

 **Just Water**

*Just Water International Limited*

**2011**

**Annual Report**



## Directory

### Directors

**Sir Don McKinnon** (Independent)  
*Chairman*

**Paul Connell** (Independent)  
*Appointed 30 August 2011*

**Phil Dash** (Non-Executive)

**Tony Falkenstein** (Executive)

**Simone Iles** (Independent)

**Ian Malcolm** (Non-Executive)

### Executive management

**Tony Falkenstein**  
*Chief Executive Officer*  
*Just Water International Limited*

**Jay Harraway**  
*General Manager*  
*Just Water New Zealand*

### Registered office and address for service

Shortland Chambers  
4th Floor  
70 Shortland Street  
Auckland 1010  
New Zealand  
PO Box 221  
Shortland Street  
Auckland 1140  
New Zealand

### Auditors

PricewaterhouseCoopers

### JWI on the web

[www.jwi.co.nz](http://www.jwi.co.nz)  
[www.justwater.co.nz](http://www.justwater.co.nz)  
[www.justwaterfilters.co.nz](http://www.justwaterfilters.co.nz)  
[www.aquacool.co.nz](http://www.aquacool.co.nz)  
[www.clearwaterfilters.com.au](http://www.clearwaterfilters.com.au)  
[www.justwaterfilters.com.au](http://www.justwaterfilters.com.au)

### Just Water New Zealand

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Auckland 1061  
New Zealand  
Private Bag 92811  
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Auckland 1642  
New Zealand  
Tel +64-9 630 1300  
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*Just Water New Zealand is a division  
of Just Water International Limited.*

### Clearwater Filter Systems (Aust) Pty Limited

Unit 31, Building F, Lane Cove Business Park  
16 Mars Road, Lane Cove  
NSW 2066  
Australia

Tel +61-2 8962 4200  
Fax +61-2 8962 4270

*Clearwater Filter Systems (Aust) Pty Limited is a subsidiary  
of Just Water International Limited through Just Water  
Limited Partnership*

### Bankers

*Bank of New Zealand Limited  
National Australia Bank Limited  
Westpac Banking Corporation Limited*

### Solicitors

Harmos Horton Lusk  
Wadsworth Ray Lawyers

### Share registry

Link Market Services  
138 Tancred Street  
PO Box 384  
Ashburton 7740  
New Zealand  
Tel +64-3 308 8887  
Fax +64-3 308 1311

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Paul Connell



Phil Dash



Jay Harraway



Simone Iles



Ian Malcolm

### 2011 AGM

The 2011 Annual Meeting of Shareholders of Just Water International Limited is to be held at 11.00am on Tuesday 25th October 2011 at Meeting Room 2C, EMA Offices, 159 Khyber Pass Road, Grafton, Auckland.

## Chairman's and Chief Executive's review



Sir Don McKinnon



Tony Falkenstein

### Just Water International Limited Results for year ended 30 June 2011

Just Water International Limited (JWI) presents its full year results for the year ended 30 June 2011.

#### Consolidated result

	2011 \$'000	2010 \$'000	% change
Income	32,489	35,458	(8.4%)
EBITDA	8,662	6,027	43.7%
Depreciation & Amortisation	5,449	5,417	0.6%
EBIT before impairment	3,213	610	426.7%
Goodwill impairment	-	(18,300)	n/a
EBIT	3,213	(17,690)	n/a
Interest	(1,918)	(1,753)	(9.4%)
Net profit before tax	1,295	(19,443)	n/a
Tax	(477)	231	n/a
NPAT	818	(19,212)	n/a

EBIT of \$3.213 million before impairment has increased by \$2.603 million (427%) as a result of continued tighter cost controls. Operating and investing cash flow totalled \$4.1 million for the year, compared to \$0.5 million outflow in the previous year. As a result the Group has been able to reduce total bank borrowings during the year by \$3.5 million.

#### New Zealand

	2011 \$'000	2010 \$'000	% change
Income	21,358	23,967	(10.9%)
EBITDA	5,877	4,114	42.9%
Depreciation & Amortisation	(3,990)	(3,758)	(6.2%)
EBIT	1,887	356	430.0%
Interest	(1,497)	(1,432)	(4.5%)
Net profit before tax	390	(1,076)	n/a
Tax	(198)	303	n/a
NPAT	192	(773)	n/a

The numbers above have been adjusted for elimination entries.

EBIT was reduced by an unrealised exchange loss of NZ\$0.2m. Also, the Company has expensed \$0.1m as a result of the earthquakes in Christchurch.

The Company achieved its objective of stabilising operations in the business by 1 July 2011, earlier than expected, and can now focus on growth.

In the Business to Business (B2B) division, a National Sales Manager has been appointed, who is achieving new business targets, saving cancellations, and pursuing online business opportunities. We do not foresee the same deterioration in the customer base as in previous years.

In the Home Delivery division, the base of about 8,000 customers continues to provide good revenues in ongoing water sales. The average customer life is increasing as a result of a stricter customer evaluation prior to sign up.

The overall base of B2B and Home Delivery customers, for which recurring income is received, reduced to 40,102. This is a 10% reduction for the year.

The Company has embarked on online trading through the year, and anticipate that this will play an important part in its growth strategy.

As part of this strategy, the Company has launched a new filter for the residential market in the second half, under the Just Water brand name: [www.justwaterfilters.co.nz](http://www.justwaterfilters.co.nz). This is expected to add to revenue and profit in the current year.

The Company continues to lead the New Zealand industry in water quality standards and ensures all of our bottling plants are independently audited and certified annually by the Australasian Bottled Water Institute (ABWI), the only bottled water-cooler company to do so. We are concerned that some organisations have changed suppliers with apparently no regard to water quality standards and believe that organisations changing to a 'non-certified' supplier are taking a corporate risk.

As part of its growth strategy, after balance date the Company acquired a Wellington-based plant hire business, Creative Images Corporate Plant Hire. The Company sees this business as a good fit with its current B2B business, and it is expected to add more than \$0.25 million to its EBIT in the year ending 30 June 2012.

Last year the board considered selling the Australian business. The Company is now in a profitable position with positive cash flow on both sides of the Tasman, and the board confirms that it has no intention of selling any part of the Company at this time.

#### Australia

	2011 \$'000	2010 \$'000	% change
Income	11,131	11,491	(3.1%)
EBITDA	2,785	1,913	45.6%
Depreciation & Amortisation	(1,459)	(1,659)	12.1%
EBIT before impairment	1,326	254	422.1%
Goodwill impairment	-	(18,300)	n/a
EBIT	1,326	(18,046)	n/a
Interest	(421)	(321)	(31.2%)
Net profit before tax	905	(18,367)	n/a
Tax	(279)	(72)	(287.5%)
NPAT	626	(18,439)	n/a

The numbers above have been adjusted for elimination entries.

This was a pleasing result, and like its New Zealand counterpart, the Australian operation can now look to grow its business.

The base of customers for which recurring income is received reduced to 9,184. This is a 6% reduction for the year.

The Company has also launched the Just Water Filter as an online product: [www.justwaterfilters.com.au](http://www.justwaterfilters.com.au), and is launching an online water-cooler product in the first half of the current year: [www.thewatercoolercompany.com.au](http://www.thewatercoolercompany.com.au)

### Dividend

As advised in the first half review, "there will be no dividend in the current year, and unlikely to be one in the following year", as the Company focuses on debt reduction, profitability, and growing the business.

### Audit

Just Water International Limited's accounts have been audited and an unqualified audit opinion was given.

### Board

At the Annual Meeting, Sir Don McKinnon and Phil Dash retire, and will not be putting their names forward for re-appointment.

The directors wish to thank Sir Don for taking on the position of Chairman at a difficult time two years ago. He leaves at a time when the Company's fortunes are starting to turn around to the position of being able to explore new opportunities.

The directors also wish to thank Phil for his efforts as a director since the Company bought Clearwater, the Australian company he founded, six years ago.

The directors welcome Paul Connell, who has been appointed a director, and is seeking to be appointed as the new JWI Chairman, to take effect at the conclusion of the 2011 Annual Meeting. Paul is currently a director of Hall's Holdings Ltd, Telarc SAI Ltd, Unison Networks Ltd and Zintel Group Ltd.

### Bank facilities

The Company has complied with all bank covenants at 30 June 2011. Net bank debt at year end was \$22.0m (June 2010: \$25.5m). Debt has decreased by \$3.5m over the past year, and it is expected to continue to reduce in the current year. The Company has an unutilised funding facility of \$4.8m at 30 June 2011 (June 2010: \$2.6m), and thus has funding capability in place for growth and exploring further acquisitions.

### Receivables

One matter that seems worthy of drawing investors' attention to, is the level of off-balance sheet contracted rental and service receivables, which are recognised by the bank as part of its security. At June 30th, there were \$28 million of contracted off-balance sheet future rental and service receivables. Based on past experience, customers tend to stay with Just Water more than double their initial contracted period, and the bank assesses its security on the basis of average customer life. For bank covenant purposes this is calculated to be future receivables, which are in excess of \$80 million.

### Summary

Overall trading conditions remain challenging in both countries. The underlying base of customers is strong, and there is a focus on managing margins and controlling costs.

The directors are pleased with progress over the last year after the poor performance in recent years. We still have a way to go however the foundation of stable systems, improving financial performance and a top management team has now placed the Company back in the position of being able to proactively and positively address its growth potential.

### Staff and shareholders

The directors thank the Company's current shareholders who have continued to support the Company through a time of challenging performance. We believe that the 2011 results have demonstrated the ability to return to the successful entrepreneurial company in which they invested.

The directors wish to acknowledge the efforts of the management team and all staff for their efforts throughout the year. The management team has developed into a strong unit for the future.

The directors also wish to welcome Eldon Roberts, who has been appointed to the new position of Chief Financial Officer starting with the Company in October 2011.

Yours sincerely



Sir Don McKinnon  
Chairman



Tony Falkenstein  
Chief Executive

## Group overview

### Group overview

Just Water International Limited (the Company) operates in New Zealand and Australia supplying water-coolers, drinking water and filters for the home and office.

#### New Zealand:

The Company's base business is the supply of water-coolers and filters to businesses and organisations nationwide. Virtually all water-coolers derive a recurring income either from monthly rental, water sales or maintenance agreements if the customer owns the unit.

The Company started its business in 1987, supplying the Easi-Fill water-cooler and filter. Customers filter their own water into a 15 litre bottle, which is then placed on the cooler ready for drinking.

In 2001, the Company acquired an office water delivery company, Cool Water, and in 2005, acquired Aqua-Cool, the largest water delivery company in New Zealand. The business predominantly supplies micro-filtered water to its customers and filtered mineral spring water. An increasing number of customers are taking its vitamin C enhanced water, VitaBlast®.

The Company also supplies point-of-use water-coolers under its brand name 'Direct Connect®'. No 15 litre bottle is required. These water coolers are plumbed directly into the mains and water passes through a filter before reaching the water cooler.

In 2008, Just Water launched a Home Delivery programme through its Aqua-Cool division. The business now has 8,000 clients taking a minimum of two bottles of water per fortnight.

The Company services water coolers which customers own. Most of these serviced coolers were supplied by the Company, although it also services the water coolers of competitors to Drinksafe International® standards.

The Company has always sold filters, generally for home use, and in the second half of 2011, it launched the 'Just Water Filter', which it is mainly selling online. The advantage of this filter is that it filters all the cold water coming through the standard kitchen mixer tap, and therefore no ugly additional spout requiring a hole in the benchtop, is needed. As customers buy a new Just Water Filter, they automatically enter Just Water's Filter Replacement Programme, which gives the Company a recurring income from the sale of filter cartridges and ensures water quality for customers.

In August 2011, the Company acquired a corporate plant hire business, Creative Images, which will further extend its reach in the office services market. The Company believes that by taking this opportunity, it will grow more rapidly than if it had stayed as a pure water cooler company and grown organically.

#### Australia:

The Company acquired Clearwater in 2005 to take advantage of the expected growth in point-of-use water coolers in Australia. Clearwater has its Head Office in Sydney with branch offices in Brisbane and Melbourne.

Clearwater supplies a different type of Easi-Fill water cooler from New Zealand with a filter inside the bottle. The customer fills the bottle through an opening in the top.

The major product is the Office Spring® point-of-use cooler. Clearwater previously sold its rental agreements at a discount to a third party financier. In most cases Clearwater now keeps rental agreements in its own accounts and reduces finance costs by using bank funding as required.

Clearwater runs a very successful residential division and it has accumulated a base of about 7,000 residential customers. It supplies filter changes on an annual basis as well as up-selling new filters, when the current one becomes obsolete.

Like in New Zealand, the Company has also launched the 'Just Water Filter' online, and this is expected to provide a recurring revenue stream from its filter replacement programme, as it does now in the residential division.

#### Outlook:

Just Water International Ltd is an entrepreneurial company, which will continue to take opportunities as they arise. It is celebrating its 25th year in operation in 2012, and is building a strong base for the future.



## Corporate governance statement

The board of Just Water International Limited (JWI) has been appointed by the shareholders to guide and monitor the business of JWI, its division Just Water New Zealand and its trading subsidiaries Clearwater Filter Systems (Aust) Pty Limited, JWA Holdings Limited, Just Water Australia Pty Limited, Just Water Victoria Pty Limited and Just Water Limited Partnership, which constitute the JWI Group. The board is responsible for the overall corporate governance of the Group.

The Board is committed to ensuring that the Company adheres to the best practice governance principles and maintains the highest ethical standards. The best practice principles which the Company considers in its governance approach are the New Zealand Exchange (NZX) Listing Rules, the New Zealand Exchange Corporate Governance Best Practice Code and the New Zealand Securities Commission's Corporate Governance Guidelines and Principles (collectively the "Principles").

### The board

#### Composition and responsibilities

At present the board comprises six directors (including the chairperson), of which five are non-executive directors. The Executive Director is Tony Falkenstein, the Chief Executive of the Company. A summary of the skills and experience of each board member can be found on the Company's website at [www.jwi.co.nz](http://www.jwi.co.nz). Having reviewed the position, the Company considers that the board comprises an appropriate mix of skills, expertise and independence.

Board meetings are generally held bi-monthly, with additional meetings as required.

The board met seven times during the year under review. The number of meetings attended by the board members was:

Sir Don McKinnon (Chair)	Seven
Phil Dash	Six
Tony Falkenstein	Seven
Simone Iles	Six
Ian Malcolm	Seven

The directors' primary objective is to increase shareholder value within an appropriate framework that protects the rights and enhances the interests of shareholders and ensures that JWI and its controlled entities are properly managed. The function of the board includes responsibility for:

- direction, development and approval of corporate strategies and the annual budget;
- monitoring financial performance including approval of the annual and half-year financial reports, and liaison with the Group's auditors;
- ensuring effective management of the Group's assets; appointment of and assessment of the performance of the Chief Executive;
- monitoring managerial performance; and

- ensuring the business risks facing the Group have been identified and that adequate control, monitoring and reporting mechanisms are in place.

#### Independence of directors

For a director to be considered independent, the fundamental consideration, in the opinion of the board, is that the director be independent of the Executive and not have any relationship that could, or could be perceived to, interfere materially with the director's exercise of their unfettered and independent judgment. The factors that are considered when assessing whether a non-executive director is independent include, but are not limited to, the following:

- is not a substantial shareholder, or an associate of a substantial shareholder, of the Company holding more than five percent of the Company's listed voting securities;
- has not within the last three years been employed in an executive capacity by the Company or been a director after ceasing to hold such an appointment;
- is not a principal or an employee of a professional advisor to the Company and its entities whose billings exceed 10 percent of the advisor's total revenues;
- is not a significant supplier or customer of the Company, a significant supplier being defined as one whose revenues from the Company exceed 10 percent of the supplier's total revenue;
- has no material contractual relationship with the Company;
- has not served on the board for a period which could, or could reasonably be perceived to, materially interfere with the director's ability to act in the best interest of the Company; and
- has no other interest or relationship that could interfere with the director's ability to act in the best interests of the Company and independently of management.

Based on the above assessments, the Company considers that three of the current six directors are independent, namely Sir Don McKinnon, Paul Connell and Simone Iles. The remaining directors have been considered not to be independent as follows:

- Tony Falkenstein – is the Chief Executive Officer and is also an associate of a substantial security holder, namely The Harvard Group Limited;
- Ian Malcolm – is a principal of a professional advisor to the Company and is also an associate of a substantial security holder, namely The Harvard Group Limited; and
- Phil Dash – is an associate of a substantial security holder, namely Springfresh Marketing Pty Limited.

#### Code of Ethics

JWI expects its directors, employees and contractors to act legally and ethically. The JWI Code of Ethics sets out clear expectations of ethical decision-making and personal behaviours to be adhered to at all times. The Code addresses, amongst other things:



- conflicts of interest, including dealings in company shares;
- receipt and use of company information and assets;
- expected behaviours; and
- processes for reporting breaches of the Code of Ethics, legal obligations or other policies of the Company.

The full content of the Code of Ethics can be found on the Company's website at [www.jwi.co.nz](http://www.jwi.co.nz). Directors, employees and contractors are encouraged to disclose inappropriate, unethical or unsafe activities within the Company. At the date of this Annual Report no serious instances of unethical behavior have been reported.

