# SECURITIES AND EXCHANGE COMMISSION 

 Washington, D.C. 20549AMENDMENT NO. 1 TO FORM 8-K CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported)
July 1, 1998
THE HAIN FOOD GROUP, INC.
(Exact name of registrant as specified in its charter)

| Delaware | 0-22818 | 22-3240619 |
| :---: | :---: | :---: |
| (State or other jurisdiction | (Commission | (I.R.S. Employer |
| of incorporation) | File Number) | Identification No.) |

50 Charles Lindbergh Boulevard
Uniondale, New York
11553
(Address of principal executive offices)

Item 7. Financial Statements and Exhibits.
The Hain Food Group, Inc. (the "Company") hereby amends its Current Report on Form 8-K dated July 1, 1998 (filed with the Securities and Exchange Commission on July 14, 1998) to provide the financial statements of businesses acquired and the pro forma financial information omitted from that report pursuant to Item 7 of Form 8-K.
(a) Financial statements of business acquired.
(i) The financial statements of (a) AMI Operating Inc. ("AOI") for each of the years in the three year period ended July 31, 1997, (b) of Dana Alexander Inc. ("Terra") for each of the years in the two year period ended December 31, 1996 and for the period from January 1, 1997 to July 31, 1997 and (c) of Garden of Eatin' ("GOE") for the period from January 1, 1997 through December 23, 1997, (ii) the related reports of independent accountants and (iii) the unaudited financial statements (a) of AOI for the nine months ended April 30, 1998 and April 30, 1997, (b) of Terra for the nine months ended April 30, 1998 and April 30, 1997 and (c) of GOE for the period from December 24, 1997 to March 31, 1998 and the three months ended March 31, 1997 are included in pages F-3 through F-62.
(b) Pro forma financial information.

The unaudited pro forma condensed combined balance sheet of the Company as of March 31, 1998, the unaudited pro forma condensed statements of income for the year ended June 30, 1997 and the nine months ended March 31, 1998 and the unaudited Combined Condensed Balance Sheet of the Acquired Companies and the unaudited Historical Combining Statements of Income of the Acquired Companies for the fiscal year ended July 31, 1997 are included in pages F-63 through F-70.
(c) Exhibits.
(2.1) Agreement and Plan of Merger by and between The Hain Food Group, Inc. and Arrowhead Mills, Inc. dated April 24, 1998. (Incorporated by reference to Annex A to the Company's Registration Statement on Forms S-4/S-3, File No. 333-56319).
(2.2) Agreement and Plan of Merger by and between The Hain Food Group, Inc. and Garden of Eatin', Inc. dated April 24, 1998. (Incorporated by reference to Annex B to the Company's Registration Statement on Forms S-4/S-3, File No. 333-56319).
(2.3) First Amendment to Agreement and Plan of Merger by and between The Hain Food Group, Inc. and Arrowhead Mills, Inc. dated June 25, 1998. (Incorporated by reference to Exhibit 2.6 to the Company's Registration Statement on Forms S-4/S-3, File No. 333-56319).
(2.4) First Amendment to Agreement and Plan of Merger by and between The Hain Food Group, Inc. and Garden of Eatin', Inc. dated June 25, 1998 (Incorporated by reference to Exhibit 2.5 to the Company's Registration Statement on Forms S-4/S-3, File No. 333-56319).
(2.5) Voting Agreement and Irrevocable Proxy between The Hain Food Group, Inc. and Alexander Dzieduszycki, The George Dana Sinkler, Jr. Revocable Living Trust and TSG2 L.P. dated April 24, 1998 (Incorporated by reference to Exhibit 2.3 to the Company's Registration Statement on Forms S-4/S-3, File No. 333-56319).
(2.6) Voting Agreement and Irrevocable Proxy between The Hain Food Group, Inc. and TSG2 L.P. and Al H. Jacobson dated April 24, 1998 (Incorporated by reference to Exhibit 2.4 to the Company's Registration Statement on Forms S-4/S-3, File No. 333-56319).
(23.1) Consent of McGinty \& Associates, Independent Auditors.
(23.2) Consent of Katz \& Bloom, LLC, Independent Auditors.
(23.3) Consent of McGladrey \& Pullen, LLP, Independent Auditors.
*(99.1) Press release of the Company dated July 1, 1998.
*Previously filed.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized

THE HAIN FOOD GROUP, INC.
Dated: July 23, 1998
By: /s/ Jack Kaufman
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Chief Financial Officer

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CONSOLIDATED FINANCIAL STATEMENTS OF AMI OPERATING, INC. FOR THE FISCAL YEAR ENDED
JULY 31, 1997 (AUDITED) AND THE NINE MONTHS ENDED APRIL 30, 1998 AND 1997
(UNAUDITED)
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AND THE PERIOD FROM DECEMBER 24, 1997 THROUGH MARCH 31, 1998 (UNAUDITED) AND THE THREE MONTHS ENDED MARCH 31, 1997 (UNAUDITED)

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To the Board of Directors
AMI Operating, Inc. and Subsidiaries
Hereford, Texas
We have audited the accompanying consolidated balance sheet of AMI Operating, Inc. and Subsidiaries (collectively, "Arrowhead") as of July 31, 1997, and the related consolidated statements of income, stockholders' equity and cash flows for the year then ended. These financial statements are the responsibility of Arrowhead's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of AMI Operating, Inc. and Subsidiaries as of July 31, 1997 and the results of their operations and their cash flows for the year then ended in conformity with generally accepted accounting principles.

McGladrey \& Pullen, LLP
Anaheim, California
May 27, 1998

JULY 31, 1997
-----------

APRIL 30,
1998
(UNAUDITED)

## ASSETS (Note 5)



## LIABILITIES AND STOCKHOLDERS' EQUITY

## Current Liabilities

Checks in excess of bank balance
Note payable (Note 5)
Current maturities of long-term debt (Note 6)
Accounts payable
Accrued expenses
Income taxes payable
Total current liabilities
Long-Term Debt, less current maturities, 1998 amount payable to stockholder (Note 6).

Deferred Taxes (Note 8)
Commitments and Contingencies (Notes 3, 7 and 9)
Stockholders' Equity (Note 10)
Preferred stock, par value $\$ .01$ per share; authorized 2,000,000 shares; issued and outstanding none.
Common stock, par value $\$ 1.00$ per share; authorized $10,000,000$ shares; issued and outstanding 1,000 shares
Additional paid-in capital
Retained earnings
\$

| 2,245,000 |  |
| :---: | :---: |
|  | 223,000 |
| 4,759,000 |  |
| 98,000290,000 |  |
|  |  |
| 7,615,000 |  |
|  | 3,855,000 |
| $865,000$ <br> 44,000 |  |
|  |  |
| \$ | 12,379,000 |

258,000
2,000,000
418, 000
1,186,000 510, 000
450, 000
4, 822, 000
1,399,000
415, 000
\$
69,000
2,026,000 12, 000
4,187,000 203,000 290, 000

6,787,000
3,731,000
746,000
44,000
\$ 11, 308, 000
\$
--
--

1, 334, 000
727,000
175, 000
2,236,000
3, 018, 000
415, 000

1, 000
2,376,000
3,366, 000

5, 743,000
\$ 12, 379,000
\$ 11, 308, 000

See Notes to Consolidated Financial Statements.


See Notes to Consolidated Financial Statements

AMI OPERATING, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF STOCKHOLDERS' EQUITY

|  | COMMON STOCK |  | $\begin{aligned} & \text { ADDITIONAL } \\ & \text { PAID-IN } \\ & \text { CAPITAL } \end{aligned}$ |  | RETAINED EARNINGS |  | TOTAL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance, July 31, 1996. | \$ | 1,000 | \$ | 2,094,000 | \$ | 2,576,000 | \$ | 4,671, 000 |
| Shares of parent company common stock issued as payment of accounts payable. |  | - - |  | 105,000 |  | 2,576,000 |  | 105,000 |
| Shares of parent company common stock for services. |  | -- |  | 177,000 |  | -- |  | 177,000 |
| Net income.... |  | -- |  | -- |  | 790,000 |  | 790,000 |
| Balance, July 31, 1997. |  | 1,000 |  | 2,376,000 |  | 3,366,000 |  | 5,743,000 |
| Dividends on common stock \$1,134/share (unaudited) |  | -- |  | -- |  | $(1,134,000)$ |  | $(1,134,000)$ |
| Net income (unaudited) |  | -- |  | -- |  | 1,030,000 |  | 1,030,000 |
| Balance, April 30, 1998 (unaudited) | \$ | 1,000 | \$ | 2,376,000 | \$ | 3,262,000 | \$ | 5,639.000 |

See Notes to Consolidated Financial Statements.

|  | $\begin{gathered} \text { JULY 31, } \\ 1997 \end{gathered}$ | NINE MONTHS ENDED APRIL 30, 1997 | NINE MONTHS ENDED APRIL 30, 1998 |
| :---: | :---: | :---: | :---: |
|  |  | (UNAUDITED) | (UNAUDITED) |
| Cash Flows from Operating Activities |  |  |  |
| Cash received from customers | \$24, 916, 000 | \$ 18,436,000 | \$ 21,631,000 |
| Income tax refunds received. | 50,000 | 23,000 |  |
| Cash paid to suppliers and employees | (23,590, 000) | $(17,469,000)$ | $(17,730,000)$ |
| Interest paid...................... | (410,000) | $(299,000)$ | $(196,000)$ |
| Income taxes paid | $(103,000)$ |  | $(1,021,000)$ |
| Net cash provided by operating activities. | 863,000 | 691,000 | 2,684,000 |
| Cash Flows from Investing Activities |  |  |  |
| Proceeds from sale of equipment. | 35,000 | 7,000 | -- |
| Purchase of property, plant and equipment | $(566,000)$ | $(386,000)$ | $(295,000)$ |
| Capitalized package design costs......... | $(163,000)$ | (140, 000) | $(128,000)$ |
| Net cash (used in) investing activities. | $(694,000)$ | $(519,000)$ | $(423,000)$ |
| Cash Flows from Financing Activities |  |  |  |
| Decrease in checks in excess of bank balance | $(167,000)$ | $(386,000)$ | $(258,000)$ |
| Net payments on revolving credit agreement. | $(306,000)$ | (300, 000) | ( $2,000,000$ ) |
| Proceeds from long-term borrowings. | 1,229,000 | 800,000 | 3,232,000 |
| Principal payments on long-term borrowings. | $(950,000)$ | (311, 000) | $(2,032,000)$ |
| Cash dividends paid......................... | - - | - - | $(1,134,000)$ |
| Net cash (used in) financing activities | $(194,000)$ | $(197,000)$ | $(2,192,000)$ |
| Net increase (decrease) in cash. | $(25,000)$ | $(25,000)$ | 69,000 |
| Cash |  |  |  |
| Beginning of period. | 25,000 | 25,000 | -- |
| End of period. | \$ | \$ | \$ 69,000 |
| Reconciliation of Net Income to Net Cash |  |  |  |
| Provided by Operating Activities |  |  |  |
| Net income... | \$ 790,000 | \$ 860,000 | \$ 1,030,000 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |
| Depreciation. | 531,000 | 386,000 | 419,000 |
| Amortization. | 273,000 | 201, 000 | 247,000 |
| Gain on sale of equipment | $(27,000)$ | $(2,000)$ | - |
| Bad debts. | 58,000 | 42,000 | 59,000 |
| Common stock issued for services | 177,000 | , | , |
| Deferred taxes. | $(72,000)$ | $(38,000)$ | -- |
| Change in assets and liabilities: (Increase) decrease in: |  |  |  |
| Receivables.............. . . . . | $(1,199,000)$ | $(1,252,000)$ | 371,000 |
| Inventories. | $(128,000)$ | 10,000 | 572,000 |
| Prepaid expenses............................................... | (11,000) | $(93,000)$ | $(106,000)$ |
| Increase (decrease) in: |  |  |  |
| Accounts payable and accrued expenses | (89, 000) | $(60,000)$ | $367,000$ |
| Income taxes payable......................................... | 560, 000 | 637,000 | $(275,000)$ |
| Net cash provided by operating activities. | \$ 863,000 | \$ 691,000 | \$ 2,684,000 |
| Supplemental Schedule of Noncash Investing and Financing Activities |  |  |  |
| Parent company common stock issued as payment for accounts payable | \$ 105,000 | \$ | \$ |
| Offset of note receivable against related note payable.. | \$ 168,000 | \$ 168,000 | \$ |

See Notes to Consolidated Financial Statements.

