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BLUE DIAMOND LIMITED

(Incorporated in Guernsey, Channel Islands)

DIRECTORS

S. Burke (Chairman)

A. Roper (Managing Director)

R.J. Hemans (Finance Director)

T. Carev

D. Ummels

S. Crowder

COMPANY SECRETARY

R.J. Hemans

REGISTERED OFFICE

Rue du Friquet

Castel

Guernsey GY5 7SS

Channel Islands

REGISTERED NUMBER

12307 (Guernsey)

INDEPENDENT AUDITOR

BDO LLP

Arcadia House

Maritime Walk

Ocean Village

Southampton S014 3TL

BANKERS

The Royal Bank of Scotland

International Limited

(Trading as NatWest International)

1 Glategny Esplanade

St. Peter Port

Guernsey GY1 4BQ

Channel Islands

Barclays Bank plc

PO Box 3333

1 Snowhill

Snow Hill

Queensway

Birmingham B3 2WN

LEGAL REPRESENTATIVES

GUERNSEY

Carey Olsen

Les Banques

St. Peter Port

Guernsey

Channel Islands

UNITED KINGDOM

Bristows LLP

100 Victoria Embankment

London

United Kingdom

Blue Diamond Limited

INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS FOR THE SIX MONTHS ENDED

30 June 2023



"Blue Diamond has recorded a strong performance in the first half of 2023. Total sales increased by 20%, with like-for-like sales up 11%. The garden centres achieved 9% like-for-like sales growth, whilst in restaurants it was 22%. Whilst some of this increase is attributable to inflation, we also saw volume growth across the business."

INTERIM MANAGEMENT STATEMENT

In my last report to you, I expressed the hope that in 2022 we had established a new baseline for our sales, after the large ups and downs of the Covid period. The figures in this report, and the trends which underlie them, suggest that we have returned to business as usual, which makes these figures particularly pleasing. Once again, we traded significantly ahead of the GCA average.

The sales improvement was accompanied by a strengthening of margins, despite the clearance of excess stock in the period, which I detail below. Our ability to build margin performance during a period of high inflation and economic challenges reflects significant focus and effort from Alan and the management team. We did also benefit from a higher mix of restaurant sales and from the fall in container shipping costs.

Inflation has been a challenge with other costs, and we are monitoring this very closely. It did not prevent our net operating profit increasing by 28% from £12.7m to £16.2m which takes us to 10.5% of sales, a significant improvement on 2022 (9.9%). We did however see increases in interest, due to higher rates, and in tax, arising from the increase in UK Corporation Tax from 19% to 25% this year, which

meant that net earnings (from which dividends are paid) grew by just 17%.

We succeeded in reducing stock by 8% on a like-for-like basis and cleared much of our excess furniture stock. This enabled us to give back temporary warehouse space, saving associated costs. Net investment in acquisitions and refurbishment was £25m. We added two new centres, one of them freehold, and we significantly upgraded recent acquisitions, in particular Van Hage (Great Amwell) and Blackdown, both of which now look really well and have seen very significant sales uplifts as a result. Overall, debt ratios were very similar to last year, at 0.8x EBITDA and 18% gearing.

You will be aware from comments at the AGM that we are not seeking other acquisitions for the time being, and instead prioritising the improvement of operational management across the estate. Some of the good numbers in this report are the result of this focus. We expect to return to acquisition activity next year if suitable opportunities come along.

The second half has started well. We have just launched a refreshed and extended Christmas range, earlier than last year, and initial signs for this are good. The economic and

other issues facing the UK have not gone away, though inflation pressure has eased in many sectors. But our customers have proved resilient so far, and this should continue to support sales levels. The work we have done to optimize our management of stock, margins, staffing, and costs gives us confidence that the full year will reflect our performance to date.

With this in mind, we have considered the full-year dividend, which we hope we can increase by around 12.5% on 2022. Following shareholder feedback, we realised that the interim portion of the dividend has fallen as a percentage of the total, and we have reviewed this. We will henceforth aim to set the interim dividend at around 40% of the expected total for the year, and on this basis the interim dividend for 2023 will be 5.5p (2022: 3.5p). The dividend will be paid on 6 December 2023 to those shareholders on the register on 21 November 2023.