Responsibility for the management and administration of the Group is delegated to the Chief Executive, who is responsible to the board.

The Company has adopted a constitution that satisfies the requirements of NZX and the NZAX Listing Rules. In adopting this constitution, the shareholders, on the recommendation of the directors, elected:

- to omit any provision authorising the payment of retirement allowances or benefits to directors;
- to adopt the stricter thresholds prescribed by the NZX Listing Rules for related-party transactions and share issues that in each case are able to be made without shareholder approval; and
- not to utilise the "Pre Break Disclosure" provisions of the NZAX Listing Rules which would otherwise enable the Company to issue and buy back shares and enter into major transactions after making an announcement to the market, in place of seeking shareholder approval, where it would otherwise be required.

A copy of the Company's constitution is available for inspection on the Companies Office's electronic register at [www.companies.govt.nz](http://www.companies.govt.nz).

The board has an audit committee and a remuneration committee. Committees do not take action or make decisions on behalf of the board unless specifically mandated to do so by express prior board authority. The Company's audit and remuneration committee charters are available to view at [www.jwi.co.nz](http://www.jwi.co.nz).

### Audit committee

The function of the audit committee is to:

- assist the board in carrying out its responsibilities under the Companies Act 1993 and the Financial Reporting Act 1993 in respect of the group financial accounting practices, policies, and controls;
- to review and make appropriate enquiry into the audit of the group financial statements;
- the audit committee's role includes a particular focus on the qualitative aspects of financial reporting to shareholders and on company processes for the management of business/financial risk and for compliance with significant applicable

legal, ethical and regulatory requirements; and

- the role also includes coordination with other board committees and maintenance of strong, positive working relationships with management, external and internal auditors, counsel and other committee advisors.

In line with the Securities Commission's Corporate Governance Principles and Guidelines, the audit committee at the date of this document comprises:

- solely of non-executive directors, at least 50% of whom are independent;
- at least one director who is a chartered accountant; and
- a chairperson who is a non-executive director and a chartered accountant, and who is not the chairperson of the board.

The audit committee meets as required, and met three times during the financial year.

The committee members, and number of meetings attended, were:

Ian Malcolm (Chair)	Three
Phil Dash	Two
Simone Iles	Three
Sir Don McKinnon	Three

### Remuneration committee

The objective and purpose of the remuneration committee is to assist the board in establishing coherent remuneration policies and practices which:

- enable Just Water International Limited and its subsidiaries to attract, retain and motivate executives and directors who will create value for shareholders;
- fairly and responsibly reward executives having regard to the performance of the Company, the performance of the executive and the general remuneration environment; and
- comply with the provisions of the NZX Listing Rules and any other relevant legal requirements.

Recognising the key role personnel play in the pursuit of the Group's strategic objectives, the committee is responsible for determining the remuneration of the Chief Executive, and for maintaining an overview of the remuneration of senior management. In performing these roles, the committee operates independently of the Group's senior management, and, where required, obtains independent advice on the appropriateness of the remuneration and related packages that fall within its responsibility.

The fees payable to non-executive directors are determined by the remuneration committee, with the current total maximum remuneration payable to the directors of the Company being \$130,000 per annum as approved by ordinary resolution at the 2006 annual meeting of shareholders. The Company pays its non-executive directors in cash.

The remuneration committee at the date of this document comprises solely of non-executive directors and the chairperson of the committee is an independent director.

It meets as required, and met once in the financial year. The committee members, and the number of meetings attended, were:

Simone Iles (Chair)	One
Phil Dash	One
Sir Don McKinnon	One
Ian Malcolm	One

### Reporting and continuous disclosure obligations

The Company is committed to ensuring integrity and timeliness in its financial reporting and in providing information to the market and shareholders which reflects a considered view on the present and future prospects of the Company.

Continuous disclosure obligations of NZX require all listed companies to advise the market about any material events and developments as soon as the Company becomes aware of them. The Company has policies and a monitoring programme in place to ensure that it complies with these obligations on an ongoing basis and ensures timely communication of material items to shareholders through NZX or directly, as appropriate.

### Risk management

The Company has in place a risk management plan to identify and address areas of significant business risk. Risk management is carried out by the board with responsibility delegated through to the audit committee. The audit committee identifies and evaluates financial risks in close co-operation with the Group's operating units. The board provides principles for overall risk management, as well as policies covering specific areas, such as foreign exchange risk, interest rate risk, credit risk, use of derivative financial instruments and non-derivative financial instruments, and investment of excess liquidity that are designed to:

- optimise the return and to protect the interest of the Company stakeholders;
- safeguard the Company's assets and maintain its reputation;
- improve the Company's operating performance; and
- fulfill the Company's strategic objectives.

### Shareholder relations

The Company values its dialogue with institutional and private investors and is committed to giving all shareholders comprehensive, timely and equal access to information about its activities. The board aims to ensure that shareholders are informed of all information necessary to assess the board's performance. They do so through a communication strategy which includes:

- periodic and continuous disclosure to NZX;
- information provided to analysts and media;

- annual and half-yearly reports distributed to all shareholders;
- the annual shareholders' meeting; and
- the Company's website.

In accordance with the New Zealand Companies Act and NZX Listing Rules, the Company is no longer required to automatically mail a hard copy of its annual or half-yearly reports to shareholders. Even though these reports will be available electronically, shareholders can request a hard copy of the report to be mailed to them free of charge. The notice of meeting is circulated at least 10 days before the meeting and is also posted on the Company's website.

Shareholders are provided with notes on all the resolutions proposed through the notice of meeting each year. Directors are available at the annual shareholder meetings to answer shareholder questions. The board encourages full participation of shareholders to ensure a high level of accountability and identification with the Company's strategies and goals.

## Stakeholder Interests

The Group aims to manage its business in a way that will produce positive outcomes for all stakeholders including the public, customers, team members, suppliers and shareholders.

The intention is to monitor progress towards business sustainability in which we seek to assess and actively improve the social and environmental characteristics of the business. This is a goal to which the Company is strategically committed and which it seeks to integrate more fully into its day-to-day operations. The following table summarises the interaction we have with our key stakeholders:

STAKEHOLDER	INTERACTION	KEY INTERESTS	HOW WE RESPOND
<b>Customers</b>	<ul style="list-style-type: none"> <li>• Customer interaction through customer service staff, cooler and water delivery staff and account managers</li> <li>• Website</li> </ul>	<ul style="list-style-type: none"> <li>• Cost, reliability and access to quality products and services</li> <li>• Customer service and satisfaction</li> <li>• Company reputation</li> </ul>	<ul style="list-style-type: none"> <li>• Treat all customers fairly and with respect</li> <li>• Aim to provide the highest level of customer service and satisfaction</li> </ul>
<b>Employees</b>	<ul style="list-style-type: none"> <li>• Staff newsletters and other communications</li> <li>• Staff committees</li> <li>• Regular staff conferences</li> <li>• Fun evenings and other social events</li> </ul>	<ul style="list-style-type: none"> <li>• Work/life balance</li> <li>• Being regarded and respected as a responsible employer</li> <li>• Competitive rates of pay</li> <li>• Having happy and satisfied employees</li> </ul>	<ul style="list-style-type: none"> <li>• Monitor staff work levels, performance and feedback</li> <li>• Keep employees well informed about our business</li> <li>• Deliver market-based remuneration</li> </ul>
<b>Shareholders</b>	<ul style="list-style-type: none"> <li>• Annual meetings</li> <li>• Board representatives</li> <li>• Reports and publications</li> <li>• Market announcements</li> <li>• Website</li> </ul>	<ul style="list-style-type: none"> <li>• Sustainable earnings</li> <li>• Growth</li> <li>• Shareholder value</li> </ul>	<ul style="list-style-type: none"> <li>• Considered economic investments and decisions</li> <li>• Deliver sustainable shareholder returns</li> </ul>

## Statutory report of the directors

The directors present to shareholders the eighth annual report and audited financial statements of Just Water International Limited (JWI) and Group since floating on the NZAX in May 2004, covering the year ended 30 June 2011.

### Business activities

The Group's sole business activities during the financial year continued unchanged, being the provision of point-of-use water-coolers and bottled drinking-water to customers in New Zealand and Australia.

### Consolidated financial results

This financial year, the JWI Group has increased profitability before interest and tax over the previous year with earnings before interest and tax (EBIT) of \$3.2 million, (2010: \$0.6 million after adding back the impairment of goodwill totalling \$18.3 million). This was achieved on a turnover of \$32.5 million (2010: \$35.5 million), a decrease of eight percent.

Shareholders' equity at 30 June 2011 totalled \$3.9 million (2010: \$2.7 million), an increase of 43 percent. Total assets were \$33.1 million (2010: \$36.6 million). Total interest-bearing borrowings decreased from \$26.0 million to \$22.5 million.

### Dividend

No dividend was paid during the year (2010: \$1.7 million). The directors have agreed that no dividend will be declared for the 2011 financial year.

### Donations

The JWI Group believes that good citizenship of corporations and individuals can make a real difference in the community. For 15 years, Just Water New Zealand has been the principal sponsor of the New Zealand Kidney Foundation, and a contribution from every water cup supplied with the Company's water-coolers is donated to this organisation. This financial year, \$11,667 (2010: \$40,000) was donated to the Kidney Foundation by Just Water New Zealand, helping the Foundation promote drinking-water with the aim of reducing the incidence of kidney disorders.

### Directors

The persons holding office as directors of the Company as at 30 June 2011 were as follows:

Sir Don McKinnon (Chairman)

Phil Dash

Tony Falkenstein

Simone Iles

Ian Malcolm

Colin Giffney was appointed as director and ceased to hold office as a director of the Company during the year ended 30 June 2011.

### Remuneration of directors

Directors' remuneration paid during the year was as follows:

	GROUP		PARENT	
	2011 \$'000	2010 \$'000	2011 \$'000	2010 \$'000
D C McKinnon (Chairman)	52	52	52	52
I D Malcolm	26	26	26	26
S J Iles	26	26	26	26
P J Dash	37	57	26	26
A E Falkenstein (executive director) – Salary	184	180	184	180

Executive directors do not receive directors' fees.

### Remuneration of employees

The number of employees (not including directors) whose remuneration exceeded \$100,000 was as follows:

\$000	GROUP	
	2011	2010
100-110	1	3
110-120	-	1
120-130	3	2
130-140	2	-
140-150	-	3
150-160	-	2
160-170	1	-
170-180	1	-
190-200	1	1
200-210	-	1
220-230	1	-

### Auditors

In accordance with Section 21(1) of the Companies Act 1993, the auditors, PricewaterhouseCoopers, continue in office. Their audit remuneration and fees paid for other services are detailed in note 10 of the notes to the financial statements.

### Interests register

The following are transactions recorded in the interests register for the year.

### Parent and subsidiary companies

#### Interested transactions

Any business during the year ended 30 June 2011 the JWI Group has transacted with organisations in which a director has an interest has been carried out on a commercial arms-length basis and these are as follows:

- Bartercard Exchange Limited, a company of which Tony Falkenstein and Ian Malcolm are directors and indirect shareholders, charged Bartercard fees to the Parent during the financial year to the value of \$72,915 (2010: \$150,419); and

- Mabee Halstead & Kiddle Limited, a company of which Ian Malcolm is a director and a shareholder, provided accounting compliance and accounting services to the Just Water Group during the financial year to the value of \$152,856 (2010: \$190,288).

### Directors' remuneration

Details of the directors' remuneration are provided in the "Remuneration of directors" section.

### Use of company information by directors

Pursuant to Section 145 of the Companies Act 1993, there were no recorded notices from directors requesting to use company information received in their capacity as directors that would not otherwise have been available to them.

### Share dealings

The following acquisitions and disposals of equity securities by directors of the JWI Group took place during the year:

- Ordinary shares were issued to non-executive directors in lieu of directors' fees for the year ended 30 June 2010. The shares issued to non-executive directors in lieu of directors' fees for the year ended 30 June 2010 is as follows:

DIRECTOR NAME	DATE OF TRANSACTION	NUMBER OF ORDINARY SHARES ACQUIRED/ (DISPOSED)	CONSIDERATION
Sir Donald Charles McKinnon	20 July 2010	55,437	\$13,000
Simone Justine Iles	20 July 2010	55,437	\$13,000

During the year ended 30 June 2011 share transactions took place in which a director of JWI had a relevant interest, the details of these share transfers are shown in the table below:

SHAREHOLDER NAME	DIRECTOR NAME	NATURE OF RELEVANT INTEREST	DATE OF TRANSACTION	NUMBER OF ORDINARY SHARES ACQUIRED / (DISPOSED)	CONSIDERATION	TYPE OF TRANSACTION
The Harvard Group Limited	Anthony Edwin Falkenstein Ian Donald Malcolm	Directors and indirect shareholders	October 2010	842,674	\$142,557	On market share transfer between unrelated parties
Springfresh Marketing Pty Limited as trustee of the Dash Family Trust Staff Superannuation Fund	Philip John Dash	Trustee and beneficiary	September 2010	2,894,772	Nil	Off market share transfer between related parties
Springfresh Marketing Pty Limited as trustee of the Dash Family Trust	Philip John Dash	Trustee and beneficiary	September 2010	(2,894,772)	Nil	Off market share transfer between related parties
Simone Justine Iles	Simone Justine Iles	Direct shareholder	July 2010	55,437	\$13,000	Issue of shares in lieu of cash directors fees
Sir Donald Charles McKinnon	Sir Donald Charles McKinnon	Direct shareholder	July 2010	55,437	\$13,000	Issue of shares in lieu of cash directors fees

### Directors' loans

There were no loans by the JWI Group to any directors during the year or at balance date.

### Directors' insurance

The JWI Group has arranged policies for directors' liability insurance which, with a deed of indemnity, ensures that generally directors will incur no monetary loss as a result of actions undertaken by them as directors. Certain actions are specifically excluded; for example, the incurring of penalties and fines that might be imposed in respect of breaches of the law.

The directors thank the management and staff for their continued dedication, support and positiveness during the year. For and on behalf of the board:



Sir Don McKinnon  
Chairman  
1 September 2011



Tony Falkenstein  
Chief Executive



## Independent Auditors' Report

To the shareholders of Just Water International Limited

### Report on the Financial Statements

We have audited the financial statements of Just Water International Limited on pages 14 to 51, which comprise the balance sheets as at 30 June 2011, the statements of comprehensive income, statements of changes in equity and cash flow statements for the year then ended, and the notes to the financial statements that include a summary of significant accounting policies and other explanatory information for both the Company and the Group. The Group comprises the Company and the entities it controlled at 30 June 2011 or from time to time during the financial year.

### Directors' Responsibility for the Financial Statements

The Directors are responsible for the preparation of these financial statements in accordance with generally accepted accounting practice in New Zealand and that give a true and fair view of the matters to which they relate and for such internal controls as the Directors determine are necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditors' Responsibility

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

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

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

Other than in our capacity as auditors we have no relationship with, or interests in, Just Water International Limited or any of its subsidiaries.

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T: +64 (9) 355 8000, F: +64 (9) 355 8001, [www.pwc.com/nz](http://www.pwc.com/nz)*



## Independent Auditors' Report

Just Water International Limited

### Opinion

In our opinion, the financial statements on pages 14 to 51:

- comply with generally accepted accounting practice in New Zealand;
- comply with International Financial Reporting Standards; and
- give a true and fair view of the financial position of the Company and the Group as at 30 June 2011, and their financial performance and cash flows for the year then ended.

### Report on Other Legal and Regulatory Requirements

We also report in accordance with Sections 16(1)(d) and 16(1)(e) of the Financial Reporting Act 1993. In relation to our audit of the financial statements for the year ended 30 June 2011:

- we have obtained all the information and explanations that we have required; and
- in our opinion, proper accounting records have been kept by the Company as far as appears from an examination of those records.

### Restriction on Distribution or Use

This report is made solely to the Company's shareholders, as a body, in accordance with Section 205(1) of the Companies Act 1993. Our audit work has been undertaken so that we might state to the Company's shareholders those matters which we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Company and the Company's shareholders, as a body, for our audit work, for this report or for the opinions we have formed.

A handwritten signature in cursive script that reads 'PricewaterhouseCoopers'.