AMI OPERATING, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

INFORMATION RELATING TO THE INTERIM PERIODS APRIL 30, 1998 AND 1997 IS UNAUDITED

NOTE 1. NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES
NATURE OF BUSINESS:
AMI Operating, Inc. ("Arrowhead"), formally known as Arrowhead Mills, Inc., manufactures and distributes organic foods and pastas throughout the United States on credit terms that Arrowhead establishes for individual customers. The Arrowhead's customers are primarily wholesale distributors. Arrowhead's customers take certain unauthorized credits upon payment. Arrowhead rebills the customer for the amount of the credit. The allowance for doubtful accounts at July 31, 1997 includes a specific allowance for these items of approximately \$187,000. At July 31, 1997, these receivables totaled approximately \$280,000. Arrowhead operates under compliance with specific sections of the Food, Drug and Cosmetic Act of 1938 and the Good Manufacturing Practices Act of 1967 and subsequent revisions.

On November 17, 1997, Arrowhead's stockholders exchanged all of their stock in Arrowhead with a newly formed holding company which is using the name Arrowhead Mills, Inc. All stock and earnings per share information is presented as if this transaction occurred at the beginning of the earliest period presented.

UNAUDITED INTERIM FINANCIAL INFORMATION:
The unaudited interim financial information presented herein as of April 30, 1998 and for the periods ended April 30, 1997 and 1998 reflects all adjustments which are, in the opinion of management, necessary for a fair presentation for the periods presented. Such adjustments are of a normal recurring nature. The financial information is not intended to be a complete presentation in accordance with generally accepted accounting principles. Interim financial results are not necessarily indicative of the results Arrowhead will incur during its fiscal year.

A SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES IS AS FOLLOWS:
USE OF ESTIMATES:
The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

PRINCIPLES OF CONSOLIDATION:
The consolidated financial statements include accounts of AMI Operating, Inc. and its wholly-owned subsidiaries, DNF Acquisition Company, Deboles Nutritional Foods, Inc. and Deaf Smith Farms, Inc., collectively referred to as Arrowhead. All significant intercompany balances have been eliminated in consolidation.

CASH CONCENTRATION:
At July 31, 1997, Arrowhead had approximately $\$ 292,000$ on deposit in a single financial institution. Deposits in excess of $\$ 100,000$ are not insured by the FDIC.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) 

## INFORMATION RELATING TO THE INTERIM PERIODS APRIL 30, 1998 AND 1997 IS UNAUDITED

NOTE 1. NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED) INVENTORIES:

Inventories are stated at the lower of cost (first-in, first-out method) or market.

PROPERTY, PLANT AND EQUIPMENT:
Property, plant and equipment are recorded at cost. Depreciation is provided using the straight-line method over the estimated useful lives as follows:


PACKAGE DESIGN COSTS:

Arrowhead capitalizes costs incurred for the design of its packaging. These costs are amortized over the estimated life of the packaging of five years.

LONG-LIVED ASSETS:

Arrowhead evaluates long-lived assets for impairment under Financial Accounting Standards Board (FASB) Statement No. 121, "ACCOUNTING FOR THE IMPAIRMENT OF LONG-LIVED ASSETS TO BE DISPOSED OF". Under those rules, long-term and intangible assets are evaluated for possible impairment when events or circumstances indicate the carrying amount of those assets may not be recoverable. Recoverability is assessed based on the gross undiscounted estimated future cash flows before interest charges. If an impairment is indicated, the amount would be determined by comparing the estimated fair value to the carrying value of the asset being evaluated. In the absence of quoted market prices, fair value is estimated by using the projected cash flows discounted at a rate commensurate with the risks involved.

## ADVERTISING:

Arrowhead expenses the production costs of advertising the first time the advertising takes place. Advertising expense was approximately \$150,000 during the year ended July 31, 1997. There is no prepaid advertising as of July 31, 1997.

INCOME TAXES:

Deferred income taxes are provided on a liability method whereby deferred tax assets are recognized for deductible temporary differences and operating loss and tax credit carryforwards and deferred tax liabilities are recognized for temporary differences. Temporary differences are the differences between the reported amounts of assets and liabilities and their tax bases. Deferred tax assets are reduced by a valuation allowance when, in the opinion of management, it is more likely than not that some portion or all of the deferred tax assets will not be realized. Deferred tax assets and liabilities are adjusted for the effects of changes in tax laws and rates on the date of enactment.

AMI OPERATING, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)
INFORMATION RELATING TO THE INTERIM PERIODS FEBRUARY 28, 1998 AND 1997 IS UNAUDITED

NOTE 1. NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED) EARNINGS PER SHARE:

Earnings per share are computed for all periods presented in accordance with FASB Statement No. 128, "Earnings Per Share," using the weighted average number of common shares outstanding during the respective periods.

FAIR VALUE OF FINANCIAL INSTRUMENTS:
In 1997, Arrowhead adopted FASB Statement No. 107, "DISCLOSURES ABOUT FAIR VALUES OF FINANCIAL INSTRUMENTS". The following methods and assumptions were used to estimate the fair value of each class of financial instruments:

CASH AND CASH EQUIVALENTS: The carrying amount approximates fair value because of the short maturity of those instruments.

NOTES PAYABLE AND LONG-TERM DEBT: The carrying amount approximates fair value because the interest rate fluctuates with the lending banks' prime rate.

## NOTE 2. MAJOR CUSTOMERS

Arrowhead had net sales to two customers in fiscal year 1997 that individually accounted for more than $10 \%$ of Arrowhead's net sales. Net sales to these customers were approximately $\$ 2,801,000$ and $\$ 2,659,000$ and net trade receivables from these customers were $\$ 167,820$ and $\$ 265,000$, respectively. For the nine months ended April 30, 1998 net sales to these customers were $\$ 2,340,000$ and $\$ 2,447,000$ and as of April 30, 1998 trade receivables were \$157,000 and \$297,000 respectively.

NOTE 3. INVENTORIES AND COMMITMENTS

|  | $\begin{gathered} \text { JULY 31, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { APRIL 30, } \\ 1998 \\ \text { (UNAUDITED) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: |
| Raw materials | \$2,419, 000 | \$ | 2,072,000 |
| Finished goods | 904, 000 |  | 996, 000 |
| Resale products. | 659,000 |  | 567, 000 |
| Packaging. | 777,000 |  | 552, 000 |
|  | \$4,759, 000 | \$ | 4, 187, 000 |

Arrowhead had fixed price commitments as of July 31, 1997 to purchase approximately $\$ 850,000$ of grains and other commodities through May 1998, to be used in production. Arrowhead has not purchased any futures or option contracts.

AMI OPERATING, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)
INFORMATION RELATING TO THE INTERIM PERIODS APRIL 30, 1998 AND 1997 IS UNAUDITED

NOTE 4. PROPERTY, PLANT AND EQUIPMENT

| Land | \$ 117,000 |
| :---: | :---: |
| Buildings and improvements | 2,557,000 |
| Machinery and equipment | 4,597,000 |
| Office furniture. | 85,000 |
| Vehicles. | 579,000 |
| Construction in progress | 37,000 |
|  | 7,972,000 |
| Less accumulated depreciation. | 4,117,000 |
|  | \$3, 855, 000 |
|  | --- |

## NOTE 5. NOTE PAYABLE

At July 31, 1997, Arrowhead had a $\$ 2,000,000$ revolving line of credit with a bank. The line was collateralized by substantially all of the assets of Arrowhead. The agreement bore interest at prime rate (8.5\% at July 31, 1997) plus 1\% and matured in February 1998. The agreement was personally guaranteed by a stockholder/officer of Arrowhead and contained nonfinancial covenants. Total borrowings on the revolving line of credit were $\$ 2,000,000$ as of July 31, 1997.

NOTE 6. LONG-TERM DEBT
Long-term debt at July 31, 1997 consists of the following:


The aggregate amount of long-term debt maturing in future years are as follows: 1998 \$418,000; $1999 \$ 453,000 ; 2000 \$ 494,000 ; 2001 \$ 363,000 ;$ and 2002 \$89, 000 .

AMI OPERATING, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)
INFORMATION RELATING TO THE INTERIM PERIODS APRIL 30, 1998 AND 1997 IS UNAUDITED

NOTE 6. LONG-TERM DEBT (CONTINUED)
UNAUDITED INTERIM INFORMATION:
On November 17, 1997, Arrowhead's parent borrowed $\$ 21,000,000$ and repaid all of Arrowhead's notes payable and long-term debt totaling $\$ 3,232,000$. Arrowhead has recorded a payable to its parent as long-term debt.

## NOTE 7. EMPLOYEE BENEFIT PLAN

Arrowhead has a qualified $401(k)$ employee benefit plan for substantially all employees who have met the minimum age and service requirements. Each participant is able to defer a maximum of $15 \%$ of their annual compensation or \$10,000, whichever is less, subject to any restrictions imposed by ERISA requirements. Arrowhead contributes an amount equal to $50 \%$ of each employee's contribution up to the first $5 \%$ of the employee's weekly compensation. Additionally, Arrowhead may make discretionary contributions. During fiscal year 1997, Arrowhead did not make any discretionary contributions. Arrowhead's total matching contributions to the Plan for fiscal year 1997 were approximately \$33, 000 .

## NOTE 8. INCOME TAXES

The provision for income taxes consist of the following:

| Current. | $\begin{array}{r} \$ 642,000 \\ \\ (72,000) \end{array}$ |
| :---: | :---: |
|  | \$ 570,000 |

A reconciliation of income tax expense to the amount computed by applying statutory income tax rates to earnings before income taxes:

| Federal income tax. | \$ 476,000 |
| :---: | :---: |
| State income tax, net of federal benefit. | 82,000 |
| Nondeductible expenses. | 9,000 |
| Other | 3,000 |
|  | \$ 570,000 |

Significant components of Arrowhead's deferred tax assets and liabilities as of July 31, 1997 are as follows:

| Deferred Tax Assets |  |
| :---: | :---: |
| Allowance for doubtful accounts. | \$ 102,000 |
| Compensation. | 150,000 |
| Inventory. | 38,000 |
| Total deferred tax assets. | 290,000 |
| Deferred Tax Liabilities property, plant and equipment. | $(415,000)$ |
|  | \$(125, 000) |

AMI OPERATING, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)
INFORMATION RELATING TO THE INTERIM PERIODS APRIL 30, 1998 AND 1997 IS UNAUDITED

NOTE 8. INCOME TAXES (CONTINUED)
The components giving rise to the net deferred tax assets (liabilities) described above, have been included in the accompanying consolidated balance sheet as of July 31, 1997 as follows:

| Current assets | \$ 290,000 |
| :---: | :---: |
| Noncurrent (liabilities) | (415, 000 ) |
|  | -------- |
|  | ---- |

NOTE 9. CONTINGENCIES
Arrowhead is self-insured for certain workers compensation and medical claims. Arrowhead is insured for claims over $\$ 20,000$ per employee per year up to $\$ 1,000,000$ aggregate per employee and \$3,000,000 aggregate for Arrowhead.

Arrowhead is in the process of discovery relating to an employee lawsuit. No dollar damages have been claimed. Management believes the outcome of this suit will not have a material effect on the financial statements.

NOTE 10. SUBSEQUENT EVENT (UNAUDITED)
On April 24, 1998, Arrowhead's parent, Arrowhead Mills, Inc. ("AMI"), signed an agreement and plan of merger whereby AMI agreed to exchange 100\% of AMI's common stock for a combination of cash and common stock of the Hain Food Group, Inc., a public company. This transaction closed on July 1, 1998. These financial statements do not include any adjustments which may be required as a result of this transaction.

To the Shareholders and Board of Directors
AMI Operating, Inc. and Subsidiaries
Hereford, Texas 79045
We have audited the accompanying consolidated balance sheet of AMI Operating, Inc. and Subsidiaries (collectively, "Arrowhead") as of July 31, 1996, and the related consolidated statements of operations, stockholders' equity, and cash flows for the years ended July 31, 1996 and 1995. These consolidated financial statements are the responsibility of Arrowhead's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall consolidated financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of AMI Operating, Inc. and Subsidiaries at July 31, 1996, and the results of their operations and cash flows for the years ended July 31, 1996 and 1995, in conformity with generally accepted accounting principles.

