continued**

**Transactions with companies in which Directors have an interest**

The Company undertakes transactions with related parties in the normal course of business on an arms-length commercial basis.

Dr I M Parton is Chancellor of the University of Auckland. During the financial period covered by this report, services valued at \$5,387 were purchased from the University of Auckland (30 June 2015: and 31 December 2014: \$nil). No monies were outstanding as at 31 December 2015 (30 June 2015: and 31 December 2014: \$nil).

Mr S J McLauchlan is Pro Chancellor of the University of Otago. During the financial period covered by this report, contracting services of \$13,520 were provided to the University of Otago (30 June 2015: \$79,423 and 31 December 2014: \$57,522). \$104 was outstanding as at 31 December 2015 (30 June 2015: \$2,621 and 31 December 2014: \$1,425). Services valued at \$8,840 were purchased from the University of Otago (30 June 2015: \$24,217 and 31 December 2014: \$7,600). No monies were payable at 31 December 2015 (30 June 2015 and 31 December 2014: \$nil).

Mr McLauchlan is a Director of Cargill Hotel 2002 Limited. During the financial period covered by this report, no services were purchased from Cargill Hotel 2002 Limited (30 June 2015: \$348 and 31 December 2014: \$348). No monies were payable as at 31 December 2015 (30 June 2015 and 31 December 2014: \$nil).

Mr McLauchlan is a Director of Otago & Southland Employers Association. During the financial period covered by this report, services of \$8,796 were purchased from Otago & Southland Employers Association (30 June 2015: \$14,919 and 31 December 2014: \$12,519). No monies were payable as at 31 December 2015 (30 June 2015: \$690 and 31 December 2014: \$nil).

Mr McLauchlan is a Director and Shareholder of Rosebery Holdings Limited and during the financial period covered by this report directors fees of \$12,180 were paid to Rosebery Holdings Limited for Mr McLauchlan's services (30 June 2015: \$23,756 and 31 December 2014: \$11,750). No monies were payable as at 31 December 2015 (30 June 2015 and 31 December 2014: \$nil).

Mr McLauchlan is a Director of Scenic Circle Hotels Limited. During the financial period covered by this report, services valued at \$252 were purchased from Scenic Circle Hotels Limited (30 June 2015: \$278 and 31 December 2014: \$nil). No monies were payable as at 31 December 2015 (30 June 2015 and 31 December 2014: \$nil).

Mr D J Frow is a Director of ETEL Limited. During the financial period covered by this report, materials and services of \$972,775 were purchased from ETEL Limited (30 June 2015: \$1,899,666 and 31 December 2014: \$969,217). \$99,432 remained payable as at 31 December 2015 (30 June 2015: \$51,068 and 31 December 2014: \$113,468).

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015** - continued

**27 RELATED PARTY TRANSACTIONS** – continued

Mr T J Kempton is a Councillor on the Otago Regional Council. During the financial period covered by this report, contracting services of \$6,985 were provided to Otago Regional Council (30 June 2015: \$71,961 and 31 December 2014: \$65,721). \$5,043 was outstanding as at 31 December 2015 (30 June 2015 and 31 December 2014: \$nil). During the financial period covered by this report, rates of \$3,851 were charged to the Group by the Otago Regional Council (30 June 2015: \$4,226 and 31 December 2014: \$4,226). No monies were payable as at 31 December 2015 (30 June 2015 and 31 December 2014: \$nil).

Mr Kempton is a Director and Shareholder of Long Beach Consulting Limited and during the financial period covered by this report, directors fees of \$10,659 were paid to Long Beach Consulting Limited for Mr Kempton's services (30 June 2015: \$20,756 and 31 December 2014: \$10,250). No monies were outstanding as at 31 December 2015 (30 June 2015 and 31 December 2014: \$nil).

**Transactions with Executive Staff**

There were no significant transactions with executive staff during the six month period to 31 December 2015.

Mr G W Cameron is the Chief Executive of Delta Utility Services Limited. During the year ended 30 June 2015 contracting services valued at \$703 were provided to Mr Cameron (31 December 2014: \$nil). No monies were outstanding in any of the periods under review.

Mr M Ballard is the General Manager of Capability and Risk of Delta Utility Services Limited. During the year ended 30 June 2015 contracting services valued at \$1,362 were provided to Mr Ballard (31 December 2014: \$nil). No monies were outstanding in any of the periods under review.