Chartered Accountants  
1 September 2011

Auckland

**Just Water International Limited**  
**Statement of Comprehensive Income**  
**For the year ended 30 June 2011**

		GROUP YEAR ENDED 30 JUNE 2011 \$'000	GROUP YEAR ENDED 30 JUNE 2010 \$'000	PARENT YEAR ENDED 30 JUNE 2011 \$'000	PARENT YEAR ENDED 30 JUNE 2010 \$'000
Revenue	8	32,479	35,233	21,348	23,750
Other operating income	9	10	225	2,887	2,902
<b>Income</b>		<b>32,489</b>	<b>35,458</b>	<b>24,235</b>	<b>26,652</b>
Employee costs	10	(12,634)	(14,589)	(8,222)	(9,560)
Changes in inventories of finished goods and consumables		321	(472)	(64)	(41)
Purchases of finished goods and consumables		(3,877)	(3,859)	(1,422)	(2,081)
Other expenses	10	(7,637)	(10,511)	(5,697)	(8,103)
<b>Earnings before interest, tax, depreciation, amortisation and impairment</b>		<b>8,662</b>	<b>6,027</b>	<b>8,830</b>	<b>6,867</b>
Depreciation	17	(4,898)	(4,851)	(3,582)	(3,384)
Amortisation	18	(551)	(566)	(408)	(374)
Impairment of goodwill	18	-	(18,300)	-	-
Impairment of related party balances	13	-	-	-	(18,300)
<b>Earnings before interest and tax</b>		<b>3,213</b>	<b>(17,690)</b>	<b>4,840</b>	<b>(15,191)</b>
Interest expense		(1,918)	(1,753)	(1,570)	(1,567)
<b>Profit/(loss) before income tax</b>		<b>1,295</b>	<b>(19,443)</b>	<b>3,270</b>	<b>(16,758)</b>
Income tax (expense)/credit	11	(477)	231	(198)	303
<b>Profit/(loss) after income tax</b>		<b>818</b>	<b>(19,212)</b>	<b>3,072</b>	<b>(16,455)</b>
Other comprehensive income					
Exchange differences on translating foreign operations		314	213	-	-
<b>Total comprehensive income</b>		<b>1,132</b>	<b>(18,999)</b>	<b>3,072</b>	<b>(16,455)</b>
<b>Earnings per share for profit attributable to the shareholders of the Parent</b>					
Basic and diluted earnings per share (cents)	29	0.9	(21.8)		

The accompanying notes to the financial statements are an integral part of, and should be read in conjunction with, the above statement of comprehensive income.



**Just Water International Limited**  
**Balance Sheet**  
**As at 30 June 2011**

	NOTE	GROUP AS AT 30 JUNE 2011 \$'000	GROUP AS AT 30 JUNE 2010 \$'000	PARENT AS AT 30 JUNE 2011 \$'000	PARENT AS AT 30 JUNE 2010 \$'000
<b>ASSETS</b>					
<b>Current assets</b>					
Cash and cash equivalents	12	51	49	2	2
Trade and other receivables	13	3,994	4,165	17,864	14,881
Current tax receivables	15	111	-	111	-
Inventories	14	1,565	1,244	405	469
<b>Total current assets</b>		<b>5,721</b>	<b>5,458</b>	<b>18,382</b>	<b>15,352</b>
<b>Non-current assets</b>					
Property, plant and equipment	17	12,605	15,474	8,910	11,453
Investment in subsidiaries	26	-	-	8,377	8,377
Intangible assets	18	11,128	11,182	6,044	6,340
Deferred tax asset	16	3,686	4,482	637	1,090
<b>Total non-current assets</b>		<b>27,419</b>	<b>31,138</b>	<b>23,968</b>	<b>27,260</b>
<b>Total assets</b>		<b>33,140</b>	<b>36,596</b>	<b>42,350</b>	<b>42,612</b>
<b>LIABILITIES</b>					
<b>Current liabilities</b>					
Interest-bearing liabilities	20	6,329	2,238	5,791	206
Trade and other payables	19	3,198	3,467	1,737	2,455
Current tax payables	15	-	228	-	228
Deferred income		2,649	2,705	459	382
<b>Total current liabilities</b>		<b>12,176</b>	<b>8,638</b>	<b>7,987</b>	<b>3,271</b>
<b>Non-current liabilities</b>					
Interest-bearing liabilities	20	16,155	23,789	15,904	23,726
Deferred income		698	898	-	-
Deferred tax liabilities	16	261	580	276	531
<b>Total non-current liabilities</b>		<b>17,114</b>	<b>25,267</b>	<b>16,180</b>	<b>24,257</b>
<b>Total liabilities</b>		<b>29,290</b>	<b>33,905</b>	<b>24,167</b>	<b>27,528</b>
<b>Net assets</b>		<b>3,850</b>	<b>2,691</b>	<b>18,183</b>	<b>15,084</b>
<b>EQUITY</b>					
Share capital	21	22,487	22,460	22,487	22,460
Accumulated losses		(18,552)	(19,370)	(4,304)	(7,376)
Reserves		(85)	(399)	-	-
<b>Total equity</b>		<b>3,850</b>	<b>2,691</b>	<b>18,183</b>	<b>15,084</b>

For and on behalf of the board:



Sir Don McKinnon  
Chairman



Ian Malcolm  
Director

1 September 2011

*The accompanying notes to the financial statements are an integral part of, and should be read in conjunction with, the above balance sheet.*

**Just Water International Limited**  
**Statement of Changes in Equity**  
**For the year ended 30 June 2011**

	NOTE	SHARE CAPITAL \$'000	FOREIGN CURRENCY TRANSLATION RESERVE \$'000	RETAINED EARNINGS \$'000	TOTAL EQUITY \$'000
<b>GROUP</b>					
<b>Balance at 1 July 2009</b>		21,136	(612)	1,535	22,059
Loss after tax		-	-	(19,212)	(19,212)
Foreign currency translation reserve		-	213	-	213
<b>Total comprehensive income/(loss) for the year</b>		-	<b>213</b>	<b>(19,212)</b>	<b>(18,999)</b>
Issue of options	21	1	-	-	1
Issue of ordinary shares	21	1,323	-	-	1,323
Dividend paid	22	-	-	(1,692)	(1,692)
Supplementary dividend paid	22	-	-	(22)	(22)
Foreign investor tax credits	22	-	-	21	21
<b>Balance at 30 June 2010</b>		<b>22,460</b>	<b>(399)</b>	<b>(19,370)</b>	<b>2,691</b>
Profit after tax		-	-	818	818
Foreign currency translation reserve		-	314	-	314
<b>Total comprehensive income/(loss) for the year</b>		-	<b>314</b>	<b>818</b>	<b>1,132</b>
Issue of options	21	1	-	-	1
Issue of ordinary shares	21	26	-	-	26
<b>Balance at 30 June 2011</b>		<b>22,487</b>	<b>(85)</b>	<b>(18,552)</b>	<b>3,850</b>
<b>PARENT</b>					
<b>Balance at 1 July 2009</b>		21,136	-	10,772	31,908
Loss after tax		-	-	(16,455)	(16,455)
<b>Total comprehensive income/(loss) for the year</b>		-	-	<b>(16,455)</b>	<b>(16,455)</b>
Issue of options	21	1	-	-	1
Issue of ordinary shares	21	1,323	-	-	1,323
Dividend paid	22	-	-	(1,692)	(1,692)
Supplementary dividend paid	22	-	-	(22)	(22)
Foreign investor tax credits	22	-	-	21	21
<b>Balance at 30 June 2010</b>		<b>22,460</b>	-	<b>(7,376)</b>	<b>15,084</b>
Profit after tax		-	-	3,072	3,072
<b>Total comprehensive income/(loss) for the year</b>		-	-	<b>3,072</b>	<b>3,072</b>
Issue of options	21	1	-	-	1
Issue of ordinary shares	21	26	-	-	26
<b>Balance at 30 June 2011</b>		<b>22,487</b>	-	<b>(4,304)</b>	<b>18,183</b>

*The accompanying notes to the financial statements are an integral part of, and should be read in conjunction with, the above statement of changes in equity.*

**Just Water International Limited**  
**Cash Flow Statement**  
For the year ended 30 June 2011

	NOTE	GROUP YEAR ENDED 30 JUNE 2011 \$'000	GROUP YEAR ENDED 30 JUNE 2010 \$'000	PARENT YEAR ENDED 30 JUNE 2011 \$'000	PARENT YEAR ENDED 30 JUNE 2010 \$'000
<b>Cash flows from operating activities</b>					
Receipts from customers		33,054	36,269	21,833	25,172
Interest received		10	15	10	7
Payments to suppliers and employees		(24,097)	(29,399)	(12,789)	(16,922)
Interest paid		(1,671)	(1,753)	(1,570)	(1,497)
Income tax paid		(339)	(461)	(339)	(461)
Purchases of non-current assets held for rental		(2,259)	(4,160)	(1,514)	(3,176)
<b>Net cash generated from operating activities</b>	27	<b>4,698</b>	<b>511</b>	<b>5,631</b>	<b>3,123</b>
<b>Cash flows from investing activities</b>					
Purchases of property, plant and equipment		(620)	(980)	(285)	(631)
Proceeds from sale of property, plant and equipment		159	441	122	201
Purchases of intangible assets		(112)	(488)	(112)	(488)
Loans to related parties		-	-	(3,119)	(2,427)
<b>Net cash used in investing activities</b>		<b>(573)</b>	<b>(1,027)</b>	<b>(3,394)</b>	<b>(3,345)</b>
<b>Cash flows from financing activities</b>					
Proceeds from borrowings		-	185	-	185
Repayment of borrowings		(3,264)	(693)	(2,200)	-
Exchange losses on borrowings		(558)	-	-	-
Dividends paid to Company's shareholders	22	-	(408)	-	(408)
<b>Net cash used in financing activities</b>		<b>(3,822)</b>	<b>(916)</b>	<b>(2,200)</b>	<b>(223)</b>
<b>Net increase/(decrease) in cash, cash equivalents and bank overdrafts</b>		<b>303</b>	<b>(1,432)</b>	<b>37</b>	<b>(445)</b>
Cash and cash equivalents at the beginning of the financial year		(392)	953	(45)	400
Exchange (losses)/gains on cash and bank overdrafts		(22)	87	-	-
<b>Cash and cash equivalents at the end of year</b>	12	<b>(111)</b>	<b>(392)</b>	<b>(8)</b>	<b>(45)</b>

The accompanying notes to the financial statements are an integral part of, and should be read in conjunction with, the above cash flow statement.

# **Just Water International Limited**

## *Notes to the Financial Statements*

### *For the year ended 30 June 2011*

#### **1. GENERAL INFORMATION**

Just Water International Limited (JWI) is a public company registered under the Companies Act 1993 and is listed with the New Zealand Stock Exchange on the NZAX.

The Group comprises JWI and its division Just Water New Zealand, and its wholly-owned subsidiaries Clearwater Filter Systems (Aust) Pty Limited (Clearwater), JWA Holdings Limited, Just Water Australia Pty Limited (JW Australia), Just Water Victoria Pty Limited (JW Victoria) and the Just Water Limited Partnership.

These financial statements have been approved for issue by the board of directors on 1 September 2011.

#### **2. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES**

##### **2.1 Statement of compliance**

The financial statements have been prepared in accordance with Generally Accepted Accounting Practice (GAAP) in New Zealand. The financial statements have been prepared in accordance with New Zealand equivalents to International Financial Reporting Standards (NZ IFRS) and other applicable financial reporting standards. The Group has designated itself as a profit-oriented entity for the purposes of complying with NZ IFRS. The financial statements also comply with International Financial Reporting Standards (IFRS).

The significant NZ IFRS accounting policies are set out below and have been applied consistently to all periods presented in these financial statements. There are no changes to accounting policies or related disclosures.

##### **2.2 Basis of preparation**

###### **2.2.1 Entities reporting**

The financial statements of the 'Parent' are for Just Water International Limited as a separate legal entity.

###### **2.2.2 Statutory base**

Just Water International Limited is a limited liability company which is domiciled and incorporated in New Zealand. It is registered under the Companies Act 1993 and is an issuer in terms of the Securities Act 1978.

The financial statements have been prepared and presented in accordance with the requirements of the Financial Reporting Act 1993 and the Companies Act 1993.

###### **2.2.3 Historical cost convention**

The financial statements have been prepared under the historical cost convention, as modified by the revaluation of financial assets and liabilities (including derivative instruments) at fair value through profit or loss.

###### **2.2.4 Going concern**

The financial statements have been prepared on a going concern basis. As at 30 June 2011 the Group had negative working capital. The directors have assessed the financial performance of the Group including forecast cash flows and are satisfied that the going concern assumption remains appropriate.

#### **SPECIFIC ACCOUNTING POLICIES**

The following specific accounting policies, which significantly affect the measurement of financial performance, financial position and cash flows, have been applied.

#### **2.3 Consolidation**

##### **2.3.1 Subsidiaries**

The consolidated financial statements incorporate the assets and liabilities of all subsidiaries of Just Water International Limited ('Company' or 'Parent entity') as at 30 June 2011 and the results of all subsidiaries for the year then ended. Just Water International Limited and its subsidiaries together are referred to in these financial statements as the Group or the consolidated entity.

Subsidiaries are all entities (including special purpose entities) over which the Group has the power to govern the financial and operating policies generally accompanying a shareholding of more than one half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Group controls another entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases.

The acquisition method of accounting is used to account for business combinations by the Group. The consideration transferred for the acquisition of a subsidiary is the fair value of the assets transferred, the liabilities incurred and the equity interests issued by the Group. The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Acquisition-related costs are expensed as incurred. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. On an acquisition-by-acquisition basis, the Group recognises any non-controlling interest in the acquiree either at fair value or at the non-controlling interest's proportionate share of the acquiree's net assets.

The excess of the consideration transferred, the amount of any non-controlling interest in the acquiree and the acquisition-date fair value of any previous equity interest in the acquiree over the fair value of the Group's share of the identifiable net assets acquired is recorded as goodwill. If this is less than the fair value of the net assets of the subsidiary acquired in the case of a bargain purchase, the difference is recognised directly in the statement of comprehensive income.

Inter-company transactions, balances and unrealised gains on transactions between group companies are eliminated. Unrealised losses are also eliminated. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

Investments in subsidiaries held by the Parent are accounted for at cost less impairment.

## 2.4 Segment reporting

Operating segments are reported upon in a manner consistent with the internal reporting used for allocating resources and assessing performance.

## 2.5 Foreign currency translation

### 2.5.1 Functional and presentation currency

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates (the 'functional currency'). The consolidated financial statements are presented in New Zealand dollars, which is the Group's functional and presentation currency. All financial information presented in New Zealand dollars has been rounded to the nearest thousand.

### 2.5.2 Transaction and balances

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of foreign currency transactions and from the translation at the year-end exchange rate of monetary assets and liabilities denominated in foreign currencies are recognised in the statement of comprehensive income.

### 2.5.3 Group companies

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

- Assets and liabilities for each balance sheet presented are translated at the closing rate at the date of that balance sheet;
- income and expenses for each statement of comprehensive income are translated at average exchange rates (unless this average is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated at the dates of the transactions); and
- all resulting exchange differences are recognised as a separate component of equity.

Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as assets and liabilities of the foreign entity and translated at the closing rate.

## 2.6 Revenue recognition

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

### 2.6.1 Sales income

The Group sells water and other products. Sales of goods are recognised when a group entity delivers a product to the customer.

### 2.6.2 Rental income

Rental income relates to the rental of water-coolers to customers. Rental income is recognised over the period of rental contracts, including any rent-free periods.

### 2.6.3 Service income

Service income shown in the statement of comprehensive income comprises amounts received and receivable by the Group for the servicing of water-coolers under servicing contracts or ad hoc servicing by reference to the state of completion of transaction at the balance date in the ordinary course of business.

### 2.6.4 Interest income

Interest income is recognised on a time-proportion basis using the effective interest method. When a receivable is impaired, the Group reduces the carrying amount to its recoverable amount, being the estimated future cash flow discounted at original effective interest-rate of the instrument, and continues unwinding the discount as interest income. Interest income on impaired receivables is recognised using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss.

### 2.6.5 Dividend income

Dividend income is recognised when the right to receive payment is established.

### 2.6.6 Deferred income

Deferred income relates to rental and service income invoiced in advance and recognised as income over the period of each respective contract.

## 2.7 Income tax

The income tax expense or credit for the period is the tax payable on the current period's taxable income based on the notional income tax rate for each jurisdiction adjusted by changes in deferred tax assets and liabilities attributable to temporary differences between the tax bases of assets and liabilities and their carrying amounts in the financial statements, and to unused tax losses.

# Just Water International Limited

## Notes to the Financial Statements

### For the year ended 30 June 2011

Deferred tax assets and liabilities are recognised for temporary differences at the tax rates expected to apply when the assets are recovered or liabilities are settled, based on those tax rates which are enacted or substantively enacted for each jurisdiction. The relevant tax rates are applied to the cumulative amounts of deductible and taxable temporary differences to measure the deferred tax asset or liability. An exception is made for certain temporary differences arising from the initial recognition of an asset or a liability. No deferred tax asset or liability is recognised in relation to these temporary differences if they arose in a transaction, other than a business combination, that at the time of the transaction did not affect either accounting profit or taxable profit or loss.

Deferred tax assets are recognised for deductible temporary differences and unused tax losses only if it is probable that future taxable amounts will be available to utilise those temporary differences and losses.

Deferred tax liabilities and assets are not recognised for temporary differences between the carrying amount and tax bases of investments in foreign operations where the Group is able to control the timing of the reversal of the temporary differences and it is probable that the differences will not reverse in the foreseeable future.

Current and deferred tax balances attributable to amounts recognised directly in equity are also recognised directly in equity.

Current tax asset of one entity in the Group is offset against a current tax liability of another entity in the Group if, and only if, the entities concerned have a legally enforceable right to make or receive a single net payment and the entities intend to make or receive such a net payment or to recover the asset and settle the liability simultaneously.