McGinty \& Associates, P.C.
October 4, 1996
Except for Note 10, as to which the date is June 1, 1998

## AMI OPERATING, INC. AND SUBSIDIARIES

## CONSOLIDATED BALANCE SHEET

## JULY 31, 1996



[^0]AMI OPERATING, INC. AND SUBSIDIARIES

## CONSOLIDATED BALANCE SHEET

## JULY 31, 1996

| Current liabilities: |  |
| :---: | :---: |
| Notes payable--Note 3. | \$2,430, 001 |
| Current maturities of long-term debt | 871, 968 |
| Trade accounts payable. | 1,185,134 |
| Bank overdraft. | 425,183 |
| Other payables and accrued expenses | 677,098 |
| Income taxes payable. | 28,635 |
|  | 5,618,019 |
| Long-term liabilities: |  |
| Long-term debt, net of current maturities--Note 5. | 710,003 |
| Deferred income taxes | 210,829 |
| Other | 27,000 |
|  | 947,832 |
|  | 6,565,851 |
| Stockholders' equity: |  |
| Common stock, par value $\$ 1.00$ per share; authorized 10,000,000 and outstanding 1,000 shares. | 1,000 |
| Additional paid-in capital.......... | 2,094,304 |
| Retained earnings. | 2,576,374 |
|  | 4,671,678 |
|  | \$11, 237, 529 |

[^1]AMI OPERATING, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF OPERATIONS
YEARS ENDED JULY 31, 1996 AND 1995


AMI OPERATING, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY
YEARS ENDED JULY 31, 1996 AND 1995

|  | COMMON STOCK |  | $\begin{aligned} & \text { ADDITIONAL } \\ & \text { PAID-IN } \\ & \text { CAPITAL } \end{aligned}$ |  | RETAINED EARNINGS |  | TOTAL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance, July 31, 1994. | \$ | 1,000 | \$ | 2,005,774 | \$ | 5,618,817 | \$ | 7,625,591 |
| Net loss, 1995 |  | -- |  | -- |  | $(2,844,400)$ |  | $(2,844,400)$ |
| Balance, July 31, 1995. |  | 1,000 |  | 2,005,774 |  | 2,774,417 |  | 4,781,191 |
| Issuable 2,951 shares of parent company common stock for services. |  | - - |  | 88,530 |  | - - |  | 88,530 |
| Net loss, 1996 |  | -- |  | -- |  | $(198,043)$ |  | $(198,043)$ |
| Balance July 31, 1996. | \$ | 1,000 | \$ | 2,094,304 | \$ | 2,576,374 | \$ | 4,671,678 |

See Accompanying "Notes to Consolidated Financial Statements"

|  | 1996 |  | 1995 |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities: |  |  |  |  |
| Cash received from customers | \$ | 25,075,654 | \$ | 22,416,995 |
| Interest received. |  | 3,478 |  | 6,790 |
| Income tax refunds received. |  | 103,865 |  | -- |
| Cash paid to suppliers and employees. |  | $(23,939,858)$ |  | $(20,994,457)$ |
| Interest paid. |  | $(360,618)$ |  | $(283,682)$ |
| Income taxes paid. |  | $(542,090)$ |  | $(317,657)$ |
| Cash provided by operations. |  | 340,431 |  | 827,989 |
| Cash flows from investing activities: |  |  |  |  |
| Proceeds from sale of property. |  | 870,764 |  | -- |
| Repayment of advances to officer. |  | -- |  | 29,955 |
| Purchase of land................ |  | $(2,950)$ |  | $(12,500)$ |
| Payments for buildings and improvements. |  | $(49,269)$ |  | $(26,080)$ |
| Payments to related party for buildings and improvements |  | $(802,264)$ |  | -- |
| Purchase of equipment.............................. |  | $(626,252)$ |  | $(591,732)$ |
| Payments for trademarks. |  |  |  | $(2,938)$ |
| Payments for package design costs. |  | $(592,265)$ |  | $(246,466)$ |
| Cash (used for) investing activities. |  | $(1,202,236)$ |  | $(849,761)$ |
| Cash flows from financing activities: |  |  |  |  |
| Proceeds from borrowings. |  | 3,300, 000 |  | 400, 000 |
| Proceeds from sale of stock. |  | 107,886 |  | -- |
| Repayment of borrowings. |  | $(2,718,757)$ |  | $(454,476)$ |
| Dividends Paid.......... |  | -- |  | $(244,104)$ |
| Cash provided by (used for) financing activities. |  | 689,129 |  | $(298,580)$ |
| Net decrease in cash.. |  | $(172,676)$ |  | $(320,352)$ |
| Cash, beginning of year |  | 197,949 |  | 518, 301 |
| Cash, end of year. | \$ | 25,273 | \$ | 197,949 |

See Accompanying "Notes to Consolidated Financial Statements"

```
JULY 31, 1996 AND 1995
```

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:
NATURE OF BUSINESS:
AMI Operating, Inc. ("Arrowhead") formerly known as Arrowhead Mills, Inc., manufactures and distributes organic foods and pastas primarily throughout the United States on credit terms that Arrowhead establishes for individual customers. Arrowhead's customers are primarily wholesale distributors. Arrowhead operates under compliance with specific sections of the Food, Drug and Cosmetic Act of 1938 and the Good Manufacturing Practices Act of 1967 and subsequent revisions.

On November 17, 1997, Arrowhead's stockholders exchanged all of their stock in Arrowhead with a newly formed holding company which is using the name Arrowhead Mills, Inc. All stock and earnings per share information is presented as if this transaction occurred at the beginning of the earliest period presented.

## PRINCIPLES OF CONSOLIDATION:

The accompanying consolidated financial statements include the accounts of Arrowhead and all of its wholly-owned subsidiaries. All significant intercompany transactions and balances have been eliminated in consolidation.

## ALLOWANCE FOR DOUBTFUL ACCOUNTS:

The allowance for doubtful accounts is based on a historical ratio of net account charge-offs to trade accounts receivable outstanding at year end, supplemented by additional allowances based on management's evaluation of open account balances and cash discounts offered at the end of the period.

## INVENTORIES:

Inventories are stated at the lower of cost, determined by the first-in, first-out method (FIFO), or market. Obsolete, slow-moving and damaged merchandise is valued at estimated net realizable value.

## PROPERTY, PLANT AND EQUIPMENT:

Property, plant and equipment are stated at cost. Property additions and improvements are charged to the property accounts while maintenance and repairs, which do not materially improve or prolong assets lives, are charged against earnings. Related costs and accumulated depreciation are removed from their respective accounts upon disposal of properties, and any gain or loss on disposition is credited or charged to earnings.

Arrowhead uses the straight-line methods of depreciation. Estimated useful lives for buildings range from 15 to 40 years, and estimated useful lives for machinery and equipment range from 5 to 20 years.

Contract construction costs are accumulated during periods of construction. These expenditures are depreciated over the estimated useful lives of the assets when the assets are placed in service.

AMI OPERATING, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

```
JULY 31, 1996 AND 1995
```

NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (CONTINUED) DEFERRED INCOME TAXES:

Deferred income taxes are provided on timing differences between financial statement and income tax reporting. A deferred tax asset has also been recognized for the timing differences relating to a non-compete agreement.

## NET INCOME PER SHARE:

Net income per share is computed for all periods presented in accordance with FASB Statement No. 128, "Earnings per Share," based on the weighted average number of shares outstanding during the period.

## OTHER ASSETS:

Intangibles are carried at cost, net of accumulated amortization. Trademarks and organization costs are amortized using the straight-line method over periods of five to forty years. Package design costs are amortized using the straight-line method over periods of five years.

CASH AND CASH EQUIVALENTS:
For purposes of the statement of cash flows, Arrowhead considers all highly liquid debt instruments purchased with an original maturity of three months or less to be cash equivalents.

USE OF ESTIMATES:
The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

## ADVERTISING:

Advertising costs, except for costs associated with direct-response advertising, are charged to operations when the advertising first takes place. The costs of direct-response advertising are capitalized and amortized over the period during which future benefits are expected to be received. The advertising expense for 1996 was $\$ 463,533$ ( $\$ 489,829$ in 1995). There is no prepaid or capitalized direct-response advertising at July 31, 1996

## NOTE 2. INVENTORIES:

The inventories used in determining cost of sales for the years ended July 31, are as follows:
$\qquad$
1996.

4,630,975

AMI OPERATING, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

```
JULY 31, 1996 AND 1995
```

NOTE 2. INVENTORIES: (CONTINUED)
An evaluation reserve of $\$ 152,948$ was charged against inventories at July 31, 1996. This amount results from adjustments to market value relating to bulk grain inventories.

NOTE 3. NOTES PAYABLE:
Notes payable at July 31,1996 consist of the following:

Revolving notes payable to bank, with a maximum credit limit of \$2,500,000, \$500, 000 due August 1996 with the balance due January 1997 plus interest payable quarterly at $1 \%$ above the prime rate which was $9.25 \%$ on July 31, 1996,(9.75\% in 1995) secured by accounts receivable and inventory.
\$2, 300, 001
7.0\% demand note payable to stockholder, partially secured.....

30, 000
Note payable to TSG2 L.P., Arrowhead's controlling stockholder, due on demand with interest due monthly at $1.0 \%$ above the prime rate which was $9.25 \%$ on July 31,1996 , unsecured.
\$2,430, 001
----------- -

The provisions of the revolving note payable places restrictions on stock repurchases, fixed asset purchases, indebtedness created and dividends.

NOTE 4. PROFIT SHARING PLAN:
Arrowhead adopted a defined contribution profit sharing plan effective August 1, 1984 which covers substantially all employees. The eligibility requirements under the plan are 21 years of age or one year of service. The annual contribution to the plan is discretionary and determined by the board of directors. A contribution has been accrued in the amount of $\$ 15,000$ for 1996 and $\$ 35,000$ for 1995 .

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JULY 31, 1996 AND 1995
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NOTE 5. LONG-TERM DEBT, NET OF CURRENT MATURITIES:
Long-term debt, net of current maturities at July 31, 1996 consists of the following:

| Note payable to bank, payable in monthly installments of \$20,983, including interest at $1 / 2 \%$ above prime, which was $8.75 \%$ at July 31, 1996, through November 2000, secured by a deed of trust and equipment. | \$ 889,948 |
| :---: | :---: |
| Note payable to former employee, payable in quarterly |  |
| installments of \$4,000 plus interest at 6.8\%, through January |  |
| 1998, unsecured. | 24,000 |
| 13\% notes payable to former subsidiary stockholders, interest |  |
| only payments due quarterly, with principal due April 1997, unsecured | 627,002 |
| 8\% note payable to former subsidiary stockholder, payable in |  |
| bi-weekly installments of \$2,346, including interest, through |  |
| April 1997, unsecured. | 41, 021 |
|  | 1,581,971 |
| Less current maturities. | 871,968 |
|  | \$ 710, 003 |

Following are maturities of long-term debt for each of the next five years and in the aggregate:

|  | YEAR ENDED JULY 31, |  |
| :---: | :---: | :---: |
| 1997 | \$ | 871,968 |
| 1998 |  | 196,337 |
| 1999 |  | 214, 223 |
| 2000. |  | 233,737 |
| 2001 |  | 65,706 |
|  | \$ | 581,971 |
|  |  |  |

NOTE 6. TRANSACTIONS WITH RELATED PARTIES AND CONCENTRATION:
Arrowhead paid $\$ 255,553$ to companies controlled by stockholders or directors for products or services in 1996 ( $\$ 471,815$ in 1995). Arrowhead also incurred $\$ 907,264$ to a company controlled by a stockholder/director for the construction of a new warehouse in 1996. At July 31, 1996, amounts due these companies included in trade accounts payable were $\$ 114,399$.

Arrowhead sells a substantial portion of its products to one unrelated customer. During 1996 sales to that customer aggregated $\$ 6,192,366$ ( $\$ 5,048,210$ in 1995). At July 31, 1996, amounts due from that customer included in trade accounts receivable were $\$ 276,375$.