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015 - continued**

**28 FINANCIAL INSTRUMENT RISKS**

Dunedin City Treasury Limited, which is part of Dunedin City Holdings Group, co-ordinates access to domestic markets for all group members and provides advice on the management of financial instrument risks to the Company. These risks include market risk, credit risk and liquidity risk.

**Interest Rate Risk**

The Company uses interest rate swaps to manage its exposure to interest rate movements on its multi-option facility borrowings by swapping a proportion of those borrowings from floating rates to fixed rates. The treasury policy requires that the level of the fixed interest hedge should be limited to a series of ranges within set debt time periods.

The interest rate agreements are held with independent and high credit quality financial institutions in accordance with group credit policy.

The notional principal outstanding with regard to the interest rate swaps is:

|                                     | 31 Dec 2015<br>\$000 | 30 June 2015<br>\$000 | 31 Dec 2014<br>\$000 |
|-------------------------------------|----------------------|-----------------------|----------------------|
| Maturing in less than one year      | 0                    | 0                     | 2,500                |
| Maturing between one and five years | 5,000                | 5,000                 | 5,000                |
| Maturing after five years           | 0                    | 0                     | 00                   |
|                                     | <u>5,000</u>         | <u>5,000</u>          | <u>7,500</u>         |

**Credit Risk**

Credit risk on cash flow hedge instruments is limited through the counterparties being banks with high credit ratings assigned by international credit rating agencies. The Company's credit risk is primarily attributable to its trade receivables. The amounts presented in the balance sheet are net of allowances for impairments.

The Company's exposure to credit risk is generally spread over a large number of counterparties and customers. As at 31 December 2015, however, there was some concentration of this risk around the secured debts described under counterparties without credit ratings below.

The carrying amount of financial assets recorded in the financial statements represents the Company's maximum exposure to credit risk.

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015 - continued**

**28 FINANCIAL INSTRUMENTS RISKS - continued**

The maximum credit risk for each class of financial instrument is:

|                             | 31 Dec 2015<br>\$000 | 30 June 2015<br>\$000 | 31 Dec 2014<br>\$000 |
|-----------------------------|----------------------|-----------------------|----------------------|
| Cash and cash equivalents   | 46                   | 220                   | 125                  |
| Trade and other receivables | 23,051               | 25,244                | 24,326               |
| Prepayments                 | 459                  | 184                   | 350                  |
| Intra-group advance         | 513                  | 350                   | 175                  |
| Short term investments      | 6,086                | 3,279                 | 4,614                |
|                             | <u>30,155</u>        | <u>29,277</u>         | <u>29,590</u>        |

**Credit quality of financial assets**

The credit quality of financial assets that are neither past due nor impaired can be assessed by reference to Standard & Poor's credit ratings (if available) or to historical information about counterparty default rates.

**Counterparties with credit ratings**

|                                    |     |     |     |
|------------------------------------|-----|-----|-----|
| <b>Cash and cash equivalents</b>   |     |     |     |
| AA-                                | 46  | 220 | 125 |
| <b>Trade and other receivables</b> |     |     |     |
| AA-                                | 639 | 751 | 416 |

**Counterparties without credit ratings**

|                                                                |        |        |        |
|----------------------------------------------------------------|--------|--------|--------|
| <b>Trade and other receivables</b>                             |        |        |        |
| Existing counterparties with no defaults in the past           | 9,092  | 11,282 | 10,889 |
| Existing counterparties with defaults in the past <sup>1</sup> | 13,320 | 13,211 | 13,021 |

<sup>1</sup> This receivable is secured by a mix of mortgage securities and general security agreements. The counterparty to the debt defaulted on its obligations to pay principal sums of \$6.350 million and \$5.000 million and is also in breach of other financial obligations. Delta has reassessed the fair value of its secured debt receivable from the counterparty in default, by reference to market valuations and an assessment of the most likely means by which its security interests will be realised. As is generally the case with valuations, there are inherent assumptions and uncertainties that were built into the methodologies that were applied. The secured debts receivable have been classified as current as at 31 December 2015, on the basis that Delta expects to have enforced its security interests within 12 months of balance date.