## 2.8 Goods and Services Tax (GST)

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

## 2.9 Leases

### 2.9.1 The Group is the lessee

Leases of property, plant and equipment (PPE) where the Group has substantially all the risks and rewards of ownership are classified as finance leases. Finance leases are capitalised at the lease's inception at the lower of the fair value of the leased property and the present value of the minimum lease payments. The corresponding rental obligations, net of finance charges, are included in interest-bearing liabilities. Each lease payment is allocated between the liability and finance charges so as to achieve a constant rate on the finance balance outstanding. The interest element of the finance cost is charged to the statement of comprehensive income over the lease period so as to produce a constant periodic rate of interest on the remaining balance of

the liability for each period. The property, plant and equipment acquired under finance leases are depreciated over the shorter of the asset's useful life and the lease term.

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

### 2.9.2 The Group is the lessor

Assets leased to third parties under operating leases are included in property, plant and equipment (PPE) in the balance sheet. They are depreciated over their expected useful lives on a basis consistent with similar owned property, plant and equipment. Rental income (net of any incentives given to lessees) is recognised on a straight-line basis over the lease term.

Initial costs incurred in negotiating and arranging operating leases are added to the carrying amount of the leased asset and depreciated over the lease term on the same basis as the lease income.

## 2.10 Impairment of non-financial assets

Intangible and tangible assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. Intangible assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment irrespective of whether any circumstances identifying a possible impairment have been identified. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units).

## 2.11 Cash and cash equivalents

Cash and cash equivalents includes cash on hand, deposits held at call with financial institutions, other short-term, highly-liquid investments with original maturities of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities on the balance sheet.

## 2.12 Trade receivables

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost, using the effective interest method, less provision for impairment. Collectability of trade receivables is reviewed on an ongoing basis. Debts which are known to be uncollectible are written off. A provision for doubtful receivables is established when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of receivables. The amount

of the provision is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the effective interest-rate. The amount of the movement in the provision is recognised in the statement of comprehensive income.

### 2.13 Inventories

Inventories consist of cooler equipment held for sale, and consumables. Inventories are stated at the lower of cost and net realisable value. Cost is determined on a first in, first out (FIFO) basis for consumables and individual purchase cost basis for coolers.

### 2.14 Investments and other financial assets

The Group classifies its financial assets in the following categories: at fair value through profit or loss, loans and receivables. The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets at initial recognition.

#### 2.14.1 Financial assets at fair value through profit or loss

This category has two sub-categories:

- Financial assets held for trading; and
- Those designated at fair value through profit or loss at inception.

A financial asset is classified in this category if acquired principally for the purpose of selling in the short term or if so designated by management. The policy of management is to designate a financial asset if there exists the possibility it will be sold in the short-term and the asset is subject to frequent changes in fair value. Derivatives are also categorised as held for trading unless they are designated as hedges. Assets in this category are classified as current assets if they are either held for trading or are expected to be realised within 12 months of the balance date.

#### 2.14.2 Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They arise when the Group provides money, goods or services directly to a debtor with no intention of selling the receivable. They are included in current assets, except for those with maturities greater than 12 months after the balance date which are classified as non-current assets. Loans and receivables are included in cash and cash equivalents and receivables in the balance sheet.

### 2.15 Property, plant and equipment

Items of property, plant and equipment (PPE) are shown at cost less subsequent depreciation and impairment. The cost of purchased PPE is the value of the consideration given to acquire the assets and the value of other directly attributable costs which have been incurred in bringing the assets to the location and condition necessary for their intended service. Where parts

of an item of PPE have different useful lives they are accounted for as separate items of PPE.

Initial commission costs incurred in negotiating and arranging cooler contracts are added to the carrying amount of the cooler asset and recognised as an expense over the cooler contract term on the same basis as cooler revenue.

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

Depreciation on assets is calculated using the straight-line method to allocate their cost or revalued amounts, net of their residual values, over their estimated useful lives, as follows:

Rental equipment	2 – 8 years
Motor vehicles	4 – 5 years
Office equipment	3 – 11 years
Furniture and fittings	8 years
Plant and equipment	4 – 7 years
Leasehold improvements	5 – 12 years
Buildings	50 years

Major renovations are depreciated over the remaining useful life of the related asset or to the date of the next major renovation, whichever is the sooner.

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance date.

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

Gains and losses on disposals are determined by comparing proceeds with carrying amounts. These are included in the statement of comprehensive income. Borrowing costs incurred for the construction of any qualifying assets are capitalised during the period of time that is required to complete and prepare the asset for its intended use. Other borrowing costs are expensed.

### 2.16 Intangible assets

#### 2.16.1 Goodwill

Goodwill represents the excess of the cost of an acquisition over the fair value of the Group's share of the net identifiable assets of the acquired business/associate at the date of acquisition. Goodwill on acquisitions of businesses is included in intangible assets. Goodwill acquired in business combinations is not amortised. Instead, goodwill is tested for impairment annually or more frequently if events or changes in circumstances indicate that it might be impaired, and is carried at cost less accumulated impairment losses. Gains and losses on the disposal of an entity

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### **For the year ended 30 June 2011**

include the carrying amount of goodwill relating to the entity sold.

Goodwill is allocated to cash-generating units for the purpose of impairment testing. Each of those cash generating units represents the Group's investment in each country of operation.

Negative goodwill arising on an acquisition is recognised directly in the statement of comprehensive income.

#### **2.16.2 Other intangibles**

Intangible assets that are acquired by the Group are stated at cost less accumulated amortisation and impairment losses. Subsequent expenditure on capitalised intangible assets is capitalised only when it increases the future economic benefits embodied in the specific asset to which it related. All other expenditure is expensed as incurred.

Expenditure on internally generated goodwill and other intangibles is recognised in the statement of comprehensive income as an expense as incurred.

Amortisation is charged to the statement of comprehensive income on a straight-line basis over the estimated useful lives of intangible assets unless such lives are indefinite. Goodwill and intangible assets with an indefinite useful life are systematically tested for impairment at each balance date or where there are indicators of impairment. Customer contracts are amortised based on the anticipated revenues in respect of these contracts. Other acquired intangible assets are amortised over their anticipated useful lives of 10 years.

Software assets, licenses and capitalised costs of developing systems are recorded as intangible assets unless they are directly related to a specific item of hardware and recorded as property, plant and equipment and amortised over a period of four to six years.

#### **2.17 Share capital**

Ordinary shares are classified as equity.

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

#### **2.18 Trade and other payables**

These amounts represent liabilities for goods and services provided to the Group prior to the end of financial year which are unpaid. The amounts are unsecured and are generally paid within normal terms of trade. Trade payables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method.

#### **2.19 Borrowings**

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

borrowings using the effective interest method.

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

#### **2.20 Cash flow statement**

This has been prepared using the direct approach. All cash flows are presented on a gross basis, unless described otherwise.

#### **2.21 Employee benefits**

##### **2.21.1 Wages and salaries, annual leave and sick leave**

Liabilities for wages and salaries, including non-monetary benefits, annual leave and accumulating sick leave expected to be settled within 12 months of the balance date are recognised in other payables in respect of employees' services up to the balance date and are measured at the amounts expected to be paid when the liabilities are settled. Liabilities for non-accumulating sick leave are recognised when the leave is taken and measured at the rates paid or payable.

##### **2.21.2 Long service leave**

The liability for long service leave is recognised in the provision for employee benefits and measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the balance date on national government bonds with terms to maturity and currency that match, as closely as possible, the estimated future cash outflows.

##### **2.21.3 Share-based payments**

The Group's management awards high-performing employees bonuses in the form of share options, from time to time, on a discretionary basis. The fair value at grant date is recognised as an employee benefits expense with a corresponding increase in share capital over the vesting period. The proceeds received net of any directly attributable transaction costs are credited to share capital (nominal value) when the options are exercised.

##### **2.21.4 Profit-sharing and bonus plans**

The Group recognises a liability and an expense for bonuses and profit-sharing based on a formula that takes into consideration the profit attributable to the Group's shareholders after certain adjustments. The Group recognises a provision where contractually obliged or where there is a past practice that has created a constructive obligation.

##### **2.21.5 Short-term employee benefits**

Employee entitlements to salaries and wages, annual leave and sick leave to be settled within 12 months of the balance date represent present obligations resulting from employees' services



provided up to the balance date, calculated at undiscounted amounts based on remuneration rates that the Group expects to pay.

## 2.22 Dividends

Provision is made for the amount of any dividend declared on or before the end of the financial year but not distributed at balance date.

## 2.23 Comparatives

Certain comparative information has been reclassified in order to provide a more appropriate basis for comparison.

Refer to Note 13, Trade and other receivables.

## 3. EARNINGS PER SHARE

### 3.1 Basic earnings per share

Basic earnings per share are calculated by dividing the profit after tax attributable to equity holders of the Group by the weighted average number of ordinary shares outstanding during the financial year.

### 3.2 Diluted earnings per share

Diluted earnings per share adjusts the figures used in the determination of basic earnings per share to take into account the after income tax effect of interest and other financing costs associated with dilutive potential ordinary shares and the weighted average number of shares assumed to have been issued for no consideration in relation to dilutive potential ordinary shares.

## 4. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

The preparation of financial statements in conformity with NZ IFRS requires the use of certain critical accounting estimates and judgments concerning the future. The resulting estimates may not equal related actual results. Estimates and judgments are continually evaluated and are based on historical experience and other factors including expectations of future events that are believed to be reasonable under the circumstances. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities are discussed below.

### 4.1 Estimated impairment of goodwill

The Group tests annually whether goodwill, or investments in subsidiaries, has suffered any impairment.

### 4.2 Deferred tax

The utilisation of the deferred tax asset relating to temporary differences is dependent on future tax profits in excess of the profits arising from the reversal of existing taxable temporary differences. Income tax losses are reviewed annually for each

tax jurisdiction to ensure it is probable that these losses will be utilised based on current forecasts. If it is not probable they will be utilised, the losses are derecognised.

### 4.3 Bad and doubtful debts

Management regularly reviews the debtors ledger and makes provision against those balances that management believes are not collectible.

### 4.4 Income taxes

The Group is subject to income taxes in two different jurisdictions. Significant judgment is required in determining the provision for income tax. There are many transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business. Deferred income tax is determined using the tax rate (and laws) that have been enacted or substantially enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the income tax and deferred tax provisions in the period in which such determination is made.

### 4.5 Unrecoverable coolers

Management regularly reviews the status of cooler rental agreements and provide for coolers where these are deemed not recoverable from customers.

## 5. STANDARDS, INTERPRETATIONS AND AMENDMENTS TO PUBLISHED STANDARDS THAT HAVE BECOME EFFECTIVE

Certain new standards, amendments and interpretations to existing standards have been published that are mandatory for the Group's accounting periods beginning on or after 1 January 2011 or later periods, but which the Group has not early adopted. Adoption of these standards will not have any material impact on the Group's financial statements. These are detailed as below.

### 5.1 Amendments to IAS 24: Related Party Disclosures (mandatory for reporting periods beginning on or after 1 January 2011)

The revised IAS 24 amends the definition of a related party and modifies certain related party disclosure requirements for government-related entities.

### 5.2 Amendments to NZ IFRS 7: Financial instruments – disclosures (mandatory for reporting periods beginning on or after 1 January 2011)

The amendment requires enhanced disclosures between quantitative and qualitative disclosures about the nature and extent of risks associated with financial instruments.

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#### **5.3 Amendments to IAS 1: Presentation of financial statements (mandatory for reporting periods beginning on or after 1 January 2011)**

The revised IAS 1 clarifies that an entity will present an analysis of other comprehensive income for each component of equity, either in the statement of changes in equity or in the notes to the financial statements.

#### **5.4 Improvements to NZ Equivalents to IFRS, amendments to New Zealand Accounting Standards arising from the Annual Improvements Project (effective from annual periods beginning on or after 1 January 2011)**

Amendments to some standards may result in changes to the way particular transactions or balances are accounted for, including recognition, measurement and presentation.

### **6. STANDARDS, INTERPRETATIONS AND AMENDMENTS TO PUBLISHED STANDARDS THAT ARE NOT YET EFFECTIVE**

Certain new standards, amendments and interpretations to existing standards have been published that are mandatory for the Group's accounting periods beginning on or after 1 July 2011 or later periods, but which the Group has not early adopted. These standards are not expected to significantly affect the Group. These are detailed as below.

#### **6.1 NZ IFRS 9: Financial Instruments (effective from annual periods beginning on or after 1 January 2015).**

The standard replaces part of NZ IAS 39 and establishes two primary measurement categories for financial assets and liabilities: amortised cost and fair value. Classification depends on an entity's business model and the contractual cash flow characteristics of the financial asset.

#### **6.2 NZ IFRS 10: Consolidated Financial Statements (effective from annual periods beginning on or after 1 January 2013).**

The standard introduces a single definition of control that applies to all entities. It focuses on the need to have both power and rights or exposure to variable returns before control is present.

#### **6.3 NZ IFRS 12: Disclosure of Interests in other Entities (effective from annual periods beginning on or after 1 January 2013).**

The standard sets out the required disclosures for entities reporting under NZ IFRS 10 and NZ IFRS 11, and replaces the disclosure requirements currently found in IAS 28.

#### **6.4 NZ IFRS 13: Fair value measurement (effective from annual periods beginning on or after 1 January 2013).**

The standard explains how to measure fair value and aims to enhance fair value disclosures.

## 7. SEGMENT INFORMATION

An operating segment is a component of an entity that engages in business activities, which earns revenue and incurs expenses and for which the chief operating decision maker (CODM) reviews the operating results on a regular basis and makes decisions on resource allocation. The Group has determined its CODM to be the Board of Directors on the basis that it is this group which determines the allocation of resources to segments and assesses their performance.

The reportable operating segments of the Group have been determined based on the components of the Group that the CODM monitors in making decisions about operating matters. Such components have been identified on the basis of internal reports that the CODM reviews regularly in order to allocate resources and to assess the performance of the Group.

The Group is organised into two reportable operating segments, namely New Zealand and Australia, reflecting the different geographical markets within which the Group operates.

The following is an analysis of the Group's revenue and results by operating segment. Revenue reported below represents revenue generated from external customers.

	NOTE	NEW ZEALAND 2011 \$'000	AUSTRALIA 2011 \$'000	ELIMINATIONS 2011 \$'000	GROUP TOTAL 2011 \$'000
Rental income	8	12,488	7,286	-	19,774
Sales and service income	8	8,860	4,150	(305)	12,705
Other operating income	9	83	-	(73)	10
<b>Income</b>		<b>21,431</b>	<b>11,436</b>	<b>(378)</b>	<b>32,489</b>
<b>Earnings before interest, tax, depreciation, amortisation and impairment</b>		<b>5,950</b>	<b>2,785</b>	<b>(73)</b>	<b>8,662</b>
Depreciation	17	(3,582)	(1,316)	-	(4,898)
Amortisation	18	(408)	(143)	-	(551)
<b>Earnings before interest and tax</b>		<b>1,960</b>	<b>1,326</b>	<b>(73)</b>	<b>3,213</b>
Interest expense	10	(1,570)	(421)	73	(1,918)
<b>Profit before income tax</b>		<b>390</b>	<b>905</b>	<b>-</b>	<b>1,295</b>
Income tax expense	11	(198)	(279)	-	(477)
<b>Profit/(loss) attributable to shareholders of the Parent</b>		<b>192</b>	<b>626</b>	<b>-</b>	<b>818</b>
Total assets		57,029	14,943	(38,832)	33,140
Total liabilities		23,839	5,451	-	29,290
Total cost to acquire assets to be used for more than one period		1,911	1,080	-	2,991

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**7. SEGMENT INFORMATION CONTINUED**

	NOTE	NEW ZEALAND 2010 \$'000	AUSTRALIA 2010 \$'000	ELIMINATIONS 2010 \$'000	GROUP TOTAL 2010 \$'000
Rental income	8	13,498	7,613	-	21,111
Sales and service income	8	10,253	4,163	(294)	14,122
Other operating income	9	281	9	(65)	225
<b>Income</b>		<b>24,032</b>	<b>11,785</b>	<b>(359)</b>	<b>35,458</b>
<b>Earnings before interest, tax, depreciation, amortisation and impairment</b>		<b>4,179</b>	<b>1,913</b>	<b>(65)</b>	<b>6,027</b>
Depreciation	17	(3,384)	(1,467)	-	(4,851)
Amortisation	18	(374)	(192)	-	(566)
Impairment	18	-	(18,300)	-	(18,300)
<b>Earnings before interest and tax</b>		<b>421</b>	<b>(18,046)</b>	<b>(65)</b>	<b>(17,690)</b>
Interest expense	10	(1,497)	(321)	65	(1,753)
<b>Loss before income tax</b>		<b>(1,076)</b>	<b>(18,367)</b>	<b>-</b>	<b>(19,443)</b>
Income tax credit/(expense)	11	303	(72)	-	231
<b>Loss attributable to shareholders of the Company</b>		<b>(773)</b>	<b>(18,439)</b>	<b>-</b>	<b>(19,212)</b>
Total assets		56,716	15,526	(35,887)	36,355
Total liabilities		25,754	7,910	-	33,664
Total cost to acquire assets to be used for more than one period		4,554	1,074	-	1,468