Simon Burke Chairman 10 October 2023

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Interim Consolidated Statement of Comprehensive Income

For the six months ended 30 June 2023

	Notes	Six months ended 30 June 2023 £000	Six months ended 30 June 2022 £000	Year ended 31 December 2022 £000
Turnover	3	154,569	128,721	259,262
Cost of sales		(73,114)	(61,574)	(125,485)
Gross profit		81,455	67,147	133,777
Distribution costs Administrative expenses		(77) (67,576)	(37)	(67) (116,468)
7 diffilliotidate experience		13,802	10,690	17,242
Other operating income		2,469	2,014	4,598
Group operating profit	3	16,271	12,704	21,840
Share of loss for the year in associated undertaking		(33)	-	
Profit before interest		16,238	12,704	21,840
Interest receivable and similar income		1	1	1
Interest payable and similar expenses		(1,162)	(346)	(940)
Profit before taxation		15,076	12,359	20,901
Taxation on profit	2	(3,316)	(2,348)	(4,028)
Profit for the financial period/year		11,760	10,011	16,873
Earnings per share	6	33.80p	28.89p	48.64p
Other comprehensive income				
Unrealised surplus on revaluation of freehold properties		656	638	4,316
Movement in deferred tax relating to revaluation of freehold properties		_	-	(508)
Other comprehensive income for the period/year		656	638	3,808
Total comprehensive income for the period/year		12,416	10,649	20,681
Profit attributable to: Owners of the parent		12,416	10,649	20,681

All amounts relate to continuing operations.

Interim Consolidated Balance Sheet

As at 30 June 2023

		30 June 2023	30 June 2023	30 June 2022	30 June 2022	31 December	31 December
	Notes	£000	£000	£000	£000	2022 £000	2022 £000
Fixed assets							
Intangible assets	7		15,651		4,758		10,094
Tangible fixed assets	8		192,001		164,504		175,267
Investments	9		87		436		136
			207,739		169,698		185,497
Current assets							
Stocks		61,019		59,161		51,843	
Debtors		13,990		11,433		14,939	
Cash at bank and in hand		5,220		9,163		6,029	
		80,229		79,757		72,811	
Creditors							
Amounts falling due within one year		(59,601)		(39,377)		(37,918)	
Net current assets			20,628		40,380		34,893
Total assets less current liabilities			228,367		210,078		220,390
Creditors							
Amounts falling due after more than one year			(26,211)		(29,667)		(28,673)
Provisions for liabilities			(13,196)		(10,447)		(12,625)
Net assets			188,960		169,964		179,092
Capital and reserves							
Called up share capital	10		697		694		696
Share premium			6,891		6,174		6,483
Revaluation reserve			46,070		42,244		45,414
Capital reserve			9,439		9,439		9,439
Retained earnings			125,863		111,413		117,060
Total equity			188,960		169,964		179,092

The financial statements were approved by the Board of Directors and authorised for issue on 10 October 2023. They were signed on its behalf by:

R. J. Hemans

Director

Interim Consolidated Statement of Changes in Equity

For the six months ended 30 June 2023

	Called up share capital	Retained earnings	Share premium	Revaluation reserve	Capital reserve	Total equity
	£000	£000	£000	£000	£000	£000
Balance at 1 January 2023	696	117,060	6,483	45,414	9,439	179,092
Changes in equity						
Profit for the year	-	11,760	-	-	-	11,760
Surplus on revaluation of freehold properties	-	-	-	656	-	656
Total comprehensive income	-	11,760	-	656	-	12,416
Dividends (note 5)	1	(2,957)	408	-	-	(2,548)
Balance at 30 June 2023	697	125,863	6,891	46,070	9,439	188,960
Balance at 1 January 2022	693	104,347	5,656	41,606	9,439	161,741
Changes in equity						
Profit for the year	-	10,011	_	-	-	10,011
Surplus on revaluation of freehold properties	-	-	-	638	-	638
Total comprehensive income	-	10,011	-	638	-	10,649
Dividends (note 5)	1	(2,945)	518	-	-	(2,426)
Balance at 30 June 2022	694	111,413	6,174	42,244	9,439	169,964
Balance at 1 January 2022	693	104,347	5,656	41,606	9,439	161,741
Changes in equity						
Profit for the year	-	16,873	-	-	-	16,873
Surplus on revaluation of freehold properties	-	-	_	4,316	-	4,316
Movement in deferred tax relating to revaluation of freehold properties	-	-	-	(508)	-	(508)
Total comprehensive income	-	16,873	-	3,808	-	20,681
Dividends (note 5)	3	(4,160)	827	-	-	(3,330)
Balance at 31 December 2022	696	117,060	6,483	45,414	9,439	179,092