AMI OPERATING, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)
JULY 31, 1996 AND 1995

## NOTE 7. ALLOWANCE FOR DOUBTFUL ACCOUNTS:

The activity in the allowance for doubtful accounts during the year ended July 31, 1996 is summarized as follows:

| Balance, beginning of yearAdd: Amounts charged to ope | \$ 123,001 |
| :---: | :---: |
|  | 168, 206 |
|  | 291, 207 |
| Less: Charge-offs, net of recoveries: |  |
| Charge-offs. | 48,227 |
| Recoveries. | (88) |
| Net charge-offs | 48,139 |
| Balance, end of year. | \$ 243,068 |

AMI OPERATING, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## JULY 31, 1996 AND 1995

## NOTE 8. INTANGIBLES

Intangibles at July 31, 1996 are as follows:

| Package design costs | \$1,246,884 |
| :---: | :---: |
| Trademarks | 43,718 |
| Organization Costs | 2,000 |
|  | 1,292,602 |
| Less accumulated amortization. | $(316,925)$ |
|  | \$ 975,677 |
|  |  |

Amortization expense for 1996 was $\$ 165,893$ (\$176,007 in 1995).
NOTE 9. SUPPLEMENTAL CASH FLOW INFORMATION:
The following is a reconciliation of net loss to net cash provided by operations:

|  |  | 1996 |  | 1995 |
| :---: | :---: | :---: | :---: | :---: |
| Net loss. | \$ | (198, 043 ) | \$ | $(2,844,400)$ |
| Adjustments to reconcile net loss to net cash provided byoperations: |  |  |  |  |
|  |  |  |  |  |
| Depreciation. |  | 464,836 |  | 436, 208 |
| Amortization. |  | 165,893 |  | 176, 007 |
| Stock issued for services |  | 88,530 |  | -- |
| Provision for losses on accounts receivable |  | 168, 206 |  | 42,590 |
| Write-down of goodwill. |  | -- |  | 3,647, 076 |
| (Gain) Loss on sale of assets |  | $(203,659)$ |  | -- |
| Transfers of vehicles as wages |  | 13,386 |  | 14,003 |
| Changes in assets and liabilities: |  |  |  |  |
| Decrease (increase) in trade accounts receivable. |  | $(115,113)$ |  | $(9,086)$ |
| Decrease (increase) in other receivables |  | (281, 262 ) |  | $(53,168)$ |
| Decrease (increase) in inventories. |  | $(275,905)$ |  | $(1,250,194)$ |
| Decrease (increase) in prepaid expenses |  | 20,476 |  | $(13,696)$ |
| Decrease (increase) in other assets. |  | 31,385 |  | -- |
| Increase (decrease) in trade payables and bank overdraft |  | 651, 257 |  | 288,354 |
| Increase (decrease) in income taxes payable. |  | $(158,829)$ |  | 201, 986 |
| Increase (decrease) in other payables and accrued expenses |  | $(159,258)$ |  | 134, 378 |
| Increase (decrease) in retirement plan and bonuses payable |  | 178, 059 |  | 120,687 |
| Increase (decrease) in deferred taxes payable. |  | $(49,528)$ |  | $(62,756)$ |
| Total adjustments. |  | 538,474 |  | 3,672,389 |
| Net cash provided by operations. | \$ | 340, 431 | \$ | 827,989 |

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) 

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JULY 31, 1996 AND 1995
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NOTE 9. SUPPLEMENTAL CASH FLOW INFORMATION: (CONTINUED)
Cash for the year ended July 31, 1996 and 1995 consisted of checking and petty cash accounts in the amount of $\$ 25,273$ and $\$ 197,949$, respectively.

## NOTE 10. SIGNIFICANT STOCK TRANSACTIONS:

On September 18, 1995 Arrowhead acquired DNF Acquisition Co. in a business combination accounted for in a manner similar to a pooling of interests. DNF Acquisition Co. is the sole stockholder of DeBoles Nutritional Foods, Inc., which manufactures and sells natural pastas. DNF Acquisition Co. became a wholly owned subsidiary of Arrowhead through the exchange of 154,917 shares of Arrowhead's common stock for all of the stock of DNF Acquisition Co. The accompanying financial statements for 1995 have been restated to give effect to the combination. For all periods presented, DNF Acquisition Co. and its wholly owned subsidiary, DeBoles Nutritional Foods, Inc., were under common control with Arrowhead.

On April 24, 1998, Arrowhead's parent Arrowhead Mills, Inc. ("AMI") signed, an agreement and plan of merger whereby AMI agreed to exchange $100 \%$ of AMI's common stock for cash and common stock in The Hain Food Group, Inc., a public company.

NOTE 11. INCOME TAXES:
Income tax expense for the years ended July 31, 1996 and 1995 is comprised of the following:

|  |  | 1996 |  | 1995 |
| :---: | :---: | :---: | :---: | :---: |
| Current provision--federal | \$ | 194,892 | \$ | 428,128 |
| Current provision--state |  | 51,651 |  | 44,428 |
| Deferred provision--federal |  | $(124,524)$ |  | $(62,625)$ |
| Deferred provision-state. |  | -- |  | (132) |
|  | \$ | 122,019 | \$ | 409,799 |

A reconciliation of income tax expense to the amount computed by applying statutory income tax rates to earnings before income taxes for the years ended July 31, 1996 and 1995 is as follows:


# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED) 

JULY 31, 1996 AND 1995
NOTE 11. INCOME TAXES: (CONTINUED)
Significant components of Arrowhead's deferred tax assets and liabilities as of July 31, 1996 are as follows:


The components giving rise to the net deferred liability described above, have been included in the accompanying consolidated balance sheet as of July 31, 1996 as follows:

| Current assets............................................................ \$ 13, 947 |  |
| :---: | :---: |
| Noncurrent liabilities | $(210,829)$ |
|  | \$ 196,882$)$ |

NOTE 12. GOODWILL WRITE-DOWN:
During the year ended July 31, 1995, management determined that due to a significant decline in sales, the value originally assigned to goodwill relating to a previous acquisition was permanently impaired. This decline resulted mainly from reduced orders from one of Arrowhead's former major customers. Arrowhead believes that the significantly reduced orders from this former customer, as well as increased competition in the market place, has caused this impairment. Accordingly, Arrowhead has charged selling, administrative and general expenses for $\$ 3,647,076$ for goodwill write-down.

NOTE 13. SUBSIDIARY YEAR END:
The accompanying consolidated financial statements include the accounts of AMI Operating, Inc. and its subsidiaries at July 31, 1996 and for the year then ended. For the year ended July 31, 1995 the subsidiaries' results from operations and cash flows include the period January 1, 1995 through September 17, 1995, which represents the acquisition date as described in Note 10. Intercompany transactions and balances have been eliminated in consolidation.

To the Board of Directors
Dana Alexander, Inc.
Brooklyn, New York
We have audited the accompanying balance sheet of Dana Alexander, Inc. ("Terra") as of July 31, 1997, and the related consolidated statements of income, stockholders' equity and cash flows for the seven month period from January 1, 1997 through July 31, 1997. These financial statements are the responsibility of Terra's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Dana Alexander, Inc. as of July 31, 1997 and the results of its operations and its cash flows for the seven months then ended in conformity with generally accepted accounting principles.

McGladrey \& Pullen, LLP
Anaheim, California
May 22, 1998



See Notes to Financial Statements.

|  | COMMON STOCK |  |  | DITIONAL <br> PAID-IN <br> CAPITAL <br> NOTE 8) | EXCESS OF CONSIDERATION PAID OVER CONSIDERATION CONTRIBUTED |  | RETAINED EARNINGS (NOTE 8) |  | TOTAL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Pre Acquisition |  |  |  |  |  |  |  |  |  |  |
| Balance, December 31, 1996. | \$ | 1,000 | \$ | 209,000 | \$ | -- | \$ | $\text { 970, } 000$ | \$ | 1,180,000 |
| Net income. |  |  |  | -- |  | -- |  | $522,000$ |  | 522,000 |
| Balance, July 31, 1997.. |  | 1,000 |  | 209, 000 |  | -- |  | 1,492,000 |  | 1,702,000 |
| Net income (unaudited) |  |  |  | -- |  | -- |  | 42,000 |  | 42,000 |
| Balance, November 171997 (unaudited) |  | 1,000 |  | 209,000 |  | -- |  | 1,534,000 |  | 1,744,000 |
| Post Acquisition |  |  |  |  |  |  |  |  |  |  |
| Eliminate capital accounts upon acquisition of Terra (unaudited).. |  |  |  | (210, 000) |  | -- |  | $(1,534,000)$ |  | $(1,744,000)$ |
| Paid-in capital recorded upon acquisition of Terra (unaudited). |  |  |  | 6,580,000 |  | -- |  | - - |  | 6,580,000 |
| Contribution of capital (unaudited) |  |  |  | 323,000 |  | -- |  | -- |  | 323,000 |
| Consideration paid (unaudited). |  |  |  | (2,080, 000) |  | $(8,855,000)$ |  | -- |  | (10, 935, 000) |
| Net income (unaudited). |  |  |  | -- |  | -- |  | 167,000 |  | 167,000 |
| Balance, April 30, 1998 (unaudited)... | \$ | 1,000 | \$ | 4,822,000 |  | $(8,855,000)$ | \$ | 167,000 | \$ | $(3,865,000)$ |

See Notes to Financial Statements.


See Notes to Financial Statements.

DANA ALEXANDER INC.
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION

| July 31, 1997 | April 30, 1998 |
| :---: | :---: |
|  | (unaudited) |



SUPPLEMENTAL DISCLOSURE OF NON CASH FINANCING ACTIVITIES

During the nine month period ended April 30, 1998, Terra's parent company made a \$123,000 payment on Terra's long-term debt.

NATURE OF BUSINESS:
Terra, a wholly-owned subsidiary of Arrowhead Mills, Inc. ("AMI"), manufactures and distributes specialty potato chips and other vegetable chips to gourmet food shops, wholesale clubs and other distributors throughout the United States on credit terms that Terra establishes for individual customers. Terra operates under compliance with specific sections of the Food, Drug and Cosmetic Act of 1938 and the Good Manufacturing Practices Act of 1967 and subsequent revisions. Terra changed its accounting year end to July 31 to be consistent with its parent company. The July 31, 1997 period is seven months.

## UNAUDITED INTERIM FINANCIAL INFORMATION:

The unaudited interim financial information presented herein as of April 30, 1998 and for the periods ended April 30, 1998, April 30, 1997 and November 17, 1997 reflects all adjustments which are, in the opinion of management, necessary for a fair presentation for the periods presented. Such adjustments are of a normal recurring nature. The financial information is not intended to be a complete presentation in accordance with generally accepted accounting principles. Interim financial results are not necessarily indicative of the results Terra will incur during its fiscal year.

## BASIS OF PRESENTATION:

AMI acquired 100\% of Terra on November 17, 1997. Accordingly, the excess purchase price over book value is recorded on Terra financial statements as of the acquisition date. The accompanying statements of income, stockholders' equity and cash flows for the periods captioned as "Pre Acquisition" represent when Terra was not owned by AMI, while the period captioned as "Post Acquisition" represents Terra after it was acquired by AMI.

A SUMMARY OF TERRA'S SIGNIFICANT ACCOUNTING POLICIES IS AS FOLLOWS:

USE OF ESTIMATES:
The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

## CASH CONCENTRATION:

At July 31, 1997, Terra had approximately $\$ 394,000$ on deposit in a single financial institution. Deposits in excess of $\$ 100,000$ are not insured by the FDIC.

INVENTORIES:
Inventories are stated at the lower of cost (first-in, first-out method) or market.

## NOTES TO FINANCIAL STATEMENTS (CONTINUED)

(INFORMATION RELATING TO THE INTERIM ARE UNAUDITED)
NOTE 1. NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED) EQUIPMENT AND LEASEHOLD IMPROVEMENTS:

Equipment and leasehold improvements are recorded at cost. Depreciation is provided using the straight-line method over the estimated useful lives as follows.


## PACKAGE DESIGN COSTS:

Terra capitalizes costs incurred for the design of its packaging. These costs are amortized over the estimated life of the packaging not to exceed five years.

## INTANGIBLE ASSETS:

Intangible assets consist primarily of goodwill which is amortized over forty years using the straight line method.

DEBT ISSUE COST:
Debt issue costs are the portion of costs incurred by the parent company relating to the debt recorded in Terra's financial statements. These costs are amortized over the life of the debt agreement using a method that approximates the interest method.

## LONG-LIVED ASSETS:

On January 1, 1996, Terra adopted Financial Accounting Standards Board (FASB) Statement No. 121. "ACCOUNTING FOR THE IMPAIRMENT OF LONG-LIVED ASSETS TO BE DISPOSED OF". Under those rules, long-term and intangible assets are evaluated for possible impairment when events or circumstances indicate the carrying amount of those assets may not be recoverable. Recoverability is assessed based on the gross undiscounted estimated future cash flows before interest charges. If an impairment is indicated, the amount would be determined by comparing the estimated fair value to the carrying value of the asset being evaluated. In the absence of quoted market prices, fair value is estimated by using the projected cash flows discounted at a rate commensurate with the risks involved.

## ADVERTISING:

Terra expenses the production costs of advertising the first time the advertising takes place. Advertising expense was approximately $\$ 136,000$ during the seven months ended July 31, 1997. Prepaid advertising as of July 31, 1997 totaled \$6,000.