**8. REVENUE**

	GROUP YEAR ENDED 30 JUNE 2011 \$'000	GROUP YEAR ENDED 30 JUNE 2010 \$'000	PARENT YEAR ENDED 30 JUNE 2011 \$'000	PARENT YEAR ENDED 30 JUNE 2010 \$'000
Rental income	19,774	21,111	12,488	13,498
Sales and services income	9,629	11,171	7,295	8,806
Service income	3,076	2,951	1,565	1,446
<b>Total revenue</b>	<b>32,479</b>	<b>35,233</b>	<b>21,348</b>	<b>23,750</b>

## 9. OTHER OPERATING INCOME

	GROUP YEAR ENDED 30 JUNE 2011 \$'000	GROUP YEAR ENDED 30 JUNE 2010 \$'000	PARENT YEAR ENDED 30 JUNE 2011 \$'000	PARENT YEAR ENDED 30 JUNE 2010 \$'000
Foreign exchange gains (net) – realised	-	116	-	115
Foreign exchange gains (net) – unrealised	-	94	-	94
Interest income	10	15	2,887	2,693
<b>Total other operating income</b>	<b>10</b>	<b>225</b>	<b>2,887</b>	<b>2,902</b>

## 10. EXPENSES

	GROUP YEAR ENDED 30 JUNE 2011 \$'000	GROUP YEAR ENDED 30 JUNE 2010 \$'000	PARENT YEAR ENDED 30 JUNE 2011 \$'000	PARENT YEAR ENDED 30 JUNE 2010 \$'000
Directors' fees	141	161	130	130
Donations	22	40	22	40
Interest expense	1,918	1,753	1,570	1,567
Exchange losses (net) – realised	174	44	167	-
Exchange losses/(gains) (net) – unrealised	178	(17)	253	-
Net loss on disposal of property, plant and equipment and intangibles	856	810	548	421
Minimum lease payments in respect to operating leases	1,151	1,308	671	774
Auditors' fees				
Fee paid to auditors of the Parent				
Statutory audit	85	82	85	82
Half-year review	11	11	11	11
Fees paid to other auditors' of the Group	57	53	-	-
Advice on possible sale of Australian business	-	59	-	59
Employee costs				
Wages and salaries	12,633	14,588	8,221	9,559
Share options granted to directors and employees	1	1	1	1
<b>Total employee costs</b>	<b>12,634</b>	<b>14,589</b>	<b>8,222</b>	<b>9,560</b>

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**11. INCOME TAX EXPENSE**

	GROUP YEAR ENDED 30 JUNE 2011 \$'000	GROUP YEAR ENDED 30 JUNE 2010 \$'000	PARENT YEAR ENDED 30 JUNE 2011 \$'000	PARENT YEAR ENDED 30 JUNE 2010 \$'000
Current tax	-	810	-	338
Deferred tax (note 16)	680	(1,007)	198	(641)
Exchange differences (note 16)	(203)	(34)	-	-
<b>Income tax expense/(credit)</b>	<b>477</b>	<b>(231)</b>	<b>198</b>	<b>(303)</b>

The tax in the Group and Parent profit/(loss) before tax differs from the theoretical amount that would arise using the weighted average tax rate applicable to profits/(losses) as follows:

Income tax expense is attributable to:

Profit/(loss) before income tax expense	1,295	(19,443)	3,270	(16,758)
Tax calculated at domestic tax rates applicable to profits in the respective countries	389	(5,833)	981	(5,027)
Tax effect of amounts which are not deductible/ (taxable) in calculating taxable income:				
Tax losses from Group company	-	-	(864)	(785)
Expenses not deductible for tax purposes	9	5,550	6	5,547
Prior period adjustments	34	93	30	-
Reduction in New Zealand tax rate	45	(41)	45	(38)
<b>Income tax expense/(credit)</b>	<b>477</b>	<b>(231)</b>	<b>198</b>	<b>(303)</b>

**Imputation credit account**

Balance at beginning of year	1,481	1,854	1,481	1,854
Income tax paid	352	461	352	461
Other	(13)	-	(13)	-
Imputation credits attached to dividends paid	-	(834)	-	(834)
<b>Balance at end of year</b>	<b>1,820</b>	<b>1,481</b>	<b>1,820</b>	<b>1,481</b>

**Imputation credit available to shareholders of the parent company**

Through the parent	1,820	1,481	1,820	1,481
Through subsidiaries	-	-	-	-

**12. CASH AND CASH EQUIVALENTS**

	GROUP AS AT 30 JUNE 2011 \$'000	GROUP AS AT 30 JUNE 2010 \$'000	PARENT AS AT 30 JUNE 2011 \$'000	PARENT AS AT 30 JUNE 2010 \$'000
Cash at bank and in hand	4	4	2	2
Short-term bank deposits	47	45	-	-
<b>Total cash and cash equivalents</b>	<b>51</b>	<b>49</b>	<b>2</b>	<b>2</b>

Cash and bank overdrafts include the following for the purposes of the cash flow statement:

Cash and cash equivalents	51	49	2	2
Bank overdrafts (see note 20)	(162)	(441)	(10)	(47)
<b>Total cash and bank overdraft</b>	<b>(111)</b>	<b>(392)</b>	<b>(8)</b>	<b>(45)</b>

### 13. TRADE AND OTHER RECEIVABLES

	GROUP AS AT 30 JUNE 2011 \$'000	GROUP AS AT 30 JUNE 2010 \$'000	PARENT AS AT 30 JUNE 2011 \$'000	PARENT AS AT 30 JUNE 2010 \$'000
Trade receivables	4,634	6,748	2,868	5,011
Provision for doubtful receivables	(785)	(2,824)	(673)	(2,712)
<b>Net trade receivables</b>	<b>3,849</b>	<b>3,924</b>	<b>2,195</b>	<b>2,299</b>
Related-party receivables (note 24)	-	-	15,566	30,695
Impairment of related-party receivables	-	-	-	(18,300)
Prepayments	145	241	103	187
<b>Trade and other receivables</b>	<b>3,994</b>	<b>4,165</b>	<b>17,864</b>	<b>14,881</b>

#### Comparatives

Amounts due to trade customers of \$0.241 million that had been included in Trade Receivables in the comparative period have been reclassified to Trade Payables.

#### Bad and doubtful trade receivables

The Group has recognised a net loss of \$0.746 million (2010: \$2.189 million) in respect of bad and doubtful trade receivables during the year ended 30 June 2011. The Parent has recognised a net loss of \$0.714 million (2010: \$2.197 million) in respect of bad and doubtful trade receivables during the year ended 30 June 2011. The loss has been included in 'other expenses' in the statement of comprehensive income. In addition, amounts owing from related parties have been written down to their recoverable amount resulting in an impairment charge of nil for the Parent (2010: \$18.3 million).

As at 30 June 2011, trade receivables of \$3.385 million (2010: \$3.300 million) were either due but not impaired or past due but not impaired for the Group and trade receivables of \$1.850 million (2010: \$1.823 million) were either due but not impaired or past due but not impaired for the Parent. Based on previous collection history the Group considers these amounts to be recoverable. The ageing analysis of these trade receivables is as follows:

	GROUP AS AT 30 JUNE 2011 \$'000	GROUP AS AT 30 JUNE 2010 \$'000	PARENT AS AT 30 JUNE 2011 \$'000	PARENT AS AT 30 JUNE 2010 \$'000
1-30 days	2,588	2,371	1,429	1,365
30-60 days	605	567	358	192
90+ days	192	362	63	266
<b>Total</b>	<b>3,385</b>	<b>3,300</b>	<b>1,850</b>	<b>1,823</b>

As at 30 June 2011, trade receivables of \$1.251 million (2010: \$3.471 million) were either partially or fully impaired and provided for by the Group and trade receivables of \$1.018 million (2010: \$3.188 million) were either partially or fully impaired and provided for by the Parent. The amount of the provision was \$0.785 million (2010: \$2.824 million) for the Group and \$0.673 million (2010: \$2.712 million) for the Parent. The individually impaired receivables relate to customers, which are in unexpected economic conditions. It was assessed that a portion of the receivables is expected to be recovered. The ageing of these receivables is as follows:

	GROUP AS AT 30 JUNE 2011 \$'000	GROUP AS AT 30 JUNE 2010 \$'000	PARENT AS AT 30 JUNE 2011 \$'000	PARENT AS AT 30 JUNE 2010 \$'000
1-30 days	89	189	71	189
30-60 days	78	115	63	115
90+ days	1,082	3,144	884	2,884
<b>Total</b>	<b>1,249</b>	<b>3,448</b>	<b>1,018</b>	<b>3,188</b>

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**13. TRADE AND OTHER RECEIVABLES CONTINUED**

	GROUP AS AT 30 JUNE 2011 \$'000	GROUP AS AT 30 JUNE 2010 \$'000	PARENT AS AT 30 JUNE 2011 \$'000	PARENT AS AT 30 JUNE 2010 \$'000
<b>Movement in the provision for doubtful trade receivables are as follows:</b>				
Balance at the beginning of the year	2,824	968	2,712	793
Additional provision recognised	746	2,189	714	2,197
Receivables written off during the year as uncollectable	(2,785)	(333)	(2,753)	(278)
<b>Balance at end of the year</b>	<b>785</b>	<b>2,824</b>	<b>673</b>	<b>2,712</b>

**14. INVENTORIES**

	GROUP AS AT 30 JUNE 2011 \$'000	GROUP AS AT 30 JUNE 2010 \$'000	PARENT AS AT 30 JUNE 2011 \$'000	PARENT AS AT 30 JUNE 2010 \$'000
Finished goods	613	587	189	256
Consumables	952	657	216	213
<b>Total inventories</b>	<b>1,565</b>	<b>1,244</b>	<b>405</b>	<b>469</b>

**Inventory expense**

Write-downs of inventories to net realisable value recognised as an expense during the year ended 30 June 2011 amounted to \$0.262 million (2010: \$0.273 million). The expense has been included in 'changes in inventories of finished goods and consumables' in the statement of comprehensive income.

**15. CURRENT TAX RECEIVABLES/(PAYABLES)**

	GROUP AS AT 30 JUNE 2011 \$'000	GROUP AS AT 30 JUNE 2010 \$'000	PARENT AS AT 30 JUNE 2011 \$'000	PARENT AS AT 30 JUNE 2010 \$'000
Tax receivable/(payable)	111	(228)	111	(228)



## 16. DEFERRED TAX

Deferred income tax assets and liabilities are offset when there is a legally-enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes relate to the same fiscal authority.

The movements on the deferred income tax account are as follows:

	GROUP AS AT 30 JUNE 2011 \$'000	GROUP AS AT 30 JUNE 2010 \$'000	PARENT AS AT 30 JUNE 2011 \$'000	PARENT AS AT 30 JUNE 2010 \$'000
<b>Deferred tax asset/(liability)</b>				
Beginning of the year	3,902	2,861	559	(82)
Statement of comprehensive income charge (note 11)	(680)	1,007	(198)	641
Exchange differences	203	34	-	-
<b>End of the year</b>	<b>3,425</b>	<b>3,902</b>	<b>361</b>	<b>559</b>
<b>Deferred tax assets:</b>				
Deferred tax asset to be recovered after more than 12 months	2,996	3,064	267	-
Deferred tax asset to be recovered within 12 months	690	1,418	370	1,090
<b>Total deferred tax assets</b>	<b>3,686</b>	<b>4,482</b>	<b>637</b>	<b>1,090</b>
<b>Deferred tax liabilities:</b>				
Deferred tax liability to be recovered after more than 12 months	(261)	(580)	(276)	(531)
Deferred tax liability to be recovered within 12 months	-	-	-	-
<b>Total deferred tax liabilities</b>	<b>(261)</b>	<b>(580)</b>	<b>(276)</b>	<b>(531)</b>

The Group also has unrecognised tax effected losses in Australia of \$0.800 million as at 30 June 2011 (2010: \$0.778 million).

The movement in deferred tax assets and liabilities during the year, without taking into consideration the offsetting of balances within the same tax jurisdiction, is as follows:

	TAX LOSSES RECOGNISED \$'000	ACCRUALS \$'000	OTHER \$'000	TOTAL \$'000
<b>Deferred tax assets:</b>				
<b>GROUP</b>				
<b>At 1 July 2009</b>	<b>2,631</b>	<b>571</b>	<b>317</b>	<b>3,519</b>
Credited/(charged) to the statement of comprehensive income	399	(142)	672	929
Exchange differences	34	-	-	34
<b>At 30 June 2010</b>	<b>3,064</b>	<b>429</b>	<b>989</b>	<b>4,482</b>
Credited/(charged) to the statement of comprehensive income	(271)	9	(737)	(999)
Exchange differences	203	-	-	203
<b>At 30 June 2011</b>	<b>2,996</b>	<b>438</b>	<b>252</b>	<b>3,686</b>

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**16. DEFERRED TAX CONTINUED**

	CUSTOMER CONTRACTS \$'000	ACCELERATED DEPRECIATION \$'000	OTHER \$'000	TOTAL \$'000
<b>Deferred tax liabilities:</b>				
<b>GROUP</b>				
At 1 July 2009	(131)	(527)	-	(658)
Credited/(charged) to the statement of comprehensive income	57	21	-	78
At 30 June 2010	(74)	(506)	-	(580)
Credited/(charged) to the statement of comprehensive income	38	281	-	319
At 30 June 2011	(36)	(225)	-	(261)

	TAX LOSSES RECOGNISED \$'000	ACCRUALS \$'000	OTHER \$'000	TOTAL \$'000
<b>Deferred tax assets:</b>				
<b>PARENT</b>				
At 1 July 2009	-	212	246	458
Credited/(charged) to the statement of comprehensive income	-	(68)	700	632
At 30 June 2010	-	144	946	1,090
Credited/(charged) to the statement of comprehensive income	267	8	(728)	(453)
At 30 June 2011	267	152	218	637

	CUSTOMER CONTRACTS \$'000	ACCELERATED DEPRECIATION \$'000	OTHER \$'000	TOTAL \$'000
<b>Deferred tax liabilities:</b>				
<b>PARENT</b>				
At 1 July 2009	-	(540)	-	(540)
Credited/(charged) to the statement of comprehensive income	-	9	-	9
At 30 June 2010	-	(531)	-	(531)
Credited/(charged) to the statement of comprehensive income	-	255	-	255
At 30 June 2011	-	(276)	-	(276)

## 17. PROPERTY, PLANT AND EQUIPMENT

	LEASEHOLD IMPROVEMENTS \$'000	RENTAL EQUIPMENT \$'000	MOTOR VEHICLES <sup>2</sup> \$'000	OFFICE EQUIPMENT \$'000	PLANT AND EQUIPMENT \$'000	FURNITURE AND FITTINGS \$'000	TOTAL \$'000
<b>GROUP</b>							
<b>As at 1 July 2009</b>							
Cost	956	21,256	1,615	1,220	2,516	278	27,841
Accumulated depreciation and impairment	(272)	(8,077)	(724)	(799)	(1,293)	(105)	(11,270)
<b>Net book amount</b>	<b>684</b>	<b>13,179</b>	<b>891</b>	<b>421</b>	<b>1,223</b>	<b>173</b>	<b>16,571</b>
<b>Year ended 30 June 2010</b>							
Opening net book amount	684	13,179	891	421	1,223	173	16,571
Foreign currency movement in opening balance	(1)	(23)	(1)	(1)	-	-	(26)
Additions <sup>1</sup>	82	4,160	403	234	252	9	5,140
Disposals <sup>1</sup>	(2)	(1,142)	(176)	(40)	-	-	(1,360)
Depreciation charge	(111)	(3,824)	(316)	(260)	(303)	(37)	(4,851)
<b>Closing net book amount</b>	<b>652</b>	<b>12,350</b>	<b>801</b>	<b>354</b>	<b>1,172</b>	<b>145</b>	<b>15,474</b>
<b>As at 30 June 2010</b>							
Cost	1,033	23,657	1,664	1,392	2,602	285	30,633
Accumulated depreciation and impairment	(381)	(11,307)	(863)	(1,038)	(1,430)	(140)	(15,159)
<b>Net book amount</b>	<b>652</b>	<b>12,350</b>	<b>801</b>	<b>354</b>	<b>1,172</b>	<b>145</b>	<b>15,474</b>
<b>Year ended 30 June 2011</b>							
Opening net book amount	652	12,350	801	354	1,172	145	15,474
Foreign currency movement in opening balance	4	208	7	9	1	2	231
Additions <sup>1</sup>	77	2,259	219	110	213	1	2,879
Disposals <sup>1</sup>	(71)	(930)	(26)	-	(48)	(6)	(1,081)
Depreciation charge	(80)	(3,894)	(300)	(244)	(343)	(37)	(4,898)
<b>Closing net book amount</b>	<b>582</b>	<b>9,993</b>	<b>701</b>	<b>229</b>	<b>995</b>	<b>105</b>	<b>12,605</b>
<b>As at 30 June 2011</b>							
Cost	906	23,515	1,627	925	2,468	276	29,717
Accumulated depreciation and impairment	(324)	(13,522)	(926)	(696)	(1,473)	(171)	(17,112)
<b>Net book amount</b>	<b>582</b>	<b>9,993</b>	<b>701</b>	<b>229</b>	<b>995</b>	<b>105</b>	<b>12,605</b>