Interim Consolidated Cash Flow Statement

For the six months ended 30 June 2023

	Six months ended 30 June 2023	Six months ended 30 June 2022	Year ended 31 December 2022
	0003	000£	£000
Cash flows from operating activities	44 =00	10.011	40.070
Profit for the financial period/year	11,760	10,011	16,873
Adjustments for:		440	004
Amortisation of intangible assets	336	149	331
Depreciation of tangible assets Loss/(profit) on disposal of tangible assets	4,359	3,697	7,669
Amortisation of lease incentives	12 (56)	(1) (60)	(115)
Foreign exchange (gains)/losses	(9)	(60)	(115)
Share of loss before tax of associated undertaking	49		(11)
Interest receivable	(1)	(1)	(1)
Interest receivable	1,162	346	940
Taxation charge	3,316	2,348	4,028
Increase in stocks	(6,482)	(18,622)	(7,668)
Decrease/(increase) in debtors	932	1,424	(312)
Increase/(decrease) in creditors	9,997	7,040	(2,250)
Decrease in provisions	9,991	(33)	(33)
Corporation tax paid	(2,646)	(3,678)	(6,210)
Interest received	(2,040)	(5,076)	(0,210)
Interest paid	(1,162)	(346)	(940)
Net cash generated from operating activities	21,568	2,282	12,302
	21,000	2,202	12,002
Cash flows from investing activities			
Purchases of tangible fixed assets	(8,205)	(9,134)	(18,271)
Sale of tangible fixed assets	8,150	-	-
Dividends received from investments		-	300
Business combinations - Beckworth Limited	(13,351)	-	-
Cash acquired with Beckworth Limited	4	-	-
Business combinations - Fosseway Garden Centre Limited	(13,766)	-	-
Cash acquired with Fosseway Garden Centre Limited	1,737	- (4.070)	- (4.074)
Business combinations - Blackdown Garden Centre Limited	-	(4,379)	(4,374)
Cash acquired with Blackdown Garden Centre Limited	-	1	(5.050)
Business combinations - Van Hage & Company Limited	-	-	(5,856)
Overdraft acquired with Van Hage & Company Limited	(05.404)	(40.540)	(1,989)
Net cash used in investing activities	(25,431)	(13,512)	(30,190)
Cash flows from financing activities			
Receipts from revolving credit facility	12,500	-	-
Debt issue costs	(56)	54	140
Repayment of bank loans	(1,250)	(1,250)	(2,500)
Equity dividends paid	(2,548)	(2,426)	(3,330)
Net cash generated/(used) in financing activities	(8,646)	(3,622)	(5,690)
Net increase/(decrease) in cash and cash equivalents	4,783	(14,852)	(23,578)
Cash and cash equivalents at the beginning of the period/year	437	24,015	24,015
Cash and cash equivalents at the end of the period/year	5,220	9,163	437
Cash and cash equivalents comprise:			
Bank and cash balances	5,220	9,163	6,029
Bank overdrafts	-	-	(5,592)
	5,220	9,163	437
		<u> </u>	

Notes to the Interim Consolidated Financial Statements

For the six months ended 30 June 2023

1. BASIS OF PREPARATION

Blue Diamond Limited is a private company limited by shares and registered in Guernsey under the Companies (Guernsey) Law, 2008. The address of the registered office is given on the Company Information page and the Group's principal activity is the operation of garden centres.

These Interim Condensed Consolidated Financial Statements have been prepared on a going concern basis, under the historical cost convention unless otherwise specified within these accounting policies and in accordance with Financial Reporting Standard 104, 'Interim Financial Reporting' issued by the Financial Reporting Council. They do not include all disclosures that would be required in a complete set of financial statements and should be read in conjunction with the 2022 Annual Report.