## NOTES TO FINANCIAL STATEMENTS (CONTINUED)

## (INFORMATION RELATING TO THE INTERIM ARE UNAUDITED)

NOTE 1. NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED) INCOME TAXES:

Deferred income taxes are provided on a liability method whereby deferred tax assets are recognized for deductible temporary differences and operating loss and tax credit carryforwards and deferred tax liabilities are recognized for temporary differences. Temporary differences are the differences between the reported amounts of assets and liabilities and their tax bases. Deferred tax assets are reduced by a valuation allowance when, in the opinion of management, it is more likely than not that some portion or all of the deferred tax assets will not be realized. Deferred tax assets and liabilities are adjusted for the effects of changes in tax laws and rates on the date of enactment.

EARNINGS PER SHARE:
Earnings per share are computed using the weighted average number of common shares outstanding during the respective periods. There are no potentially dilutive securities.

## FAIR VALUE OF FINANCIAL INSTRUMENTS

In 1997, Terra adopted FASB Statement No. 107, DISCLOSURES ABOUT FAIR VALUE OF FINANCIAL INSTRUMENTS. The following methods and assumptions were used to estimate the fair value of each class of financial instruments:

CASH AND CASH EQUIVALENTS: The carrying amount approximates fair value because of the short maturity of those instruments.

LINE OF CREDIT AND LONG-TERM DEBT: The carrying amount approximates fair value because the interest rate fluctuates with the lending banks' prime rate or LIBOR.

NOTE 2. MAJOR CUSTOMER

Terra had net sales to one customer for the seven months ended July 31, 1997 that individually accounted for more than $10 \%$ of Terra's net sales. Net sales to this customer were approximately $\$ 2,200,000$ for the seven months ended July 31 , 1997 and net trade receivables at July 31, 1997 was \$150,000. Sales to this customer for the nine months ended April 30, 1997 were $\$ 2,500,000$, for the period ended November 17, 1997 were $\$ 603,000$ and for the period ended April 30, 1998 were $\$ 1,182,000$. Trade receivables from this customer at April 30, 1998 were $\$ 107,000$.

NOTE 3. INVENTORIES

|  | $\begin{gathered} \text { JULY 31, } \\ 1997 \end{gathered}$ |  | $\begin{gathered} \text { APRIL 30, } \\ 1998 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | (UN | UDITED) |
| Raw materials | \$ | 88,000 | \$ | 124, 000 |
| Finished goods. |  | 131,000 |  | 238, 000 |
| Packaging. |  | 492,000 |  | 525, 000 |
|  | \$ | 711,000 | \$ | 887,000 |
|  |  | ------- |  | ------ |

## NOTES TO FINANCIAL STATEMENTS (CONTINUED)

## (INFORMATION RELATING TO THE INTERIM ARE UNAUDITED)

NOTE 4. EQUIPMENT AND LEASEHOLD IMPROVEMENTS

|  | $\begin{gathered} \text { JULY 31, } \\ 1997 \end{gathered}$ |  |
| :---: | :---: | :---: |
| Machinery and equipment |  | 867,000 |
| Office furniture....... |  | 105,000 |
| Vehicles. |  | 31, 000 |
| Leasehold improvements. |  | 362,000 |
|  |  | 1,365, 000 |
| Less accumulated depreciation. |  | 492,000 |
|  |  | 873,000 |

## NOTE 5. NOTES PAYABLE

At July 31, 1997, Terra had a line of credit with a bank for $\$ 1,500,000$ at prime plus 0.5\%, secured by all assets of Terra and expiring on June 30, 1998. Terra also has a term agreement with a bank which requires $\$ 1,800$ per month principal payments plus interest at prime plus $1 \%$ and is due June 2,000 and other term debt totaling $\$ 24,000$. The aggregate amount of long-term debt maturing in future years are as follows: $1998 \$ 36,000 ; 1999 \$ 32,000$ and 2,000 $\$ 21,000$. These notes were repaid in connection with the acquisition discussed in Note 8 (unaudited).

## UNAUDITED INTERIM INFORMATION:

In connection with the transaction discussed in Note 8, AMI entered into a credit agreement with a bank to finance the acquisition and repay existing debt. The agreement includes the following terms. The facility provides for a $\$ 6,000,000$ revolving line of credit, including letters of credit up to $\$ 1,000,000$, with interest at the bank's base rate plus $1 \%$ to $1.75 \%$ ( $10 \%$ at February 28, 1997) or LIBOR plus 2\% to 2.75\% (8.125\% at February 28, 1997) depending on certain financial conditions through October 2003. The amount outstanding at February 28, 1998 is $\$ 2,000,000$. There are two term facilities: Series A, \$12,000,000 with the same interest terms as the revolver, and quarterly principal payments of $\$ 125,000$ due beginning January 1998, and increasing each anniversary to $\$ 812,500$ per quarter in 2003 when the series will be fully paid; Series B $\$ 7,000,000$ with interest at the bank's base rate plus $2 \%$ ( $10 \%$ at February 28, 1997) or LIBOR plus 3\% (8.625\% at February 28, 1997), principal payments are due quarterly at $\$ 25,000$ per quarter beginning January 1998 through 2003 and four quarterly payments of $\$ 1,600,000$ each in 2004. All assets of Terra are pledged as collateral on the loans. The agreement provides for certain financial covenants to be maintained.

DANA ALEXANDER, INC.

## NOTES TO FINANCIAL STATEMENTS (CONTINUED)

## (INFORMATION RELATING TO THE INTERIM ARE UNAUDITED)

NOTE 5. NOTES PAYABLE (CONTINUED)
The scheduled maturities of principal maturities on the above term
facilities are as follows:

YEAR ENDED JULY 31,

| 1998 | \$ | 450, 000 |
| :---: | :---: | :---: |
| 1999 |  | 1,163,000 |
| 2000 |  | 1,725,000 |
| 2001 |  | 2, 225,000 |
| 2002 |  | 2, 912,000 |
| Thereafter. |  | 10,525, 000 |
|  | \$ | 19, 000, 000 |

As part of the acquisition discussed in Note 8, Terra has been allocated $\$ 17,211,000$ of the debt proceeds and has reflected these amounts as debt on its balance sheet.

NOTE 6. INCOME TAXES
The provision for income taxes for the seven months ended July 31, 1997 consist of the following:


A reconciliation of income tax expense to the amount computed by applying statutory income tax rates to earnings before income taxes:


Significant components of Terra's deferred tax assets and liabilities as of July 31, 1997 are as follows:


## NOTE 7. RENT COMMITMENTS, RENT EXPENSE AND CONTINGENCY

Terra leases its facilities under three operating lease agreements. Rent expense for the seven months ended July 31,1997 was $\$ 119,000$. Future rent commitments are as follows: 1998 \$206,000; $1999 \$ 157,000 ;$ and 2,000 \$47,000

## NOTES TO FINANCIAL STATEMENTS (CONTINUED)

## (INFORMATION RELATING TO THE INTERIM ARE UNAUDITED)

NOTE 7. RENT COMMITMENTS, RENT EXPENSE AND CONTINGENCY (CONTINUED)
Terra is in the process of discovery relating to an employee lawsuit. The employee claims damages of $\$ 800,000$. Management believes the outcome of this suit will not have a material effect on the financial statements.

## NOTE 8. SUBSEQUENT EVENTS (UNAUDITED)

On November 17, 1997 Terra was acquired by AMI, which is under common control with Terra. As a result of the combination of the two entities under common control, the portion of the acquisition price in excess of book value of Terra which was controlled by the majority owner has been recorded as a reduction in stockholders' equity. The portion of the purchase price in excess of book value relating to the minority stockholders has been recorded as a purchase. Also, since Terra was acquired $100 \%$ by this majority stockholder through a step transaction, Terra applied push-down accounting upon this acquisition. Accordingly, the assets of Terra have been revalued as of the acquisition date and the total excess purchase price of $\$ 10,670,000$ has been recorded on Terra's balance sheet. The portion of the step acquisition that was funded by debt which is collateralized by Terra assets is recorded as a liability, and the remainder has been recorded as paid-in capital. The supplemental cash flow information relating to this transaction is as follows:


On April 24, 1998, AMI signed an agreement and plan of merger whereby AMI agreed to exchange 100\% of AMI's stock for a combination of cash and common stock of The Hain Food Group, Inc., a public company. This transaction closed on July 1, 1998. These financial statements do not include any adjustments which may be required as a result of this transaction.

## NOTE 9. PRIOR PERIOD INTERIM INFORMATION (UNAUDITED)

Selected financial information for the seven months ended July 31, 1996 are as follows: net sales $\$ 5,338,000$; gross profit $\$ 2,625,000$; provision for income taxes \$384,000; net income \$565,000; and earnings per share of $\$ 2.59$.

## Board of Directors

Dana Alexander Inc.
Brooklyn, New York
We have audited the accompanying balance sheets of Dana Alexander Inc. ("Terra") as of December 31, 1996 and December 31, 1995 and the related statements of operations and retained earnings, common stock, additional paid in capital and cash flows for the years then ended. These financial statements are the responsibility of Terra's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform our audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Dana Alexander Inc. as of December 31, 1996 and December 31, 1995 and the results of its operations and its cash flows for the years then ended in conformity with generally accepted accounting principles.

Katz \& Bloom, LLC
Roslyn Heights, New York March 19, 1997
June 2, 1997 as to Note L

## DANA ALEXANDER INC.

## BALANCE SHEET



The accompanying notes are an integral part of these financial statements.


The accompanying notes are an integral part of these financial statements.

## DANA ALEXANDER INC.

STATEMENT OF COMMON STOCK

YEAR ENDED DECEMBER 31, 1996


STATEMENT OF ADDITIONAL PAID IN CAPITAL
In

The accompanying notes are an integral part of these financial statements.

## DANA ALEXANDER INC.

## STATEMENT OF CASH FLOWS



The accompanying notes are an integral part of these financial statements.

## DANA ALEXANDER INC.

SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION


SUPPLEMENTAL DISCLOSURE OF NON CASH FINANCING ACTIVITIES
In connection with the sale of the local route distribution rights (Note $D$ ) Terra received a \$172,000 note from the purchaser. During 1996 Terra received a principal payment of $\$ 69,406$ on the note

SUPPLEMENTAL DISCLOSURE OF NON CASH FINANCING ACTIVITIES

In connection with the transfer of a majority interest of the common stock of Dana Alexander Inc. in 1995 by its two principal stockholders, Dana Alexander Inc. merged with two newly created corporations. As a result of this merger Terra assumed a liability to the principal stockholders (prior to the merger) in the amount of $\$ 260,000$. In addition, loans from these two stockholders totaling $\$ 44,582$ were contributed to Terra as additional paid in capital.

DANA ALEXANDER INC.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 1996
NOTE A--SUMMARY OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

## ACTIVITIES:

Terra was incorporated in the State of New York on March 7, 1989 and derives its revenue from the sale of "Terra Chips" and "Yukon Gold" potato and other vegetable chips primarily to gourmet food shops, wholesale clubs and distributors, including one customer that accounted for approximately $32 \%$ of Terra's sales in 1996 and two customers that accounted for approximately $22 \%$ of Terra's sales in 1995. Credit is granted to customers in the ordinary course of business.

## INVENTORY:

Inventory is stated at cost or market, whichever is lower and consists of uncooked vegetables, finished goods and supplies.

## FIXED ASSETS--DEPRECIATION:

Fixed assets are recorded at cost and includes equipment under capital lease. Costs of maintenance and repairs are charged to expense as incurred. Depreciation is provided for on the straight-line method over the following estimated useful lives: machinery and equipment 5 years; vehicles 5 years; and leasehold improvements shorter of lease term or asset useful life.

## INCOME TAXES:

Income taxes are accounted for in accordance with SFAS 109 "Accounting for Income Taxes". Deferred income taxes are provided for the temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes.