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**17. PROPERTY, PLANT AND EQUIPMENT CONTINUED**

	LEASEHOLD IMPROVEMENTS \$'000	RENTAL EQUIPMENT \$'000	MOTOR VEHICLES <sup>2</sup> \$'000	OFFICE EQUIPMENT \$'000	PLANT AND EQUIPMENT \$'000	FURNITURE AND FITTINGS \$'000	TOTAL \$'000
<b>PARENT</b>							
<b>As at 1 July 2009</b>							
Cost	729	14,818	1,163	644	2,358	209	19,921
Accumulated depreciation and impairment	(163)	(5,744)	(501)	(506)	(1,190)	(78)	(8,182)
<b>Net book amount</b>	<b>566</b>	<b>9,074</b>	<b>662</b>	<b>138</b>	<b>1,168</b>	<b>131</b>	<b>11,739</b>
<b>Year ended 30 June 2010</b>							
Opening net book amount	566	9,074	662	138	1,168	131	11,739
Additions <sup>1</sup>	81	3,176	344	205	251	9	4,066
Disposals <sup>1</sup>	(2)	(757)	(168)	(41)	-	-	(968)
Depreciation charge	(64)	(2,723)	(189)	(105)	(279)	(24)	(3,384)
<b>Closing net book amount</b>	<b>581</b>	<b>8,770</b>	<b>649</b>	<b>197</b>	<b>1,140</b>	<b>116</b>	<b>11,453</b>
<b>As at 30 June 2010</b>							
Cost	807	17,276	1,176	802	2,471	216	22,748
Accumulated depreciation and impairment	(226)	(8,506)	(527)	(605)	(1,331)	(100)	(11,295)
<b>Net book amount</b>	<b>581</b>	<b>8,770</b>	<b>649</b>	<b>197</b>	<b>1,140</b>	<b>116</b>	<b>11,453</b>
<b>Year ended 30 June 2011</b>							
Opening net book amount	581	8,770	649	197	1,140	116	11,453
Additions <sup>1</sup>	2	1,514	15	54	213	1	1,799
Disposals <sup>1</sup>	(12)	(686)	(8)	-	(48)	(6)	(760)
Depreciation charge	(67)	(2,837)	(201)	(128)	(325)	(24)	(3,582)
<b>Closing net book amount</b>	<b>504</b>	<b>6,761</b>	<b>455</b>	<b>123</b>	<b>980</b>	<b>87</b>	<b>8,910</b>
<b>As at 30 June 2011</b>							
Cost	790	16,833	1,061	637	2,330	203	21,854
Accumulated depreciation and impairment	(286)	(10,072)	(606)	(514)	(1,350)	(116)	(12,944)
<b>Net book amount</b>	<b>504</b>	<b>6,761</b>	<b>455</b>	<b>123</b>	<b>980</b>	<b>87</b>	<b>8,910</b>

1. Additions and disposals relating to rental equipment represents the transfer of rental equipment to and from inventory.

2. Finance leases: Motor vehicles for the Group include items capitalised under finance leases with a cost of \$0.853 million (2010: \$0.685 million), together with accumulated depreciation of \$0.440 million (2010: \$0.322 million). Motor vehicles for the Parent include items capitalised under finance leases with a cost of \$0.320 million (2010: \$0.320 million), together with accumulated depreciation of \$0.138 million (2010: \$0.072 million).

## 18. INTANGIBLE ASSETS

	SOFTWARE \$'000	GOODWILL \$'000	PATENTS AND TRADEMARKS \$'000	CUSTOMER CONTRACTS \$'000	TOTAL \$'000
<b>GROUP</b>					
<b>As at 1 July 2009</b>					
Cost	1,572	27,929	181	1,593	31,275
Accumulated amortisation and impairment	(392)	-	(103)	(989)	(1,484)
<b>Net book amount</b>	<b>1,180</b>	<b>27,929</b>	<b>78</b>	<b>604</b>	<b>29,791</b>
<b>Year ended 30 June 2010</b>					
Opening net book amount	1,180	27,929	78	604	29,791
Foreign currency movement in opening balance	-	(55)	-	(3)	(58)
Additions	488	-	-	-	488
Disposals	(173)	-	-	-	(173)
Impairment charge	-	(18,300)	-	-	(18,300)
Amortisation charge	(367)	-	(32)	(167)	(566)
<b>Closing net book amount</b>	<b>1,128</b>	<b>9,574</b>	<b>46</b>	<b>434</b>	<b>11,182</b>
<b>As at 30 June 2010</b>					
Cost	1,783	27,874	91	1,588	31,336
Accumulated amortisation and impairment	(655)	(18,300)	(45)	(1,154)	(20,154)
<b>Net book amount</b>	<b>1,128</b>	<b>9,574</b>	<b>46</b>	<b>434</b>	<b>11,182</b>
<b>Year ended 30 June 2011</b>					
Opening net book amount	1,128	9,574	46	434	11,182
Foreign currency movement in opening balance	-	379	-	6	385
Additions	112	-	-	-	112
Amortisation charge	(401)	-	(10)	(140)	(551)
<b>Closing net book amount</b>	<b>839</b>	<b>9,953</b>	<b>36</b>	<b>300</b>	<b>11,128</b>
<b>As at 30 June 2011</b>					
Cost	1,894	9,953	91	1,602	13,540
Accumulated amortisation and impairment	(1,055)	-	(55)	(1,302)	(2,412)
<b>Net book amount</b>	<b>839</b>	<b>9,953</b>	<b>36</b>	<b>300</b>	<b>11,128</b>

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**18. INTANGIBLE ASSETS CONTINUED**

	SOFTWARE \$'000	GOODWILL \$'000	PATENTS AND TRADEMARKS \$'000	CUSTOMER CONTRACTS \$'000	TOTAL \$'000
<b>PARENT</b>					
<b>As at 1 July 2009</b>					
Cost	1,572	5,171	73	-	6,816
Accumulated amortisation and impairment	(392)	-	(25)	-	(417)
<b>Net book amount</b>	<b>1,180</b>	<b>5,171</b>	<b>48</b>	<b>-</b>	<b>6,399</b>
<b>Year ended 30 June 2010</b>					
Opening net book amount	1,180	5,171	48	-	6,399
Additions	488	-	-	-	488
Disposals	(173)	-	-	-	(173)
Amortisation charge	(367)	-	(7)	-	(374)
<b>Closing net book amount</b>	<b>1,128</b>	<b>5,171</b>	<b>41</b>	<b>-</b>	<b>6,340</b>
<b>As at 30 June 2010</b>					
Cost	1,783	5,171	73	-	7,027
Accumulated amortisation and impairment	(655)	-	(32)	-	(687)
<b>Net book amount</b>	<b>1,128</b>	<b>5,171</b>	<b>41</b>	<b>-</b>	<b>6,340</b>
<b>Year ended 30 June 2011</b>					
Opening net book amount	1,128	5,171	41	-	6,340
Additions	112	-	-	-	112
Amortisation charge	(401)	-	(7)	-	(408)
<b>Closing net book amount</b>	<b>839</b>	<b>5,171</b>	<b>34</b>	<b>-</b>	<b>6,044</b>
<b>As at 30 June 2011</b>					
Cost	1,894	5,171	73	-	7,138
Accumulated amortisation	(1,055)	-	(39)	-	(1,094)
<b>Net book amount</b>	<b>839</b>	<b>5,171</b>	<b>34</b>	<b>-</b>	<b>6,044</b>

**Impairment tests for goodwill**

Goodwill is allocated to the Company's cash-generating units (CGUs) identified according to business segment and country of operation. A CGU summary of the goodwill allocation is presented below.

	GROUP AS AT 30 JUNE 2010 \$'000	GROUP AS AT 30 JUNE 2009 \$'000	PARENT AS AT 30 JUNE 2010 \$'000	PARENT AS AT 30 JUNE 2009 \$'000
New Zealand	5,171	5,171	5,171	5,171
Australia	4,782	4,403	-	-
<b>Total goodwill</b>	<b>9,953</b>	<b>9,574</b>	<b>5,171</b>	<b>5,171</b>

At balance date the Directors reviewed calculations substantiating the carrying amount of goodwill in the Group and Parent and considered that impairment of goodwill was not required. The recoverable amount of CGU's was tested using a discounted cash flow analysis. Even though the directors are expecting growth they noted that the Net Present Value of cash flows was greater than the holding value of cash generating units using a conservative four year projection, assuming that the profitability of the New Zealand and Australia cash generating units will continue at the 2011 levels. Cash flows are discounted at a pre-tax discount rate of 10.94 percent for both New Zealand and Australia (New Zealand 2010: 10.94 percent, Australia 2010: 10.30 percent). The terminal value is calculated at a growth rate of two and a half percent for both New Zealand and Australia (New Zealand 2010: two and a half percent, Australia 2010: three percent). The resulting value-in-use calculation materially exceeds the carrying amount of the recorded goodwill at year end.

At balance date the Directors do not expect that a reasonably possible change in key assumptions would result in value-in-use falling below carrying value.

## 19. TRADE AND OTHER PAYABLES

	GROUP AS AT 30 JUNE 2011 \$'000	GROUP AS AT 30 JUNE 2010 \$'000	PARENT AS AT 30 JUNE 2011 \$'000	PARENT AS AT 30 JUNE 2010 \$'000
Trade payables	1,442	1,503	871	1,135
Accrued expenses	1,756	1,964	866	1,320
<b>Total trade and other payables</b>	<b>3,198</b>	<b>3,467</b>	<b>1,737</b>	<b>2,455</b>

## 20. INTEREST-BEARING LIABILITIES

	GROUP AS AT 30 JUNE 2011 \$'000	GROUP AS AT 30 JUNE 2010 \$'000	PARENT AS AT 30 JUNE 2011 \$'000	PARENT AS AT 30 JUNE 2010 \$'000
<b>Non-current</b>				
Bank loans	15,800	23,503	15,800	23,503
Other loans	355	286	104	223
<b>Total non-current interest-bearing liabilities</b>	<b>16,155</b>	<b>23,789</b>	<b>15,904</b>	<b>23,726</b>
<b>Current</b>				
Bank overdraft	162	441	10	47
Bank loans	6,040	1,543	5,653	-
Other loans	127	254	128	159
<b>Total current interest-bearing liabilities</b>	<b>6,329</b>	<b>2,238</b>	<b>5,791</b>	<b>206</b>

The Group is subject to a number of covenants under its banking agreements. During the year the Group complied with all of the required covenants.

The Group currently has banking facilities with the Bank of New Zealand Limited for a period expiring on 31 October 2012, with the exception of \$2.5 million which has already been extended to 26 March 2013. The facilities are intended to be renegotiated before the expiry of the current arrangement. The net bank facility drawn as at year end was \$22.0 million (2010: \$25.5 million), the undrawn banking facility at year end was \$4.8 million (2010: \$2.6 million).

The Group has a number of assets subject to finance leases (refer to note 17) which have been classified as 'Other loans' as above.

### Assets pledged as security

The bank loans and overdraft are secured by a floating debenture over the Group assets.

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**20. INTEREST-BEARING LIABILITIES CONTINUED**

The exposure of the Group's borrowings to interest-rate changes and the contractual repricing dates are as follows:

	6 MONTHS OR LESS \$'000	6-12 MONTHS \$'000	OVER 1 YEAR \$'000	TOTAL \$'000
<b>Group</b>				
<b>At 30 June 2011</b>				
Bank overdraft	162	-	-	162
Bank loans	9,040	10,300	2,500	21,840
Other loans	72	55	355	482
<b>At 30 June 2010</b>				
Bank overdraft	441	-	-	441
Bank loans	1,543	-	23,503	25,046
Other loans	117	137	286	540
<b>Parent</b>				
<b>At 30 June 2011</b>				
Bank overdraft	10	-	-	10
Bank loans	8,653	10,300	2,500	21,453
Other loans	73	55	104	232
<b>At 30 June 2010</b>				
Bank overdraft	47	-	-	47
Bank loans	-	-	23,503	23,503
Other loans	77	82	223	382

The effective interest-rates at the balance date were as follows :

	GROUP AS AT 30 JUNE 2011	GROUP AS AT 30 JUNE 2010	PARENT AS AT 30 JUNE 2011	PARENT AS AT 30 JUNE 2010
Bank overdraft	6.7% - 13.7%	7.0% - 13.2%	6.7%	7.0%
Bank loans	4.9% - 7.2%	4.9% - 7.1%	4.9% - 7.2%	4.9% - 7.1%
Other loans	7.4% - 12.0%	7.4% - 12.0%	7.9% - 12.0%	7.9% - 12.0%



## 21. SHARE CAPITAL

	PARENT AND GROUP 30 JUNE 2011 SHARES	PARENT AND GROUP 30 JUNE 2010 SHARES	PARENT AND GROUP 30 JUNE 2011 \$'000	PARENT AND GROUP 30 JUNE 2009 \$'000
Ordinary shares, issued and fully-paid	89,477,174	89,366,300	22,487	22,460

All ordinary shares rank equally with one vote attached to each fully-paid ordinary share. Shares have no par value. On 15 June 2004 the Company was listed on the NZAX – the secondary market of the New Zealand Stock Exchange.

Ordinary shares entitle the holder to participate in dividends and the proceeds on winding up of the Company in proportion to the number and amounts paid on the shares held.

On a show of hands every holder of ordinary shares, present at a meeting in person or by proxy, is entitled to one vote, and upon a poll each share is entitled to one vote.

### Movements in ordinary share capital:

	NUMBER OF SHARES	SHARE CAPITAL \$'000
Ordinary shares on issue 1 July 2009	85,443,016	21,136
Shares issued		
- Shares issued under Dividend Reinvestment Plan	3,798,445	1,284
- Share issued in lieu of directors' fees	124,839	39
Fair value of options issued to directors and employees	-	1
<b>Ordinary shares on issue as at 30 June 2010</b>	<b>89,366,300</b>	<b>22,460</b>
Shares issued		
- Share issued in lieu of directors' fees	110,874	26
Fair value of options issued to directors and employees	-	1
<b>Ordinary shares on issue as at 30 June 2011</b>	<b>89,477,174</b>	<b>22,487</b>

The Group issued 110,874 shares in July 2010 to the directors of Just Water International Limited in lieu of directors' fees for the year ended 30 June 2010, to the value of \$0.026 million. The price of the share issue was determined by the Volume Weighted Average Price (VWAP) of the Company's ordinary shares traded on the NZAX market over the 20 business days immediately prior to the share issue, being \$0.2345 per share.

# Just Water International Limited

## Notes to the Financial Statements

### For the year ended 30 June 2011

## 21. SHARE CAPITAL CONTINUED

### Options

Share options are granted to directors and to selected employees. The exercise price is determined by adding a margin to the market value of the shares at the time the directors resolve to issue options. The exercise price of the granted options is as below. Employee share options are able to be exercised, in whole or in part, from the option grant date to the option expiry date which varies per employee as below. The exercise price as below may be beneath the actual share price on the exercise date. Options are conditional on the employees remaining in the employment of the Company unless special circumstances exist. The Group has no legal or constructive obligation to repurchase or settle the options in cash.

	Parent and Group 2011		Parent and Group 2010	
	Average exercise price in \$ per share	Options (thousands)	Average exercise price in \$ per share	Options (thousands)
Outstanding at 1 July	0.72	415	0.72	390
Granted	-	-	0.72	150
Lapsed	-	-	0.72	(125)
<b>Outstanding at 30 June</b>	<b>0.72</b>	<b>415</b>	<b>0.72</b>	<b>415</b>

All options are exercisable, in whole or in part, from the option grant date to the option expiry date. No options were exercised during the year ended 30 June 2011 (2010: nil).

Share options outstanding (in thousands) at the end of the year have the following expiry date and exercise prices:

			Options (thousands)	
	Expiry date	Exercise price	2011	2010
	30/11/2011	0.72	265	265
	30/09/2012	0.72	150	150
<b>Outstanding at 30 June</b>			<b>415</b>	<b>415</b>

### Fair value of share options granted

The assessed fair value at grant date of options granted during the year ended 30 June 2011 was 0.72 cents per option (2010: 0.72 cents). The fair value at grant date is independently determined using a Black-Scholes option pricing model.

The significant inputs into the model were share price of between \$0.33 and \$0.46 (2010: \$0.33 and \$0.46) at the grant date, exercise price shown above, standard deviation of expected share price returns of 30 percent (2010: 30 percent), dividend yield of 13 percent (2010: 13 percent), option life disclosed above, and annual risk-free interest-rate of six percent (2010: six percent). The volatility measured at the standard deviation of expected share price returns is based on statistical analysis of daily share prices over the last three years.