The Interim Consolidated Income Statement of Comprehensive Income, Interim Consolidated Balance Sheet, Interim Consolidated Statement of Changes in Equity, Interim Consolidated Cash Flow Statement and Notes to the Interim Consolidated Financial Statements are unaudited and not reviewed pursuant to the guidance issued by the Financial Reporting Guidance.

The Interim Condensed Consolidated Financial Statements were approved by the Board of Directors on 10 October 2023.

2. GROUP TAX

The tax charge applicable to the results for the six months ended 30 June 2023 and for the six months ended 30 June 2022 is calculated by multiplying profit before tax by a rate of tax estimated by the Directors. The estimated rate of tax is based on the assumption tax will be payable at 19% from 1 January 2023 to March 2023 then 25% from 1 April 2023 to 30 June 2023 in the UK, 20% in Guernsey and 20% in Jersey. The movement in the deferred tax liability at the balance sheet dates, included in provisions for liabilities, is estimated using similar assumptions based on the results for the year ended 31 December 2022.

3. TURNOVER AND GROUP OPERATING PROFIT

The first half results reflect the acquisitions of Van Hage & Company Limited in November 2022, Beckworth Limited in April 2023 and Fosseway Garden Centre Limited in May 2023. Their results are disclosed in the table below under 'Acquired'. An analysis of the Group's results from continuing activities including acquisitions is given below:

	2023 Continuing £	2023 Acquired £	2023 Total £	2022 Total £
Turnover	142,283	12,287	154,569	128,721
Cost of sales	(67,052)	(6,062	(73,114)	(61,574)
Gross profit	75,231	6,224	81,455	67,147
Distribution costs	(39)	(38)	(77)	(37)
Administrative expenses	(61,928)	(5,648)	(67,576)	(56,420)
Other operating income	2,075	394	2,469	2,014
Group operating profit	15,338	933	16,271	12,704

For the six months ended 30 June 2023

4. SEGMENT ANALYSIS

	UNITED KINGDOM			CHANNEL ISLANDS			GROUP		
Geographic analysis	30 June 2023	30 June 2022	31 December 2022	30 June 2023	30 June 2022	31 December 2022	30 June 2023	30 June 2022	31 December 2022
	£000	£000	£000	£000	£000	£000	£000	£000	£000
Turnover	145,945	120,022	241,125	8,624	8,698	18,137	154,569	128,721	259,262
Profit before interest and taxation									
Regional profit	21,481	16,525	29,098	1,553	1,863	4,102	23,034	18,388	33,200
Group costs	-	-	-	-	-	-	(6,796)	(5,684)	(11,360)
Group profit before interest and taxation	21,481	16,525	29,098	1,553	1,863	4,102	16,238	12,704	21,840
Total assets less current liabilities									
Net assets	N/A	N/A	201,799	N/A	N/A	36,686	N/A	N/A	238,485
Unallocated assets and liabilities	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	(18,095)
Total assets less current liabilities	N/A	N/A	201,799	N/A	N/A	36,686	N/A	N/A	220,390

The geographic analysis is presented to disclose the profit before interest and taxation and total assets less current liabilities attributable to each geographic area. The Directors believe that this presentation best enables the users of the financial statements to assess the performance of each region as it reflects the profit before financing costs and capital employed in each geographic area. Unallocated assets and liabilities consist of assets and liabilities at the Group's head office in Guernsey and certain assets that cannot be allocated to a segment.

A geographic analysis of total assets less current liabilities has been provided only for the year ended 31 December 2022.

For the six months ended 30 June 2023

5. DIVIDENDS

	Six months ended 30 June 2023 £000	Six months ended 30 June 2022 £000	Year ended 31 December 2022 £000
Ordinary shares			
Final 2022 dividend of 8.5p per share (2021: 8.5p per share)	2,957	-	-
Final 2021 dividend of 8.5p per share (2020: 5.5p per share)	-	2,945	2,945
Interim 2022 dividend of 3.5p per share (2021: 3.5p per share)	-	-	1,215
	2,957	2,945	4,160

A final dividend for the year ended 31 December 2022 of 8.5p per share totalling £2,956,677 was paid on 13 June 2023. £2,547,540 was paid in cash and £409,137 in the form of a scrip dividend. The Directors have also declared an interim dividend for the year ended 31 December 2023 of 5.5p per share, which will be paid on 6 December 2023 to those shareholders on the register at 21 November 2023.