## TRADEMARKS :

Costs incurred in the registration and acquisition of trademarks and trademark rights (intangible assets) are capitalized and are amortized over the useful life of the assets.

```
NOTE B--INVENTORY
```

Inventory consists of:

|  | DECEMBER 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1996 |  | 1995 |  |
| Packaging film. | \$ | 302,396 | \$ | 149,811 |
| Finished goods. |  | 121, 049 |  | 68,693 |
| Other supplies |  | 71,834 |  | 27,307 |
| Raw materials. |  | 26,467 |  | 50,606 |
| Total. | \$ | 521,746 | \$ | 296,417 |

DANA ALEXANDER INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
DECEMBER 31, 1996

## NOTE C--PREPAID EXPENSES

Prepaid expenses consist of:

|  | DECEMBER 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1996 |  | 1995 |  |
| Market development costs | \$ | 105,167 | \$ | -- |
| Other |  | 46,661 |  | 15,719 |
| Advertising |  | 34, 070 |  | -- |
| Insurance. |  | 14,662 |  | 28,452 |
| Employee benefits |  | -- |  | 5,676 |
|  | \$ | 200,560 | \$ | 49,847 |

## NOTE D--NOTE RECEIVABLE

On January 1, 1996 Terra sold the rights to distribute its products in the Metropolitan New York City area. The agreement, as revised, calls for the following remaining payments plus interest at 9\% per annum.

| January 1, 1997 | 52,594 |
| :---: | :---: |
| January 1, 1998 | 50,000 |
|  | \$ 102,594 |

NOTE E--FIXED ASSETS
The major classes of fixed assets are:

|  | DECEMBER 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1996 |  | 1995 |  |
| Production equipment | \$ | 863,476 | \$ | 472,507 |
| Leasehold improvements |  | 347, 211 |  | 273, 054 |
| Office furniture and equipment |  | 85,354 |  | 48,539 |
| Transportation equipment |  | 31, 029 |  | 113,843 |
| Total. | \$ | 1,327,070 | \$ | 907,943 |

Depreciation and amortization of fixed and intangible assets amounted to $\$ 155,653$ for the year ended December 31, 1996 and $\$ 138,136$ for the year ended December 31, 1995. Depreciation is computed on the straight-line method.

At December 31, 1996, $\$ 22,489$ of equipment owned by Terra was held for use in the manufacturing facility of a co-packer of Terra's products. At December 31, 1996, printing plates costing $\$ 166,936$ were held at the premises by the vendor who produces Terra's packaging film.

During 1996 Terra retired from service several older equipment items. Terra adjusted the equipment's carrying value to its net realizable value on sale. Accordingly, a charge to income of \$16,406 was recorded in 1996.

DANA ALEXANDER INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
DECEMBER 31, 1996

## NOTE F--INCOME TAXES

The provision for income taxes is as follows:

|  | YEAR ENDED DECEMBER 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1996 |  | 1995 |  |
| Current: |  |  |  |  |
| Federal | \$ | 394,483 | \$ | 154,000 |
| State and local |  | 133,517 |  | 61,000 |
| Deferred--net |  | 27,000 |  | $(24,000)$ |
|  | \$ | 555,000 | \$ | 191, 000 |

A reconciliation of income tax expense to the amount computed by applying statutory income tax rates to earnings before income taxes:

|  | YEAR ENDED DECEMBER 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 1996 |  | 1995 |
| Federal income tax. | \$ | 450, 000 | \$ | 94,000 |
| State income tax, net of federal benefit |  | 105, 000 |  | 33, 000 |
| Additional tax due to change in tax status |  | -- |  | 64,000 |
|  | \$ | 555, 000 | \$ | 191, 000 |

Significant components of Terra's deferred tax assets and liabilities are as follows:
YEAR ENDED
DECEMBER 31,

NOTE G--NOTES PAYABLE
Terra maintains a line of credit with a bank that provides for borrowing up to $\$ 1,000,000$ and bears interest at one half of one percent over the bank's prime rate. At December 31, 1996 there were no borrowing's under the line of credit.

Terra also has an installment loan with the bank that is payable in monthly installments of $\$ 1,800$ plus interest at $1 \%$ per annum above the bank's prime rate.

DANA ALEXANDER INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
DECEMBER 31, 1996
NOTE G--NOTES PAYABLE (CONTINUED)
The loan is secured by all inventory, machinery and equipment not pledged elsewhere, accounts receivable, notes receivable, intangibles and the guarantees of two of Terra's principal stockholders. The loan matures on July 1, 2000.

In March 1993, Terra entered into a $\$ 125,000$ loan agreement with the New York State Urban Development Corporation (UDC). The agreement provides for working capital and machinery and equipment term loans with maturities of four and six years respectively. The loans call for monthly payments of $\$ 920$ and $\$ 1,170$ including interest at $1 \%$ per annum until March 1994. The payments increase to $\$ 962$ and $\$ 1,262$ monthly including interest at $4 \%$ per annum starting in April 1994. The loans are secured by the machinery and equipment purchased with the loan proceeds, the assignment of life insurance policies on two stockholders and the personal guarantee of the two of the principal stockholders. The loan agreement also contains restrictions on the payment of dividends, ability to incur additional financial obligations, sale of stock, sale of assets, ability to merge or consolidate with any other company and require Terra to maintain certain minimum financial ratios.

The notes bear interest at rates from $4 \%$ per annum to $9.5 \%$ per annum and mature as follows:


## NOTE H--ACCRUED LIABILITIES

Accrued liabilities consist of:

|  | DECEMBER 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1996 |  | 1995 |  |
| Packaging set-up costs. | \$ | 90,936 | \$ | -- |
| Payroll. |  | 76,877 |  | 40, 039 |
| Miscellaneous. |  | 69,373 |  | 42,790 |
| Freight. |  | 40,547 |  | -- |
| Brokers fees |  | 30,706 |  | 12,000 |
| Advertising. |  | 30, 000 |  | -- |
| Professional fees. |  | 16,119 |  | 6,598 |
|  | \$ | 354,558 | \$ | 101,427 |

## NOTE I--COMMITMENTS AND CONTINGENCIES

(a) Terra occupies premises under leases that expire in December 1996 and December 1999. The leases call for annual payments of $\$ 204,600$ in 1997 plus escalation and Terra has the right to renew one of the leases for two one year periods at annual rent of $\$ 93,600$ and $\$ 97,800$.
(b) In connection with the sale of their stock in 1995, Terra's President and Vice President received three year employment agreements at a specified base salary. The agreements terminate upon the death or disability of the employee.
(c) Terra and one of its stockholder-officers are defendants in a discrimination lawsuit brought by a former employee. The plaintiff seeks compensatory and punitive damages in an unspecified amount. In March 1997 the Court dismissed the complaint in its entirety against the stock-holder-officer. Terra believes that the remaining claims are without merit and intends to vigorously defend the action. It is the opinion of management that the outcome of this matter will not materially affect Terra's financial position.

NOTE J--RELATED PARTY TRANSACTIONS
Included in other expenses are management fees paid to the following related parties:

Officer bonuses paid to two of Terra's principal shareholders aggregated $\$ 200,000$ for the year ended December 31, 1996 and $\$ 50,000$ in the year ended December 31, 1995.

Management fees of $\$ 245,000$ for the year ended December 31, 1996 and $\$ 75,000$ for the year ended December 31, 1995 were paid to an affiliate of Terra's principal shareholder.

During 1995 expense reimbursements aggregating $\$ 20,697$ were paid to Terra's principal shareholder.

Interest expense to two of Terra's shareholders aggregated $\$ 26,641$ for the year ended December 31, 1996 and \$21, 148 for the year ended December 31, 1995.

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NOTE K--RECLASSIFICATION
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Certain items in the 1995 financial statements have been reclassified to agree with their 1996 presentation.

NOTE L. SUBSEQUENT EVENTS
During the five months ended May 31, 1997, Terra, under its line of credit with the bank borrowed at various times $\$ 900,000$ and repaid $\$ 275,000$.

To the Board of Directors
Garden of Eatin', Inc.
Hollywood, California
We have audited the accompanying balance sheet of Garden of Eatin', Inc.
("GOE") as of December 23, 1997, and the related statements of operations, stockholders' equity and cash flows for the period from January 1, 1997 through December 23, 1997. These financial statements are the responsibility of GOE's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Garden of Eatin', Inc. as of December 23, 1997 and the results of its operations and its cash flows for the period from January 1, 1997 through December 23, 1997 in conformity with generally accepted accounting principles.

McGladrey \& Pullen, LLP
Anaheim, California
May 8, 1998

|  | $\begin{gathered} \text { DECEMBER 23, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { DECEMBER 31, } \\ 1996 \end{gathered}$ | $\begin{gathered} \text { MARCH 31, } \\ 1998 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| ASSETS (Note 5) (UNAUDITED) (UNAUDITED) |  |  |  |
|  |  |  |  |
| Current Assets |  |  |  |
| Cash and cash equivalents | \$ 92,000 | \$ 37,000 | \$ 322,000 |
| Accounts receivable, net of allowance for doubtful accounts 1997 |  |  |  |
| \$100, 000 ; 1996 \$82,000; 1998 \$106,000 (Note 2 ) | 1,391,000 | 1,489,000 | 1,419,000 |
| Inventories (Notes 2 and 3) | 152,000 | 279,000 | 180, 000 |
| Prepaid expenses | 45, 000 | 50, 000 | 24,000 |
| Deferred taxes (Note 8) | 223, 000 | 67,000 | 223, 000 |
| TOTAL CURRENT ASSETS. | 2,403,000 | 1,922,000 | 2,168,000 |
| Furniture, Fixtures and Equipment, net (Note 4). | 230,000 | 136,000 | 269, 000 |
| Package Design Costs, net of accumulated amortization 1997 \$233,000 1996 \$231, 000; 1998 \$235, 000 | 77,000 | 64, 000 | 118, 000 |
| Insurance Contract (Note 5). | -- | 490, 000 | -- |
| Other Assets | 22,000 | 24,000 | 7,000 |
|  | \$2,732,000 | \$2, 636,000 | \$ 2,562,000 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |
| Current Liabilities |  |  |  |
| Current maturity of capital lease obligation (Note 6) | \$ 8,000 | \$ - | \$ 7,000 |
| Trade accounts payable | 598,000 | 1,069,000 | 886, 000 |
| Accrued payroll. | 306,000 | 87,000 | 26,000 |
| Other accrued expenses | 90, 000 | 92,000 | 122,000 |
| Due to stockholder | - - | 160,000 | -- |
| Accrued expenses to stockholder | 420, 000 | -- | -- |
| Income taxes payable. | 145, 000 | 17,000 | 231, 000 |
| TOTAL CURRENT LIABILITIES. | 1,567,000 | 1,425,000 | 1,272,000 |
| Capital lease obligation, less current maturity (Note 6) | 94,000 | -- | 91, 000 |
| Note Payable (Note 5). | -- | 490, 000 | -- |
| Deferred Taxes (Note 8) | 16,000 | 7,000 | 16,000 |
| Commitments and Contingencies (Notes 2, 3, 7 and 10) |  |  |  |
| Stockholders' Equity |  |  |  |
| Common stock, authorized 100,000 shares; issued and outstanding 20,000 shares. | 436, 000 | 16,000 | 436, 000 |
| Retained earnings | 619, 000 | 698, 000 | 747,000 |
|  | 1, 055,000 | 714,000 | 1,183,000 |
|  | \$2,732,000 | \$2, 636,000 | \$ 2,562,000 |
|  | ------------ | ----------- | ---.-.-.-.- |



See Notes to Financial Statements.