Expenses arising from share-based payment transactions recognised during the year as part of employee benefit expenses were as below:

	GROUP YEAR ENDED 30 JUNE 2011 \$'000	GROUP YEAR ENDED 30 JUNE 2010 \$'000	PARENT YEAR ENDED 30 JUNE 2011 \$'000	PARENT YEAR ENDED 30 JUNE 2010 \$'000
Options issued to directors and employees	1	1	1	1
Shares issued in lieu of directors' fees	26	39	26	39
<b>Total share-based expenses</b>	<b>27</b>	<b>40</b>	<b>27</b>	<b>40</b>

## 22. DIVIDENDS

	PARENT AND GROUP YEAR ENDED 30 JUNE 2011 \$'000	PARENT AND GROUP YEAR ENDED 30 JUNE 2010 \$'000
<b>Ordinary shares</b>		
Final dividend for the year ended 30 June 2010 of nil (2009: 1.98 cents) per fully-paid share (2009: 16 October 2009)	-	1,692
Final supplementary dividend for the year ended 30 June 2010	-	22
Foreign investor tax credits on supplementary dividend paid for the year ended 30 June 2010	-	(21)
Interim dividend for the year ended 30 June 2011 of nil (2010: nil) per fully-paid share	-	-
Interim supplementary dividend for the year ended 30 June 2011	-	-
Foreign investor tax credits on supplementary dividend paid for the year ended 30 June 2011	-	-
<b>Total dividend</b>	<b>-</b>	<b>1,693</b>
<b>Reconciliation to statement of cash flows</b>		
Cash paid	-	408
Shares issued under the Dividend Reinvestment Plan (DRP)	-	1,285
<b>Total dividend</b>	<b>-</b>	<b>1,693</b>
Dividend per share (cents)	-	1.60

### Imputed dividends

The dividends are fully imputed. Supplementary dividends of \$nil (2010: \$22,341) were paid to shareholders not tax-resident in New Zealand for which the Company received a foreign investor tax credit entitlement.

Subsequent to year end the board of directors resolved not to pay a final dividend for the year ended 30 June 2011.

# Just Water International Limited

## Notes to the Financial Statements

### For the year ended 30 June 2011

## 23. COMMITMENTS

### Capital commitments

Capital expenditure contracted for as at balance date but not recognised in the financial statements are as follows:

	GROUP AS AT 30 JUNE 2011 \$'000	GROUP AS AT 30 JUNE 2010 \$'000	PARENT AS AT 30 JUNE 2011 \$'000	PARENT AS AT 30 JUNE 2010 \$'000
Plant and Equipment purchases	-	161	-	161

### Lease commitments: Group as lessee

#### Operating leases

The Group leases various offices and warehouses under non-cancellable operating leases. The leases have varying terms and renewal rights and escalation clauses based on the CPI index. On renewal, the terms of the leases are renegotiated.

A summary of the terms of the major lease agreements in place for the Group are as follows:

	INITIAL LEASE TERM	RIGHTS OF RENEWAL
Auckland offices/warehouse	Five years	Two of three years each
Hamilton offices/warehouse	Six years	Two of three years each
Wellington offices/warehouse	Twelve years	Nil
Brisbane offices/warehouse	Three years	One of three years
Melbourne offices/warehouse	Five years	One of three years
Sydney offices/warehouse	Five years	One of five years

The Group also leases various plant and machinery under cancellable operating leases. The Group is required to give six months notice for termination of these leases.

Commitments for minimum lease payments in relation to non-cancellable operating leases are payable as follows:

	GROUP AS AT 30 JUNE 2011 \$'000	GROUP AS AT 30 JUNE 2010 \$'000	PARENT AS AT 30 JUNE 2011 \$'000	PARENT AS AT 30 JUNE 2010 \$'000
Within one year	1,036	1,121	646	629
Later than one year but not later than five years	1,930	1,151	840	928
Later than five years	770	910	770	910
<b>Commitments not recognised in the financial statements</b>	<b>3,736</b>	<b>3,182</b>	<b>2,256</b>	<b>2,467</b>

## 23. COMMITMENTS CONTINUED

### Finance leases

The Group leases various motor vehicles under non-cancellable finance leases.

The finance lease rentals are payable as follows:

	GROUP AS AT 30 JUNE 2011 \$'000	GROUP AS AT 30 JUNE 2010 \$'000	PARENT AS AT 30 JUNE 2011 \$'000	PARENT AS AT 30 JUNE 2010 \$'000
Within one year	127	254	128	159
Later than one year but not later than five years	355	286	104	223
Later than five years	-	-	-	-
<b>Total finance leases recognised in the financial statements</b>	<b>482</b>	<b>540</b>	<b>232</b>	<b>382</b>

### Operating leases

The Group leases assets to third parties under non-cancellable operating leases. No contingent rents are recognised as income in the period. Generally lease payments receivable arise from rental contracts of water-coolers which are contracted for a three year period and most contracts automatically roll over for further periods. The amounts below only include receivables within the initial three year period.

Expected minimum lease receipts in relation to non-cancellable operating leases are receivable as follows:

	GROUP AS AT 30 JUNE 2011 \$'000	GROUP AS AT 30 JUNE 2010 \$'000	PARENT AS AT 30 JUNE 2011 \$'000	PARENT AS AT 30 JUNE 2010 \$'000
Within one year	15,444	17,960	11,120	12,255
Later than one year but not later than five years	13,246	15,184	9,669	11,148
Later than five years	-	-	-	-
<b>Receipts not recognised in the financial statements</b>	<b>28,690</b>	<b>33,144</b>	<b>20,789</b>	<b>23,403</b>

## 24. RELATED PARTIES

The Group and Parent have related-party transactions with its subsidiaries (refer note 26) and with its directors and key management. Key management includes personnel within subsidiary companies with the authority and responsibility for planning, directing and controlling the activities of that entity. Details of these transactions are below.

The Parent has a number of loans and advances outstanding from subsidiaries and other related parties at balance date (refer note 13). These advances do not have fixed repayment terms and all advances between related parties are unsecured. During the year the Parent charged interest of \$2,877,432 (2010: \$2,616,499) to JWA Holdings Limited.

During the year Just Water Australia Pty Limited received management fees of \$39,113 (2010: \$37,640) from Just Water Limited Partnership. Just Water Australia Pty Limited is a wholly-owned subsidiary of the Parent. The partners of Just Water Limited Partnership are Just Water Australia Pty Limited and JWA Holdings Limited, which is also a wholly-owned subsidiary of the Parent.

# Just Water International Limited

## Notes to the Financial Statements

### For the year ended 30 June 2011

#### 24. RELATED PARTIES CONTINUED

Bartercard Exchange Limited, a company of which Tony Falkenstein and Ian Malcolm are directors and indirect shareholders, charged Bartercard fees to the Parent during the financial year to the value of \$72,915 (2010: \$150,419). As at balance date the Parent had a trade payable balance of \$4,954 (2010: \$14,308) and a Bartercard trade balance asset of \$51,530 (2010: \$407,973 trade balance liability). As at balance date Clearwater had a Bartercard trade balance asset of \$380,157 (2010: \$261,043).

Mabee Halstead & Kiddle Limited, a company of which Ian Malcolm is a director and a shareholder, provided accounting compliance and accounting services to the Group during the financial year to the value of \$152,856 (2010: \$190,288). Ian Malcolm is also a director and shareholder of the Parent. As at balance date the Group had a trade payable balance of \$2,520 (2010: \$2,936).

The following related-party balances are held by the Parent at balance date:

	PARENT 30 JUNE 2011 \$'000	PARENT 30 JUNE 2010 \$'000
<b>Trade receivables</b>		
Clearwater Filter Systems (Aust) Pty Limited	1,534	1,323
Just Water Limited Partnership	352	333
Just Water Australia Pty Limited	197	186
JWA Holdings Limited	13,431	10,553
Bartercard Exchange Limited	52	-
<b>Total trade receivables</b>	<b>15,566</b>	<b>12,395</b>
<b>Trade payables</b>		
Bartercard Exchange Limited	(5)	(422)
Mabee Halstead & Kiddle Limited	(3)	(3)
	<b>(8)</b>	<b>(425)</b>

Key management compensation is as follows:

	GROUP 30 JUNE 2011 \$'000	GROUP 30 JUNE 2010 \$'000	PARENT 30 JUNE 2011 \$'000	PARENT 30 JUNE 2010 \$'000
Short-term benefits	1,132	1,091	716	529
Termination benefits	-	38	-	38
Share-based payments	27	40	27	40
<b>Total key management compensation</b>	<b>1,159</b>	<b>1,169</b>	<b>743</b>	<b>607</b>

The number of key managers for the year ended 30 June 2011 for the Group was nine (2010: nine) and was seven (2010: six) for the Parent.

## 25. FINANCIAL RISK MANAGEMENT

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

Risk management is carried out by the board with responsibility delegated through to the audit committee. The audit committee identifies and evaluates financial risks in close co-operation with the Group's operating units. The board provides principles for overall risk management, as well as policies covering specific areas, such as foreign exchange risk, interest rate risk, credit risk, use of derivative financial instruments and non-derivative financial instruments, and investment of excess liquidity.

### (a) Market risk

#### (i) Foreign exchange risk

The Group is exposed to foreign currency risk as a result of purchases and borrowings in foreign currencies. To manage this risk, each operating unit considers their foreign currency obligation on a monthly basis and forward cover is able to be taken if deemed appropriate. The Group considers no cover is required in respect of borrowings in foreign currencies.

The table below summarises the impact of increases/decreases of foreign exchange rates on the Group's post tax profit for the year and on equity. The analysis is based on the assumption that the New Zealand dollar had increased/decreased by 10 percent with all other variables held constant.

	CARRYING AMOUNT \$'000	- 10 % PROFIT \$'000	EQUITY \$'000	+ 10 % PROFIT \$'000	EQUITY \$'000
<b>GROUP</b>					
<b>As at 30 June 2011</b>					
<b>Financial assets</b>					
Cash and cash equivalents	51	3	-	(3)	-
Trade and other receivables	3,994	146	-	(146)	-
<b>Financial liabilities</b>					
Trade and other payables	3,198	(117)	-	117	-
Interest-bearing liabilities	22,484	(644)	-	644	-
<b>Total increase/(decrease)</b>		<b>(612)</b>	<b>-</b>	<b>612</b>	<b>-</b>
<b>As at 30 June 2010</b>					
<b>Financial assets</b>					
Cash and cash equivalents	49	3	-	(3)	-
Trade and other receivables	4,165	155	-	(155)	-
<b>Financial liabilities</b>					
Trade and other payables	3,467	(77)	-	77	-
Interest-bearing liabilities	26,027	(1,040)	-	1,040	-
<b>Total increase/(decrease)</b>		<b>(959)</b>	<b>-</b>	<b>959</b>	<b>-</b>

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**25. FINANCIAL RISK MANAGEMENT CONTINUED**

	CARRYING AMOUNT \$'000	- 10 % PROFIT \$'000	EQUITY \$'000	+ 10 % PROFIT \$'000	EQUITY \$'000
<b>PARENT</b>					
<b>As at 30 June 2011</b>					
<b>Financial assets</b>					
Cash and cash equivalents	2	-	-	-	-
Trade and other receivables	17,864	208	-	(208)	-
<b>Financial liabilities</b>					
Trade and other payables	1,737	-	-	-	-
Interest-bearing liabilities	21,695	(565)	-	565	-
<b>Total increase/(decrease)</b>		<b>(357)</b>	<b>-</b>	<b>357</b>	<b>-</b>
<b>As at 30 June 2010</b>					
<b>Financial assets</b>					
Cash and cash equivalents	2	-	-	-	-
Trade and other receivables	14,881	184	-	(184)	-
<b>Financial liabilities</b>					
Trade and other payables	2,455	-	-	-	-
Interest-bearing liabilities	23,932	(870)	-	870	-
<b>Total increase/(decrease)</b>		<b>(686)</b>	<b>-</b>	<b>686</b>	<b>-</b>

**Concentrations of foreign currency exposure**

The following table shows the Group's exposure to Australian dollars as at the balance date.

	NZD	AUD	TOTAL
<b>GROUP</b>			
<b>As at 30 June 2011</b>			
Cash and cash equivalents	21	30	51
Trade and other receivables	2,531	1,463	3,994
Trade and other payables	2,024	1,174	3,198
Interest-bearing liabilities	16,041	6,443	22,484
<b>As at 30 June 2010</b>			
Cash and cash equivalents	20	29	49
Trade and other receivables	2,377	1,547	3,924
Trade and other payables	2,455	771	3,226
Interest-bearing liabilities	15,229	10,798	26,027
<b>PARENT</b>			
<b>As at 30 June 2011</b>			
Cash and cash equivalents	2	-	2
Trade and other receivables	15,781	2,083	17,864
Trade and other payables	1,737	-	1,737
Interest-bearing liabilities	16,042	5,653	21,695
<b>As at 30 June 2010</b>			
Cash and cash equivalents	2	-	2
Trade and other receivables	12,761	1,842	14,603
Trade and other payables	2,177	-	2,177
Interest-bearing liabilities	15,229	8,703	23,932



## 25. FINANCIAL RISK MANAGEMENT CONTINUED

### (ii) Cash flow and fair value interest rate risk

The Group's main interest rate risk arises from long term borrowings. Borrowings issued at variable rates expose the Group to cash flow interest rate risk. Borrowings issued at fixed rates expose the Group to fair value interest rate risk. As at 30 June 2011 the Group did not have any interest rate swaps (2010: nil). During 2011 and 2010, the Group's borrowings at variable rate were denominated in New Zealand Dollars and Australian Dollars.

	CARRYING AMOUNT \$'000	- 1 % PROFIT \$'000	EQUITY \$'000	+ 1 % PROFIT \$'000	EQUITY \$'000
<b>GROUP</b>					
<b>As at 30 June 2011</b>					
<b>Financial assets</b>					
Cash and cash equivalents	51	-	-	-	-
Trade and other receivables	3,994	-	-	-	-
<b>Financial liabilities</b>					
Trade and other payables	3,198	-	-	-	-
Interest-bearing liabilities	22,484	365	-	(365)	-
<b>Total increase/(decrease)</b>		<b>365</b>	<b>-</b>	<b>(365)</b>	<b>-</b>
<b>As at 30 June 2010</b>					
<b>Financial assets</b>					
Cash and cash equivalents	49	-	-	-	-
Trade and other receivables	4,165	-	-	-	-
<b>Financial liabilities</b>					
Trade and other payables	3,467	-	-	-	-
Interest-bearing liabilities	26,027	263	-	(263)	-
<b>Total increase/(decrease)</b>		<b>263</b>	<b>-</b>	<b>(263)</b>	<b>-</b>
	CARRYING AMOUNT \$'000	- 1 % PROFIT \$'000	EQUITY \$'000	+ 1 % PROFIT \$'000	EQUITY \$'000
<b>PARENT</b>					
<b>As at 30 June 2011</b>					
<b>Financial assets</b>					
Cash and cash equivalents	2	(29)	-	29	-
Trade and other receivables	17,864	-	-	-	-
<b>Financial liabilities</b>					
Trade and other payables	1,737	-	-	-	-
Interest-bearing liabilities	21,695	294	-	(294)	-
<b>Total increase/(decrease)</b>		<b>265</b>	<b>-</b>	<b>(265)</b>	<b>-</b>
<b>As at 30 June 2010</b>					
<b>Financial assets</b>					
Cash and cash equivalents	2	(27)	-	27	-
Trade and other receivables	14,881	-	-	-	-
<b>Financial liabilities</b>					
Trade and other payables	2,455	-	-	-	-
Interest-bearing liabilities	23,932	232	-	(232)	-
<b>Total increase/(decrease)</b>		<b>205</b>	<b>-</b>	<b>(205)</b>	<b>-</b>

# Just Water International Limited

## Notes to the Financial Statements

### For the year ended 30 June 2011

## 25. FINANCIAL RISK MANAGEMENT CONTINUED

### (b) Credit risk

Credit risk is managed on a regular basis. Credit risk arises from cash and cash equivalents and deposits with banks and financial institutions, as well as credit exposures to customers, including outstanding receivables and committed transactions. For banks and financial institutions, only independently rated parties with a minimum rating of 'A' are accepted. As part of the Group's financial risk policy, limits on customer exposures have been set and are monitored on a regular basis. The Group does not require any collateral or security to support financial instruments due to the quality of the financial institutions dealt with.

The Group's exposure to credit risk for trade receivables as at 30 June by geographic region is as follows:

	2011 \$'000	2010 \$'000
<b>GROUP</b>		
New Zealand	2,540	2,543
Australia	1,309	1,381
<b>Total</b>	<b>3,849</b>	<b>3,924</b>
<b>PARENT</b>		
New Zealand	2,195	2,299
Australia	-	-
<b>Total</b>	<b>2,195</b>	<b>2,299</b>

### (c) Liquidity risk

Prudent liquidity risk management implies maintaining sufficient cash and marketable securities, the availability of funding through an adequate amount of committed credit facilities.

The table below analyses the Group's financial liabilities into relevant maturity groupings based on the remaining period at balance date to the contractual maturity date. Balances due within 12 months equal their carrying balances.