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015** - continued

**28 FINANCIAL INSTRUMENTS RISKS** - continued

**Liquidity Risk**

Liquidity risk represents the Company's ability to meet its contractual obligations. The Company evaluates its liquidity requirements on an ongoing basis. In general, the Company generates sufficient cash flows from its operating activities to meet its obligations arising from its financial liabilities and has credit lines in place to cover potential shortfalls. The Company maintains credit management and accounts receivable processes aimed at collecting all trade debtors and other receivable balances in cash by their agreed date(s) for payment.

Contractual obligations in respect of interest expense on term borrowings have not been included in the liquidity risk table as the term debt does not have a contractual end date and the interest is currently payable on a month-by-month basis. Details of the term loan balance and effective interest rate are included in note 16.

The following tables analyse the exposure of the Company's financial instruments to liquidity risk:

|                                | <b>Maturity<br/>Dates<br/>Less than<br/>1 Month<br/>\$000</b> | <b>1 – 3<br/>Months<br/>\$000</b> | <b>3 Months<br/>to 1 Year<br/>\$000</b> | <b>1 – 5<br/>Years<br/>\$000</b> | <b>More<br/>than<br/>5 Years<br/>\$000</b> | <b>Carrying<br/>Value<br/>\$000</b> |
|--------------------------------|---------------------------------------------------------------|-----------------------------------|-----------------------------------------|----------------------------------|--------------------------------------------|-------------------------------------|
| <b>As at 31 December 2015:</b> |                                                               |                                   |                                         |                                  |                                            |                                     |
| <b>Financial assets</b>        |                                                               |                                   |                                         |                                  |                                            |                                     |
| Cash and cash equivalents      | 46                                                            | 0                                 | 0                                       | 0                                | 0                                          | 46                                  |
| Trade and other receivables    | 9,731                                                         | 0                                 | 13,320                                  | 0                                | 0                                          | 23,051                              |
| Intra group advance            | 0                                                             | 0                                 | 513                                     | 0                                | 0                                          | 513                                 |
|                                | <u>9,777</u>                                                  | <u>0</u>                          | <u>13,833</u>                           | <u>0</u>                         | <u>0</u>                                   | <u>23,610</u>                       |
| <b>Financial liabilities</b>   |                                                               |                                   |                                         |                                  |                                            |                                     |
| Trade and other payables       | 7,001                                                         | 0                                 | 0                                       | 0                                | 0                                          | 7,001                               |
| GST payable                    | 1,079                                                         | 0                                 | 0                                       | 0                                | 0                                          | 1,079                               |
| Cash flow hedge instruments    | 0                                                             | 0                                 | 0                                       | 224                              | 0                                          | 224                                 |
| Term borrowings                | 0                                                             | 0                                 | 0                                       | 30,390                           | 0                                          | 30,390                              |
|                                | <u>8,080</u>                                                  | <u>0</u>                          | <u>0</u>                                | <u>30,614</u>                    | <u>0</u>                                   | <u>38,694</u>                       |

# DELTA UTILITY SERVICES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS for the Six Months Ended 31 December 2015 - continued