GARDEN OF EATIN', INC.
STATEMENTS OF STOCKHOLDERS' EQUITY

|  |  | COMMON <br> STOCK | RETAINED EARNINGS |  |
| :---: | :---: | :---: | :---: | :---: |
| Balance, December 31, 1994 (unaudited). | \$ | 16,000 | \$ | 346,000 |
| Net income (unaudited) |  | -- |  | 139,000 |
| Balance, December 31, 1995 (unaudited). |  | 16,000 |  | 485,000 |
| Net income (unaudited) |  | -- |  | 213,000 |
| Balance, December 31, 1996 (unaudited). |  | 16,000 |  | 698,000 |
| Capital contribution. |  | 420, 000 |  | -- |
| Net (loss) |  | , |  | $(79,000)$ |
| Balance, December 23, 1997 |  | 436,000 |  | 619, 000 |
| Net income (unaudited) |  | -- |  | 128, 000 |
| Balance, March 31, 1998 (unaudited) | \$ | 436,000 | \$ | 747,000 |

See Notes to Financial Statements.
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GARDEN OF EATIN', INC.
STATEMENTS OF CASH FLOWS

|  | PERIOD FROM JANUARY 1, 1997 THROUGH DECEMBER 23, 1997 | YEAR ---------- DECEMBER 31, 1996 | NDING <br> DECEMBER 31, 1995 | PERIOD FROM DECEMBER 24, 1997 THROUGH <br> MARCH 31, 1998 | THREE MONTHS ENDED MARCH 31, 1997 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | (UNAUDITED) | (UNAUDITED) | (UNAUDITED) | (UNAUDITED) |
| Cash Flows from Operating <br> Activities |  |  |  |  |  |
| Cash received fromcustomers............ \$ 13,634,000 |  |  |  |  |  |
| Cash paid to suppliers and employees. | $(13,107,000)$ | $(13,058,000)$ | $(11,285,000)$ | $(3,546,000)$ | $(3,125,000)$ |
| Interest paid. | (60, 000) | $(115,000)$ | $(118,000)$ | $(16,000)$ | $(23,000)$ |
| Income taxes paid. | $(101,000)$ | $(52,000)$ | $(85,000)$ | -- | -- |
| NET CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES. | 366, 000 | 277, 000 | 199, 000 | $(94,000)$ | 133,000 |
| Cash Flows from Investing Activities |  |  |  |  |  |
|  |  |  |  |  |  |
| Purchase of equipment. | $(69,000)$ | $(25,000)$ | (57, 000) | $(48,000)$ | $(38,000)$ |
| Capitalized package design costs........................ | (74, 000) | $(23,000)$ | (77, 000) | $(44,000)$ | $(5,000)$ |
| NET CASH (USED IN) INVESTING ACTIVITIES . . . |  |  |  |  |  |
| ACTIVITIES.. | $(143,000)$ | $(48,000)$ | $(134,000)$ | $(92,000)$ | $(43,000)$ |
| Cash Flows from Financing Activities |  |  |  |  |  |
| Increase in checks in excess of bank balance........... | -- | -- | -- | -- |  |
| Capital contribution........ |  |  |  | 420, 000 | -- |
| Change in amounts due to stockholder. | $(160,000)$ | $(122,000)$ | $(58,000)$ | - - | $(33,000)$ |
| Principal payments on capital lease obligation. $\qquad$ | $(8,000)$ | $(99,000)$ | $(66,000)$ | $(4,000)$ | -- |
| NET CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES.......... | $(168,000)$ | (221, 000) | $(124,000)$ | 416,000 | $(33,000)$ |
| INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS.......... | 55,000 | 8,000 | (59,000) | 230,000 | 57,000 |
| Cash and Cash Equivalents |  |  |  |  |  |
| Beginning of period. | 37,000 | 29,000 | 88,000 | 92,000 | 37,000 |
| End of period. | \$ 92,000 | \$ 37,000 | \$ 29,000 | \$ 322,000 | \$ 94,000 |
| F-55 |  |  |  |  |  |

GARDEN OF EATIN', INC.
STATEMENTS OF CASH FLOWS (CONTINUED)

| PERIOD FROM |  |  | PERIOD FROM |  |
| :---: | :---: | :---: | :---: | :---: |
| JANUARY 1, | YEAR | NDING | DECEMBER 24, | THREE MONTHS |
| 1997 THROUGH |  |  | 1997 THROUGH | ENDED |
| DECEMBER 23, 1997 | DECEMBER 31, 1996 | DECEMBER 1995 | $\begin{aligned} & \text { MARCH 31, } \\ & 1998 \end{aligned}$ | MARCH 31, 1997 |
|  | (UNAUDITED) | (UNAUDITED) | (UNAUDITED) | (UNAUDITED) |


| RECONCILIATION OF NET INCOME <br> (LOSS) TO NET CASH PROVIDED |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BY (USED IN) OPERATING ACTIVITIES |  |  |  |  |  |  |  |  |  |  |
| Net income (loss).......... | \$ | $(79,000)$ | \$ | 213,000 | \$ | 139,000 | \$ | 128, 000 | \$ | 49,000 |
| Adjustments to reconcile net |  |  |  |  |  |  |  |  |  |  |
| income (loss) to net cash provided by (used in) operating activities: |  |  |  |  |  |  |  |  |  |  |
| Depreciation and |  |  |  |  |  |  |  |  |  |  |
| Provision for doubtful |  |  |  |  |  |  |  |  |  |  |
| Loss on disposal of |  |  |  |  |  |  |  |  |  | 28,000 |
| Deferred taxes.. |  | $(147,000)$ |  | -- |  | -- |  | -- |  | -- |
| Change in assets and |  |  |  |  |  |  |  |  |  |  |
| (Increase) decrease in: |  |  |  |  |  |  |  |  |  |  |
| Receivables. |  | (24,000) |  | $(187,000)$ |  | ( 252,000 ) |  | 46,000 |  | 83,000 |
| Inventories. |  | 127,000 |  | $(55,000)$ |  | $(56,000)$ |  | $(28,000)$ |  | 36,000 |
| Prepaid expenses and other assets...... |  | 7,000 |  | 14,000 |  | 5,000 |  | 35,000 |  | $(47,000)$ |
| Increase (decrease) in: |  |  |  |  |  |  |  |  |  |  |
| Income taxes payable.... |  | 128,000 |  | 45,000 |  | $(12,000)$ |  | 86,000 |  | 32,000 |
| Accounts payable and accrued expenses.. |  | 166,000 |  | 10,000 |  | 229,000 |  | $(380,000)$ |  | $(79,000)$ |
| NET CASH PROVIDED BY (USED IN) OPERATING |  |  |  |  |  |  |  |  |  |  |
| ACTIVITIES. | \$ | 366,000 | \$ | 277,000 | \$ | 199,000 | \$ | $(94,000)$ | \$ | 133,000 |

GARDEN OF EATIN', INC.

INFORMATION WITH RESPECT TO THE PERIODS ENDED DECEMBER 31, 1996 AND 1995 AND THE PERIODS ENDED MARCH 31, 1997 AND 1998 IS UNAUDITED

NOTE 1. NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES
NATURE OF BUSINESS:

GOE manufactures and distributes organic foods throughout the United States. GOE's customers are primarily wholesale distributors. GOE operates under compliance with specific sections of the Food, Drug and Cosmetic Act of 1938 and the Good Manufacturing Practices Act of 1967 and subsequent revisions.

On December 23, 1997, GOE's sole stockholder sold 11,000 shares of GOE stock to a third party. The sole stockholder is obligated to sell an additional 4,000 shares.

## UNAUDITED INTERIM FINANCIAL INFORMATION:

The interim financial information presented herein as of and for the periods ended March 31, 1998 and 1997 reflects all adjustments which are, in the opinion of management, necessary for a fair presentation for the periods presented. Such adjustments are of a normal recurring nature. The financial information is not intended to be a complete presentation in accordance with generally accepted accounting principles. Interim financial results are not necessarily indicative of results GOE will incur during its fiscal year.

A SUMMARY OF GOE'S SIGNIFICANT ACCOUNTING POLICIES IS AS FOLLOWS:
USE OF ESTIMATES:
The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

CASH CONCENTRATION:
At December 23, 1997, GOE had approximately $\$ 350,000$ on deposit in a single financial institution. Deposits in excess of $\$ 100,000$ are not insured by the FDIC.

INVENTORIES:
Inventories are stated at the lower of cost (first-in, first-out method) or market.

FURNITURE, FIXTURES AND EQUIPMENT:
Furniture, fixtures and equipment are recorded at cost. Depreciation is provided using straight-line methods over the estimated useful lives of the assets ranging from three to seven years.

## PACKAGE DESIGN COSTS:

GOE capitalizes costs incurred for the design of its packaging. These costs are amortized over the estimated life of the packaging not to exceed three years.

## NOTES TO FINANCIAL STATEMENTS (CONTINUED)

INFORMATION WITH RESPECT TO THE PERIODS ENDED DECEMBER 31, 1996 AND 1995 AND THE PERIODS ENDED MARCH 31, 1997 AND 1998 IS UNAUDITED

NOTE 1. NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED) LONG-LIVED ASSETS:

GOE evaluates long-lived assets for impairment under Financial Accounting Standards Board (FASB) Statement No. 121, "Accounting for the Impairment of Long-Lived Assets to Be Disposed Of." Under those rules, long-term and intangible assets are evaluated for possible impairment when events or circumstances indicate the carrying amount of those assets may not be recoverable. Recoverability is assessed based on the gross undiscounted estimated future cash flows before interest charges. If an impairment is indicated, the amount would be determined by comparing the estimated fair value to the carrying value of the asset being evaluated. In the absence of quoted market prices, fair value is estimated by using the projected cash flows discounted at a rate commensurate with the risks involved.

## ADVERTISING:

GOE expenses the production costs of advertising the first time the advertising takes place. Advertising expense was approximately $\$ 115,000$ during the period ended December 23, 1997 (the "Period") and $\$ 137,000$ and $\$ 104,000$ for the years ended December 31, 1996 and 1995 . There is no prepaid advertising as of December 23, 1997.

## INCOME TAXES:

Deferred income taxes are provided on a liability method whereby deferred tax assets are recognized for deductible temporary differences and operating loss and tax credit carryforwards and deferred tax liabilities are recognized for temporary differences. Temporary differences are the differences between the reported amounts of assets and liabilities and their tax bases. Deferred tax assets are reduced by a valuation allowance when, in the opinion of management, it is more likely than not that some portion or all of the deferred tax assets will not be realized. Deferred tax assets and liabilities are adjusted for the effects of changes in tax laws and rates on the date of enactment.

## EARNINGS PER SHARE:

In February 1997, the FASB issued Statement of Financial Accounting Standards (SFAS) No. 128, "Earnings Per Share" (EPS). SFAS No. 128 requires dual presentation of basic EPS and diluted EPS on the face of all income statements issued after December 15, 1997 for all entities with complex capital structures. Basic EPS is computed as net income divided by the weighted-average number of common shares outstanding for the period. Diluted EPS reflects the potential dilution that could occur from common shares issuable through stock options or other dilutive securities. The Company has no potentially dilutive securities.

## FAIR VALUE OF FINANCIAL INSTRUMENTS:

In 1997, GOE adopted FASB Statement No. 107, "Disclosures about Fair Value of Financial Instruments." The carrying amount of accounts receivable and accounting payable approximates its fair value.

The following methods and assumptions were used to estimate the fair value of each class of financial instruments:

GARDEN OF EATIN', INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
INFORMATION WITH RESPECT TO THE PERIODS ENDED DECEMBER 31, 1996 AND 1995 AND THE PERIODS ENDED MARCH 31, 1997 AND 1998 IS UNAUDITED

NOTE 1. NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)
CASH AND CASH EQUIVALENTS: The carrying amount approximates fair value because of the short maturity of those instruments.

NOTES PAYABLE: The carrying amount approximates fair value because the interest rate fluctuates with the lending banks' prime rate.

## NOTE 2. CONCENTRATIONS

GOE had net sales to two customers in the Period ending December 23, 1997 that individually accounted for more than $10 \%$ of GOE's net sales. Net sales to these customers during this period were approximately \$1,617,000 and \$1,315,000, respectively; and net trade receivables from these customers as of December 23, 1997 were approximately $\$ 45,000$ and $\$ 232,000$, respectively. Net sales to these customers were $\$ 1,568,000$ and $\$ 1,345,000$ during the year ended December 31, 1996 and \$1,462,000 and \$1,415,000 during the year ended December 31, 1995.

GOE outsources all of its manufacturing to third party processors. As part of its agreement with its primary manufacturer, GOE supplied various raw materials used in production of its products totaling approximately $\$ 2,809,000$ during the Period. GOE purchased approximately $\$ 8,607,000$ of the total manufactured goods sold by GOE during the Period from this supplier.

## NOTE 3. INVENTORIES



At December 23, 1997, GOE had fixed price commitments as of December 23, 1997 to purchase approximately $\$ 1,900,000$ of raw materials to be used in production. GOE has not purchased any futures or option contracts.

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INFORMATION WITH RESPECT TO THE PERIODS ENDED DECEMBER 31,1996 AND 1995 AND THE
    PERIODS ENDED MARCH 31, 1997 AND 1998 IS UNAUDITED
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NOTE 4. FURNITURE, FIXTURES AND EQUIPMENT

The components of furniture, fixtures and equipment are as follows:

|  | $\begin{gathered} \text { DECEMBER 23, } \\ 1997 \end{gathered}$ | $\begin{gathered} \text { DECEMBER 31, } \\ 1996 \end{gathered}$ |
| :---: | :---: | :---: |
| Leasehold improvements | \$ | \$ 52,000 |
| Machinery and equipment | 33,000 | 33,000 |
| Office equipment | 315, 000 | 180,000 |
| Furniture and fixtures | 48, 000 | 48,000 |
|  | 396, 000 | 313, 000 |
| Less accumulated depreciation. | 166, 000 | 177, 000 |
|  | \$ 230,000 | \$ 136,000 |
|  | -------------- | ------- |

Included in office equipment, at December 23, 1997, is $\$ 110,000$ of assets acquired under a capital lease. There is no accumulated depreciation on these assets as of December 23, 1997 as the equipment was not placed into service until 1998 (Note 6).