6. EARNINGS PER SHARE

	30 June 2023 Profit for the year	30 June 2023 Earnings per share	Profit for the year	Earnings per share	2022 Profit for the year	31 December 2022 Earnings per share
	£000	р	£000	р	£000	р
Basic earnings per share	11,760	33.80	10,011	28.89	16,873	48.64

Earnings per share is calculated by dividing the profit for the financial period/year attributable to the members of Blue Diamond Limited by the weighted average number of ordinary shares in issue, which was 34,792,511 (30 June 2022: 34,652,633; 31 December 2022: 34,692,054). The earnings per share figures to 30 June 2023 and 30 June 2022 represent six months' earnings per share and not a full year.

For the six months ended 30 June 2023

7. INTANGIBLE ASSETS

	Goodwill	Negative	Totals
	£000	Goodwill £000	£000
Cost			
At 1 January 2023	12,014	(544)	11,470
Arising on business combinations (note 12)	5,893	-	5,893
At 30 June 2023	17,907	(544)	17,363
Amortisation			
At 1 January 2023	1,750	(374)	1,376
Charge for the year	349	(13)	336
At 30 June 2023	2,099	(387)	1,712
Net book value			
At 30 June 2023	15,808	(157)	15,651
At 30 June 2022	4,940	(182)	4,758
At 31 December 2022	10,264	(170)	10,094

For the six months ended 30 June 2023

8. TANGIBLE FIXED ASSETS

	Freehold land and buildings £000	Leasehold improvements £000	Motor vehicles £000
Cost			
At 1 January 2023	123,555	34,328	1,069
Additions	1,630	946	32
Acquired in business combinations (note 12)	15,570	3,803	43
Disposals	(8,150)	-	-
At 30 June 2023	132,605	39,077	1,144
Depreciation			
At 1 January 2023	-	8,609	732
Charge for the year	656	815	80
Disposals	-	-	-
Revaluation adjustments	(656)	-	-
At 30 June 2023	-	9,424	812
Net book value			
At 30 June 2023	132,605	29,653	332
At 30 June 2022	120,138	22,732	426
At 31 December 2022	123,555	25,719	337

	Furniture, fixtures	Computer	Totals
	and equipment £000	equipment £000	£000
Cost			
At 1 January 2023	48,385	4,795	212,133
Additions	5,205	393	8,205
Acquired in business combinations (note 12)	874	104	20,393
Disposals	(16)	-	(8,166)
At 30 June 2023	54,448	5,292	232,565
Depreciation			
At 1 January 2023	23,710	3,815	36,865
Charge for the year	2,541	268	4,359
Disposals	(4)	-	(4)
Revalulation adjustments	-	-	(656)
At 30 June 2023	26,247	4,083	40,564
Net book value			
At 30 June 2023	28,201	1,209	192,001
At 30 June 2022	20,379	828	164,504
At 31 December 2022	24,675	980	175,267

The carrying values are based on valuations previously carried out as at 31 December 2022 by an independent professionally qualified valuer. Please refer to notes 3 and 13 of the 2022 Annual Report for further information. Depreciation has been charged on freehold buildings during the period and then the freehold buildings have been revalued back to their valuation at 31 December 2022, which the Directors consider to be fair value at 30 June 2023.

For the six months ended 30 June 2023

9. INVESTMENTS

	Associated undertaking
	£000
Cost	
At 1 January 2023	136
Share of loss for the period after tax	(49)
At 30 June 2023	87
At 30 June 2022	436
At 31 December 2022	136

10. CALLED UP SHARE CAPITAL

	30 June 2023	30 June 2022	31 December 2022
	£000	£000	£000
Authorised 38,000,00 ordinary shares of £0.02 each (30 June 2022: 38,000,000; 31 December 2022: 38,000,000)	760	760	760
Allotted, called up and partly paid 34,865,616 ordinary shares of £0.02 each (30 June 2022: 34,722,403; 31 December 2022: 34,784,438)	697	694	696

In June 2023, shareholders were offered the opportunity to take the 2022 final dividend in the form of shares rather than cash. This will apply to all future dividends until further notice.