### 28 FINANCIAL INSTRUMENTS RISKS - continued

|                                | Maturity<br>Dates<br>Less than<br>1 Month<br>\$000 | 1 – 3<br>Months<br>\$000 | 3 Months<br>to 1 Year<br>\$000 | 1 – 5<br>Years<br>\$000 | More<br>than<br>5 Years<br>\$000 | Carrying<br>Value<br>\$000 |
|--------------------------------|----------------------------------------------------|--------------------------|--------------------------------|-------------------------|----------------------------------|----------------------------|
| <b>As at 30 June 2015:</b>     |                                                    |                          |                                |                         |                                  |                            |
| <b>Financial assets</b>        |                                                    |                          |                                |                         |                                  |                            |
| Cash and cash equivalents      | 220                                                | 0                        | 0                              | 0                       | 0                                | 220                        |
| Trade and other receivables    | 12,033                                             | 0                        | 13,211                         | 0                       | 0                                | 25,244                     |
| Intra group advance            | 0                                                  | 0                        | 350                            | 0                       | 0                                | 350                        |
|                                | <u>12,253</u>                                      | <u>0</u>                 | <u>13,561</u>                  | <u>0</u>                | <u>0</u>                         | <u>25,814</u>              |
| <b>Financial liabilities</b>   |                                                    |                          |                                |                         |                                  |                            |
| Trade and other payables       | 9,210                                              | 0                        | 0                              | 0                       | 0                                | 9,210                      |
| GST payable                    | 557                                                | 0                        | 0                              | 0                       | 0                                | 557                        |
| Cash flow hedge instruments    | 0                                                  | 0                        | 0                              | 223                     | 0                                | 223                        |
| Term borrowings                | 0                                                  | 0                        | 0                              | 26,490                  | 0                                | 26,490                     |
|                                | <u>9,767</u>                                       | <u>0</u>                 | <u>0</u>                       | <u>26,713</u>           | <u>0</u>                         | <u>36,480</u>              |
| <b>As at 31 December 2014:</b> |                                                    |                          |                                |                         |                                  |                            |
| <b>Financial assets</b>        |                                                    |                          |                                |                         |                                  |                            |
| Cash and cash equivalents      | 125                                                | 0                        | 0                              | 0                       | 0                                | 125                        |
| Trade and other receivables    | 11,305                                             | 0                        | 13,021                         | 0                       | 0                                | 24,326                     |
| Intra group advance            | 0                                                  | 0                        | 175                            | 0                       | 0                                | 175                        |
|                                | <u>11,430</u>                                      | <u>0</u>                 | <u>13,196</u>                  | <u>0</u>                | <u>0</u>                         | <u>24,626</u>              |
| <b>Financial liabilities</b>   |                                                    |                          |                                |                         |                                  |                            |
| Trade and other payables       | 8,560                                              | 0                        | 0                              | 0                       | 0                                | 8,560                      |
| GST payable                    | 1,232                                              | 0                        | 0                              | 0                       | 0                                | 1,232                      |
| Cash flow hedge instruments    | 1                                                  | 0                        | 0                              | 133                     | 0                                | 134                        |
| Term borrowings                | 0                                                  | 0                        | 0                              | 25,275                  | 0                                | 25,275                     |
|                                | <u>9,793</u>                                       | <u>0</u>                 | <u>0</u>                       | <u>25,408</u>           | <u>0</u>                         | <u>35,201</u>              |

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015** - continued

**28 FINANCIAL INSTRUMENTS RISKS** - continued

**Fair value of financial instruments**

Fair value measurements recognised in the statement of financial position:

The following table provides an analysis of financial instruments that are measured subsequent to initial recognition at fair value, grouped into Levels 1 to 3 based on the degree to which the fair value is observable:

- Level 1 Fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2 Fair value measurements are those derived from inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (ie as prices) or indirectly (ie derived from prices).
- Level 3 Fair value measurements are those derived from valuation techniques that include inputs for the asset or liability that are not based on observable market data (unobservable inputs).

|                                  | Level 1<br>\$000 | Level 2<br>\$000 | Level 3<br>\$000 | Total<br>\$000 |
|----------------------------------|------------------|------------------|------------------|----------------|
| <b>31 December 2015:</b>         |                  |                  |                  |                |
| <b>Financial liabilities</b>     |                  |                  |                  |                |
| Derivative financial liabilities | 0                | 224              | 0                | 224            |
| <b>30 June 2015:</b>             |                  |                  |                  |                |
| <b>Financial liabilities</b>     |                  |                  |                  |                |
| Derivative financial liabilities | 0                | 223              | 0                | 223            |
| <b>31 December 2014:</b>         |                  |                  |                  |                |
| <b>Financial liabilities</b>     |                  |                  |                  |                |
| Derivative financial liabilities | 0                | 134              | 0                | 134            |

**NOTES TO THE FINANCIAL STATEMENTS**  
**for the Six Months Ended 31 December 2015 - continued**

**29 CAPITAL MANAGEMENT STRATEGY**

The capital of the Company is its equity, which is comprised of subscribed capital, retained earnings and cash flow hedge reserves. Equity is represented by net assets. The Company manages its capital to ensure that it will be able to continue to operate as a going concern and optimises the balance of debt to equity on a prudent basis in consultation with its Shareholder.

The Directors perform continual reviews of operating strategies and financial performance, and include in those reviews any strategies required to protect the capital of the Company. The Board seeks to maximise overall returns to the Shareholder, Dunedin City Holdings Limited, and to maintain the Company's financial strength.

The Company is required to provide to its Shareholder an annual Statement of Intent. This Statement of Intent includes information on planned distributions by way of dividend for the following three years.

**30 EVENTS AFTER BALANCE DATE**

There were no significant post balance sheet events.