	NOTE	LESS THAN 1 YEAR \$'000	BETWEEN 1 AND 2 YEARS \$'000	BETWEEN 2 AND 5 YEARS \$'000	OVER 5 YEARS \$'000
<b>GROUP</b>					
<b>As at 30 June 2011</b>					
Trade and other payables		3,198	-	-	-
Bank overdraft		162	-	-	-
Bank borrowings	20	8,656	22,547	-	-
Other loans		233	173	153	-
<b>As at 30 June 2010</b>					
Trade and other payables		3,467	-	-	-
Bank borrowings	20	1,823	-	26,732	-
Other loans		268	264	24	-
<b>PARENT</b>					
<b>As at 30 June 2011</b>					
Trade and other payables		1,737	-	-	-
Bank overdraft		10	-	-	-
Bank borrowings	20	-	22,161	-	-
Other loans		141	115	-	-
<b>As at 30 June 2010</b>					
Trade and other payables		2,455	-	-	-
Bank borrowings	20	-	-	25,189	-
Other loans		193	246	-	-

## 25. FINANCIAL RISK MANAGEMENT CONTINUED

### (d) Capital risk

The Group's capital comprises of ordinary shares, retained earnings and other reserves. The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital. In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt.

The Group monitors capital on the basis of the gearing ratio. This ratio is calculated as net debt divided by total capital. Net debt is calculated as total external borrowings (including 'borrowings' and 'trade and other payables' as shown in the balance sheet) less cash and cash equivalents. Total capital is calculated as 'equity' as shown in the balance sheet plus net debt. This is monitored by management monthly.

The gearing ratio for the Group at 30 June is:

	2011 \$'000	2010 \$'000
Total borrowings	22,484	26,027
Total cash	51	49
Net debt	22,433	25,978
Total equity	3,850	2,691
Total capital	26,283	28,669
Gearing ratio	0.85	0.91

Refer to note 20 for consideration of debt covenants.

### (e) Fair value estimation

The fair value of financial assets and financial liabilities must be estimated for recognition and measurement or for disclosure purposes. Refer to the accounting policies for fair value estimation methods. The carrying value less impairment provision of trade receivables and payables is a reasonable approximation of their fair values due to their short term nature.

## 26. SUBSIDIARIES

The consolidated financial statements incorporate the assets, liabilities and results of the following subsidiaries:

NAME OF ENTITY	COUNTRY OF INCORPORATION	CLASS OF SHARES	EQUITY HOLDINGS %	
			2011	2010
JWA Holdings Limited	New Zealand	Ordinary	100	100
Clearwater Filter Systems (Aust) Pty Limited	Australia	Ordinary	100	100
Just Water Australia Pty Limited	Australia	Ordinary	100	100
Just Water Limited Partnership	Australia	Ordinary	100	100
Just Water Victoria Pty Limited	Australia	Ordinary	100	100

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**27. RECONCILIATION OF NET PROFIT/(LOSS) AFTER INCOME TAX TO NET CASH INFLOW FROM OPERATING ACTIVITIES**

	GROUP 30 JUNE 2011 \$'000	GROUP 30 JUNE 2010 \$'000	PARENT 30 JUNE 2011 \$'000	PARENT 30 JUNE 2010 \$'000
<b>Profit/(loss) for the year</b>	<b>818</b>	<b>(19,212)</b>	<b>3,072</b>	<b>(16,455)</b>
<b>Adjustments for</b>				
Tax	477	(1,041)	198	(641)
Depreciation	4,898	4,851	3,582	3,384
Amortisation	551	566	408	374
Impairment	-	18,300	-	18,300
Interest received (non-cash)	-	-	(2,877)	(2,686)
Loss/(gain) on sale of property, plant and equipment	856	637	608	248
Loss/(gain) on sale of intangible assets	-	173	-	173
Share options issued	1	1	1	1
Shares issued in lieu of directors fees	26	39	26	39
Provision for doubtful debts	746	2,189	714	2,197
Movement in deferred income	(256)	(278)	77	(82)
<b>Changes in working capital</b>				
Inventories	(291)	731	94	300
Trade and other receivables	332	(1,085)	2,571	1,784
Trade and other payables	(862)	(1,077)	(990)	(514)
Provision for tax	(339)	(123)	(339)	(123)
Purchases of non-current assets held for rental	(2,259)	(4,160)	(1,514)	(3,176)
<b>Cash generated from operations</b>	<b>4,698</b>	<b>511</b>	<b>5,631</b>	<b>3,123</b>

**Non-cash transactions**

The principal non-cash transactions were the issue of shares to Directors in lieu of directors fees.

**28. EVENTS OCCURRING AFTER BALANCE SHEET DATE**

On 15 July 2011 the Company signed an unconditional agreement to acquire the business of Wellington-based Creative Images Corporate Plant Hire, a plant rental company operating in New Zealand, for \$900,000 payable in cash on 1 August 2011 (2010: nil). The acquisition was made by Creative Images Hire Limited, a 100% subsidiary of Just Water International Limited.

The acquired business is expected to contribute revenues of \$0.663m and net profit after tax of \$0.155m to the Group for the year ending 30 June 2012.

Details of the net assets acquired are as follows:

	<b>\$'000</b>
<b>PURCHASE CONSIDERATION</b>	
Cash paid	900
<b>Total purchase consideration</b>	<b>900</b>
Fair value of net assets acquired	(68)
<b>Provisional intangible assets arising on acquisition</b>	<b>832</b>

The provisional intangible assets are attributable to customer relationships and the goodwill of the acquired business.

## 28. EVENTS OCCURRING AFTER BALANCE SHEET DATE CONTINUED

The assets and liabilities arising from the acquisition are as follows:

	FAIR VALUE \$'000
Property, plant and equipment	68
Net assets acquired	68

## 29. EARNINGS PER SHARE

	GROUP YEAR ENDED 30 JUNE 2011 \$'000	GROUP YEAR ENDED 30 JUNE 2010 \$'000	PARENT YEAR ENDED 30 JUNE 2011 \$'000	PARENT YEAR ENDED 30 JUNE 2010 \$'000
Basic earnings per share				
Profit/(loss) from operations attributable to the ordinary equity holders of the Company	818	(19,212)	3,072	(16,455)

### Reconciliations of earnings used in calculating earnings per share

	GROUP YEAR ENDED 30 JUNE 2011 CENTS	GROUP YEAR ENDED 30 JUNE 2010 CENTS	PARENT YEAR ENDED 30 JUNE 2011 CENTS	PARENT YEAR ENDED 30 JUNE 2010 CENTS
Basic and diluted earnings per share	0.9	(21.8)	3.4	(18.7)

	GROUP YEAR ENDED 30 JUNE 2011 \$'000	GROUP YEAR ENDED 30 JUNE 2010 \$'000	GROUP YEAR ENDED 30 JUNE 2011 \$'000	GROUP YEAR ENDED 30 JUNE 2010 \$'000
Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share	89,477	88,038	89,477	88,038
Adjustments for calculation of diluted earnings per share:	415	415	415	415
<b>Weighted average number of ordinary shares and potential ordinary shares used as the denominator in calculating diluted earnings per share</b>	<b>89,892</b>	<b>88,453</b>	<b>89,892</b>	<b>88,453</b>

### Information concerning the classification of securities

#### Options

Options granted to employees are considered to be potential ordinary shares and have been included in the determination of diluted earnings per share to the extent to which they are dilutive. The options have not been included in the determination of basic earnings per share.

## Statutory disclosures in relation to shareholders

### TOP 20 LARGEST HOLDINGS LIST AS AT THURSDAY 1 SEPTEMBER 2011

HOLDER NAME	TOTAL	%
1 ASB Nominees Limited as bare trustees for The Harvard Group Limited	52,699,055	58.897%
2 Springfresh Marketing Pty Ltd as trustee for Dash Family Staff Super Fund	5,654,320	6.319%
3 Accident Compensation Corporation Limited	2,568,789	2.871%
4 Anthony Edwin Falkenstein and Ian Donald Malcolm as bare trustees for Anthony Edwin Falkenstein and Leon Fourie	2,000,000	2.235%
5 Anthony Edwin Falkenstein and Christopher Roy Saunders	2,000,000	2.235%
6 Anthony Edwin Falkenstein and Gregory Paul Whittred	2,000,000	2.235%
7 Anthony Edwin Falkenstein and Ian Donald Malcolm	1,268,000	1.417%
8 Heather Jeanette Falkenstein and Ian Donald Malcolm	1,268,000	1.417%
9 ACE Finance Limited	1,022,422	1.143%
10 Morris West Limited	1,002,116	1.120%
11 The Harvard Group Limited	842,674	0.942%
12 Anthony Edwin Falkenstein	796,310	0.890%
13 Christopher Peter Huljich and Colin Gordon Powell	570,354	0.637%
14 Clyde Christopher Cooper and Farida Clyde Cooper	500,000	0.559%
15 Anthony Henry Kandziora	500,000	0.559%
16 Russell John Field and Anthony James Palmer	350,000	0.391%
17 Jillian Dawn Reid and Ian Donald Malcolm	300,000	0.335%
18 Cunnack Company Pty Limited	298,914	0.334%
19 Frederick Bryson Richards	293,618	0.328%
20 Michael Paul Brougham	280,000	0.313%
<b>Total</b>	<b>76,214,572</b>	<b>85.177%</b>

### EQUITY SECURITIES HELD AS AT 30 JUNE 2011

In accordance with NZAX Listing Rule 10.5.5(c) the following table identifies the equity securities in which each director has a relevant interest as at 30 June 2011.

DIRECTOR	BENEFICIAL INTERESTS	NON-BENEFICIAL INTERESTS	NUMBER OF SHARES IN WHICH RELEVANT INTERESTS HELD
Anthony Edwin Falkenstein	56,924,039	6,000,000	62,924,039
Ian Donald Malcolm	294,551	56,377,729	56,672,280
Philip John Dash	5,654,320	-	5,654,320
Simone Justine Iles	162,050	-	162,050
Sir Donald Charles McKinnon	97,050	-	97,050

### HOLDING RANGE AS AT 1 SEPTEMBER 2011

RANGE OF EQUITY HOLDING	NUMBER OF HOLDERS	NUMBER OF SHARES HELD	%
1-1,000	278	58,705	0.066
1,001-5,000	230	624,877	0.698
5,001-10,000	125	948,655	1.060
10,001-100,000	222	6,417,998	7.173
100,001 and over	50	81,426,939	91.003
<b>Totals</b>	<b>905</b>	<b>89,477,174</b>	<b>100.000</b>

### SUBSTANTIAL SECURITY HOLDERS

Section 26 of the Securities Market Act 1988 requires disclosure of the substantial security holders in Just Water International Limited. As at 1 September 2011, the substantial security holders were as follows:

SUBSTANTIAL SECURITY HOLDERS	NUMBER OF SHARES HELD	%
Anthony Edwin Falkenstein	62,924,039	70.32%
Ian Donald Malcolm	56,672,280	63.34%
The Harvard Group Limited	53,541,729	59.84%
Springfresh Marketing Pty Limited	5,654,320	6.32%

## Notice of meeting

Notice is given that the Annual Meeting of Shareholders of Just Water International Limited (the "Company") will be held on Tuesday 25 October 2011 at 11:00 am in Meeting Room 2C, EMA Offices, 159 Khyber Pass Road, Grafton, Auckland.

### BUSINESS

To consider and, if thought fit, to pass the following ordinary resolutions:

#### A. Resolution 1: Annual Report

The Annual Report of the Company for the year ended 30 June 2011, including the Auditors' Report, be received.

#### B. Resolution 2: Auditors' remuneration

The Company's board of directors be authorised to fix the auditors' remuneration.

#### C. Resolution 3: Election of director

Paul Anthony Connell be elected as a director of the Company.

#### D. General business:

To transact such other business as may properly be brought before the meeting in accordance with the Company's constitution.

Explanatory notes in relation to the proposed resolutions are set out on the following pages.

## Explanatory notes to resolutions

Each of the resolutions to be considered at the Annual Meeting is an ordinary resolution. An ordinary resolution means a resolution that is approved by a simple majority of the votes of those shareholders entitled to vote and voting on the resolution.

### Resolution 1: Annual Report

The Annual Report for 2011, having been made available or circulated by the share registry, will be tabled for discussion and questions.

### Resolution 2: Auditors' remuneration

PricewaterhouseCoopers are automatically reappointed as the Company's Auditor under section 200 of the Companies Act 1993. This resolution authorises the board to fix the fees and expenses of the Auditor.

### Resolution 3: Election of directors

Two directors, Sir Donald Charles McKinnon and Philip John Dash, retire by rotation in accordance with the Company's constitution and are not putting their names forward for re-election.

Paul Connell was appointed as a director of the Company by the board in August 2011. The Company's constitution provides that directors appointed by the board will only remain as directors until the next annual meeting of the Company. A nomination has been received for Paul Connell to be elected as a director and the board supports this nomination.

Paul Connell is currently a director of Hall's Holdings Ltd, Telarc SAI Ltd, Unison Networks Ltd and Zintel Group Ltd.

The board unanimously recommends shareholders vote in favour of the election of Paul Connell.

## VOTING RESTRICTIONS

None.



## Instructions regarding proxies

1. All shareholders are entitled to attend and, subject to the restrictions described in the section entitled "Voting Restrictions" set out in the explanatory notes to the Notice of Meeting, to vote at the meeting.
2. A shareholder entitled to attend and vote at the meeting is entitled to appoint a proxy to attend and vote instead of the shareholder.
3. A proxy need not be a shareholder of the Company.
4. The chairman of the meeting is willing to act as proxy for any shareholder who may wish to appoint him for that purpose.
5. If the proxy form is returned without a direction as to how the proxy should act on a resolution, the proxy will exercise his or her discretion as to whether to vote and, if so, how. However, a proxy will be prohibited from exercising discretionary proxies given to him or her in respect of a resolution in which that proxy is disqualified from voting (refer to the section entitled "Voting Restrictions" for disqualified persons). In such instances, the proxy is only able to exercise proxies where the shareholder has provided him or her with an express instruction as to how to exercise that shareholder's vote. Express instructions exclude instructions that give the proxy discretion to exercise that shareholder's vote as the proxy sees fit.
6. Joint holders must all sign the proxy form.
7. If the proxy is signed under a power of attorney, this must be produced for noting by the Company, if not already noted. A certificate of non-revocation of the power of attorney must be attached.
8. A company that is a shareholder may appoint a person to attend the meeting and vote on its behalf, in the same manner as that in which it could appoint a proxy. A proxy granted by a company or other body corporate must be signed by a duly authorised officer or attorney who has express or implied authority to do so.
9. Completed proxies must be received by the Company's Share Registrar no later than 11:00am on Friday 21 October 2011 at the following address:

The Share Registrar  
Just Water International Limited  
c/o Link Market Services  
PO Box 384  
Ashburton 7740  
New Zealand

By order of the board.



**Sir Don McKinnon**  
Chairman



NOT TO BE

FOR WATER

## Notes

## Notes

# Proxy form

CSN Holder Number:

FAX RETURN +64 3 308 1311

I/We \_\_\_\_\_

(Name)

of \_\_\_\_\_

(Place)

being a shareholder of **Just Water International Limited** (the "Company"), hereby

appoint \_\_\_\_\_

of \_\_\_\_\_

(Name)

(Place)

or failing that person \_\_\_\_\_

of \_\_\_\_\_

(Name)

(Place)

as my/our proxy to vote for me/us on my/our behalf at the Annual Meeting of the Company to be held in the **Meeting Room 2C, EMA Offices, 159 Khyber Pass Road, Grafton, Auckland** on **Tuesday 25 October 2011 at 11:00 am**, and at any adjournment thereof.

Unless otherwise directed as below, the proxy will vote as he or she thinks fit (unless the proxy is prohibited from exercising discretionary proxies given to them in respect of the resolution), or abstain from voting. A proxy will be prohibited from exercising discretionary proxies given to him or her in respect of a resolution in which that proxy is interested or disqualified from voting (refer to the section in the attached Notice of Meeting entitled "Voting Restrictions" for disqualified persons). In such instances, the proxy is only able to exercise proxies where the shareholder has provided him or her with an express instruction as to how to exercise that shareholder's vote. Express instructions exclude instructions that give the proxy discretion to exercise that shareholder's vote as the proxy sees fit. Should the shareholder(s) wish to direct the proxy how to vote, the following should be completed:

## RESOLUTIONS:

FOR AGAINST

### 1. Annual Report

The Annual Report for the Company for the year ended 30 June 2011, including the Auditors' Report, be received.



### 2. Auditors' remuneration

The Company's board of directors be authorised to fix the auditors' remuneration.



### 3. Election of director

Paul Anthony Connell be elected as a director of the Company.



Signed this \_\_\_\_\_ day of \_\_\_\_\_ **2011**

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Signature

**Note:** Completed proxies must be received by the Company's Share Registrar no later than **11.00am on Friday 21 October 2011** at the following address:

The Share Registrar  
Just Water International Limited  
c/o Link Market Services  
PO Box 384  
Ashburton 7740  
New Zealand







0800 22 334  
aquafresh.com

AQUAFRESH  
mineralX  
VitaBlast

 **Just Water**

*Just Water International Limited*