The movement in the issued shares for the period is as follows:

	2023 shares in issue No.	2023 share capital £000
At 1 January 2023	34,784,438	695,689
Scrip dividend relating to 2022 final dividend	81,178	1,624
At 30 June 2023	34,865,616	697,312

For the six months ended 30 June 2023

11. ANALYSIS OF CHANGES IN NET DEBT

	31 December 2022 £000	Cash flows £000	Acquired with subsidiaries £000	Non-cash movements £000	30 June 2023 £000
Cash and bank equivalents	437	3,042	1,741	-	5,220
Bank loans due within one year	(2,500)	(11,230)	-	(1,250)	(15,000)
Bank loans due after more than one year	(24,928)	-	-	1,306	(23,622)
	(26,991)	(8,208)	1,741	56	(33,402)

The bank loans and overdrafts bear interest at commercial rates linked to LIBOR and the Bank of England Base Rate as agreed with The Royal Bank of Scotland International Limited (trading as NatWest) and Barclays Bank plc. The overall position is as follows:

The Group has one £32m term loan, which is repayable quarterly over fifteen years, and a revolving credit facility of £28m. Both facilities are available for three years with the option of two one-year extensions. The Group has also negotiated a £10m accordion facility, which provides additional flexibility to develop and invest in the business.

On 24 March 2023, the Group established the £10m accordion facility to finance its acquisition programme and for general working capital purposes. The revolving credit facility is therefore now £38m. The Group has also exercised the first one-year extension, which means that the facilities are now available until 31 March 2025. The bank loans and overdrafts are secured by way of first legal charges, bonds and promissory notes over certain of the Group's properties.

For the six months ended 30 June 2023

12. BUSINESS COMBINATIONS

On 20 April 2023 the Group completed the acquisition of Beckworth Limited, whose principal activity is that of the operation of a retail garden centre. In calculating the goodwill arising on acquisition, the fair value of net assets acquired have been assessed and adjusted as necessary.

	Book value	Fair value adjustments £000	Fair value £000
	£000		
Fixed assets			
Tangible fixed assets	6,954	1,846	8,800
Current assets			
Stocks	1,506	-	1,506
Debtors	177	-	177
Cash and bank balances	4	-	4
Creditors: amounts falling due within one year	(1,423)	(462)	(1,885)
Provisions for liabilities	(214)	-	(214)
Net assets	7,004	1,384	8,388
Goodwill			4,963
Total purchase consideration (including expenses of £306,757)			13,351

The useful economic life of goodwill has been estimated to be 20 years.

For the six months ended 30 June 2023

12. BUSINESS COMBINATIONS (continued)

On 5 May 2023 the Group completed the acquisition of Fosseway Garden Centre Limited, whose principal activity is that of the operation of retail garden centres. In calculating the goodwill arising on acquisition, the fair value of net assets acquired have been assessed and adjusted as necessary.

	Book value	Fair value adjustments	Fair value
	£000	£000	£000
Fixed assets			
Tangible fixed assets	11,174	420	11,594
Current assets			
Stocks	1,188	-	1,188
Debtors	103	-	103
Cash and bank balances	1,737	-	1,737
Creditors: amounts falling due within one year	(1,429)	-	(1,429)
Provisions for liabilities	(252)	(105)	(357)
Net assets	12,521	315	12,836
Goodwill			930
Total purchase consideration (including expenses of £167,177)		-	13,766

The useful economic life of goodwill has been estimated to be 20 years.

13. POST BALANCE SHEET EVENTS

On 31 July 2023 the Group acquired the trade and net assets of Glendale Horticulture Ltd, which operated five nurseries in the South West of England. The consideration was $\mathfrak{L}1.35m$ for goodwill, fixed assets and stock.



Blue Diamond Limited PO Box 350, St Peter Port, Guernsey GY1 3XA