NOTE 5. NOTE PAYABLE
GOE has a $\$ 250,000$ revolving line of credit with a bank. The line is collateralized by substantially all of the assets of GOE. The agreement bears interest at the bank's reference rate (8.5\% at December 23, 1997) plus 1\% and matures in June 1998. There were no borrowings on the revolving line of credit as of December 23, 1997.

At December 31, 1996, GOE had a note payable to its stockholder which had been used to fund leveraged split dollar life insurance policies on certain eligible employees of GOE. The stockholder of GOE was the beneficiary of the policies and made the required annual premium payments on the policies. There is no fixed repayment schedule on the principal balance of the note. Interest expense paid by GOE for the years ended December 1997, 1996 and 1995 was $\$ 50,000$, $\$ 89,000$ and $\$ 38,000$, respectively. During 1997 , the insurance contract was transferred to the stockholder in settlement of this note payable.

NOTE 6. CAPITAL LEASE OBLIGATION
Capital lease obligation at December 23, 1997 consists of the following:


GARDEN OF EATIN', INC.
NOTES TO FINANCIAL STATEMENTS (CONTINUED)
INFORMATION WITH RESPECT TO THE PERIODS ENDED DECEMBER 31, 1996 AND 1995 AND THE PERIODS ENDED MARCH 31, 1997 AND 1998 IS UNAUDITED

NOTE 7. EMPLOYEE BENEFIT PLANS
PROFIT SHARING PLAN AND 401(K) PLAN:
GOE has a qualified $401(k)$ employee benefit plan for substantially all employees who have met the minimum age and service requirements. Each participant is able to defer a maximum of $15 \%$ of their annual compensation, subject to any restrictions. GOE contributes an amount equal to $25 \%$ of each employee's contribution up to the first $4 \%$ of the employee's weekly compensation. Additionally, GOE may make discretionary contributions.

MONEY PURCHASE PENSION PLAN:

GOE has a money purchase pension plan for all employees who have met the service requirements. GOE contributes up to $7 \%$ of the participants compensation up to \$150,000 per year.

During 1997, 1996 and 1995, GOE made contributions to these plans totaling \$130,000, \$148,000 and \$131,000, respectively.

## NOTE 8. INCOME TAXES

The provision for income taxes consist of the following:

|  | 1997 |  | 1996 |  | 1995 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Current. Deferred | \$ | 230, 000 | \$ | 87,000 | \$ | 67,000 |
|  |  | (147, 000) |  | - - |  | -- |
|  | \$ | 83, 000 | \$ | 87,000 | \$ | 67,000 |
|  |  | -------- |  | - |  |  |

A reconciliation of income tax expense to the amount computed by applying statutory income tax rates to income before income taxes:

|  | 1997 |  |  | 1996 | 1995 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Federal income tax | \$ | 1,000 | \$ | 102,000 | \$ | 70,000 |
| Nondeductible expenses. |  | 82,000 |  | -- |  | -- |
| Other |  | -- |  | (15, 000) |  | $(3,000)$ |
|  | \$ | 83, 000 | \$ | 87,000 | \$ | 67,000 |
|  |  | ------- -- |  | ------ |  | -------- |

State income taxes have been offset by various credits available.
Significant components of GOE's deferred tax assets and liabilities are as follows:
Deferred Tax Assets

| Allowance for doubtful accounts. | \$ | 40, 000 | \$ | 33, 000 |
| :---: | :---: | :---: | :---: | :---: |
| Accrued expenses. |  | 176,000 |  | 34, 000 |
| Contributions carryforward. |  | 7,000 |  | - - |
| Total deferred tax assets |  | 223, 000 |  | 67,000 |
| Deferred Tax Liabilities, property, plant and equipment |  | $(16,000)$ |  | (7,000) |
|  | \$ | 207, 000 | \$ | 60, 000 |
|  |  | ------- |  | ----- |

# INFORMATION WITH RESPECT TO THE PERIODS ENDED DECEMBER 31, 1996 AND 1995 AND THE 

 PERIODS ENDED MARCH 31, 1997 AND 1998 IS UNAUDITEDNOTE 8. INCOME TAXES (CONTINUED)
The components giving rise to the net deferred assets (liabilities)
described above, have been included in the accompanying balance sheets as follows:

|  | 1997 |  | 1996 |  |
| :---: | :---: | :---: | :---: | :---: |
| Current assets | \$ | 223, 000 | \$ | 67, 000 |
| Noncurrent (liabilities) |  | $(16,000)$ |  | (7,000) |
|  | \$ | 207, 000 | \$ | 60, 000 |

There is no valuation allowance on deferred taxes as management believes it is more likely than not that the assets will be realized.

NOTE 9. STATEMENTS OF CASH FLOW INFORMATION

|  | PERIOD FROM JANUARY 1, 1997 THROUGH DECEMBER 23, 1997 |
| :---: | :---: |
| Supplemental Schedule of Noncash Investing and Financing Activities Equipment acquired under capital lease obligation. | \$ 110,000 |
| Transfer of life insurance contracts in settlement of related party note payable. | \$ 490,000 |
| Stock subscription. | \$ 420,000 |

## NOTE 10. RENT EXPENSE

GOE leases its facilities on a month-to-month basis. Monthly rent is approximately \$20,000 and rent expense totaled \$240,000, \$230,000 and \$216,000 for 1997, 1996 and 1995, respectively.

NOTE 11. SUBSEQUENT EVENT

On April 24, 1998, GOE's signed an agreement and plan of merger whereby GOE agreed to exchange $100 \%$ of GOE's common stock for a combination of cash and common stock in The Hain Food Group, Inc., a public company. This transaction closed on July 1, 1998. These financial statements do not include any adjustments which may be required as a result of this transaction.

## UNAUDITED PRO FORMA COMBINED FINANCIAL STATEMENTS

The following unaudited pro forma combined financial statements are presented to give effect to the Merger and the resulting acquisition of Arrowhead, Terra and GOE (collecitvely, the "Acquired Companies") under the purchase method of accounting. The income statements for the period ended June 30, 1997 and nine months ended March 31, 1998 assume that the Merger and the related acquisition of the Acquired companies had been consummated on July 1, 1997. The balance sheet assumes that the Merger had been consummated on March 31, 1998. The balance sheets of the Acquired Companies included in the unaudited pro forma condensed combined balance sheet are as of April 30, 1998 with respect to Arrowhead and Terra. Hain management anticipates that it will be able to achieve significant cost synergies and savings as a result of the Merger. However, in accordance with the rules for presentation of pro forma financial information, no effect to such cost savings has been included herein The pro forma financial statements are not necessarily indicative of the results of operations or the financial position which would have occurred had the Merger been consummated at such times, nor are they necessarily
indicative of future results of operations or financial position. The unaudited pro forma combined financial statements should be read in conjunction with the historical consolidated financial statements of Hain and Westbrae, including the notes thereto, incorporated by reference herein and the financial statements of the Acquired Companies, including the notes thereto.


See notes to unaudited pro forma financial statements.

## PRO FORMA CONDENSED STATEMENT OF INCOME

FOR THE YEAR ENDED JUNE 30, 1997

AMOUNTS IN THOUSANDS, EXCEPT PER SHARE AMOUNTS
(UNAUDITED)


## PRO FORMA CONDENSED STATEMENT OF INCOME

FOR THE NINE MONTHS ENDED MARCH 31, 1998

AMOUNTS IN THOUSANDS, EXCEPT PER SHARE AMOUNTS
(UNAUDITED)

|  | PRO FORMA FOR |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | HAIN |  | WESTBRAE |  | ADJUSTMENTS |  | OF WESTBRAE NATURAL, INC. |  | ACQUIRED COMPANIES |  |  | TMENTS |  | MBINED |
| Net sales. | \$ | 73,224 | \$ | 10,639 |  | -- | \$ | 83,863 | \$ | 42,312 |  | -- | \$ | 126,175 |
| Cost of Sales. |  | 43,604 |  | 6,246 |  | -- |  | 49,850 |  | 28,119 |  | -- |  | 77,969 |
| Gross Profit |  | 29,620 |  | 4,393 |  | -- |  | 34,013 |  | 14,193 |  | -- |  | 48,206 |
| Management fees to stockholder. |  |  |  |  |  |  |  |  |  | 682 | \$ | (682) (1) |  | -- |
| Selling, general and administrative expenses. |  | 21,364 |  | 3,652 | \$ | (286)(1) |  | 24,730 |  | 9,132 |  | -- |  | 33,862 |
| Depreciation of property and equipment. |  | 183 |  | 2 |  | -- |  | 185 |  | 873 |  | (437)(2) |  | 621 |
| Amortization of goodwill and other intangible assets. |  | 927 |  | 54 |  | $\begin{aligned} & (54)(2) \\ & 136(3) \end{aligned}$ |  | 1,063 |  | 372 |  | $\begin{aligned} & (372)(3) \\ & 1,355(4) \end{aligned}$ |  | 2,418 |
| Operating income................. |  | 7,146 |  | 685 |  | 204 |  | 8,035 |  | 3,134 |  | $\begin{aligned} & 136 \\ & (908)(5) \end{aligned}$ |  | 11,305 |
| Interest expense.. |  | 1,706 |  | 34 |  | 443(4) |  | 2,183 |  | 908 |  | 1,776 (6) |  | 3,959 |
| Amortization of deferred financing costs. |  | 396 |  | -- |  | (5) (5) |  | 391 |  | -- |  | -- |  | 391 |
| Income before income taxes. |  | 5,044 |  | 651 |  | (234) |  | 5,461 |  | 2,226 |  | (732) |  | 6,955 |
| Provision for income taxes. |  | 2,118 |  | 99 |  | 78(6) |  | 2,295 |  | 1,073 |  | (308) (7) |  | 3,060 |
| Net income. | \$ | 2,926 | \$ | 552 | \$ | (312) | \$ | 3,166 | \$ | 1,153 | \$ | (424) | \$ | 3,895 |
| Net income per common share: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted. | \$ | 0.26 |  |  |  |  | \$ | 0.28 |  |  |  |  | \$ | 0.30 |
| Basic. | \$ | 0.30 |  |  |  |  | \$ | 0.32 |  |  |  |  | \$ | 0.34 |
| Common equivalent shares: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted. |  | 11,352 |  |  |  |  |  | 11,352 |  |  |  |  |  | 13, 068 |
| Basic. |  | 9,862 |  |  |  |  |  | 9,862 |  |  |  |  |  | 11,578 |

## GENERAL

On October 14, 1997, the Company completed the acquisition of Westbrae Natural, Inc. ("Westbrae") in a transaction that has been accounted for as a purchase. The cost of the acquisition (including closing costs) and the repayment of the Company's existing Credit Facility with IBJ Schroder bank and Trust Company ("IBJ") and the repayment of Westbrae debt was funded by the New Credit Facility with IBJ providing for a $\$ 30$ million senior term loan and a $\$ 10$ million revolving credit facility.

Details of the pro forma adjustments relating to the acquisition and the financing are set forth below.

PRO FORMA STATEMENT OF INCOME ADJUSTMENTS:
(1) Adjustment to give effect to the reduction of certain costs and expenses associated with the elimination of the principal corporate offices of Westbrae.
(2) Elimination of Westbrae historical amortization of goodwill.
(3) Goodwill amortization with respect to goodwill acquired in the acquisition of Westbrae.
(4) Increase in interest costs resulting from the financing of the Westbrae acquisition.
(5) Adjustment of amortization of financing costs resulting from the New Credit Facility.
(6) Adjustment to historical provision for income taxes to eliminate the effect of net operating loss carryforwards utilized by Westbrae and to adjust income taxes to the expected effective tax rate following acquisition.

NOTES -- ACQUIRED COMPANIES:
GENERAL
On April 24, 1998, Hain executed the Merger Agreement whereby it agreed to acquire all of the outstanding capital stock of AMI and GOE. AMI is a holding company whose two operating subsidiaries are Arrowhead and Terra. DeBoles is a wholly owned subsidiary of Arrowhead. This transaction closed on July 1, 1998.

The consideration paid for the Acquired Companies was $\$ 80$ million, less the assumption of $\$ 20$ million of debt. The pro forma financial statements give effect to the $\$ 40$ million of merger consideration paid through the issuance of Hain Common Stock. Hain borrowed $\$ 40$ million from its bank to fund the balance of the purchase price and to repay $\$ 20$ million of existing debt of the Acquired Companies.

Details of the pro forma adjustments are set forth below.
PRO FORMA BALANCE SHEET ADJUSTMENTS:
(1) Cash of acquired companies utilized to pay down revolving credit.
(2) Adjustment of book amount of property, plant and equipment of acquired companies to estimated fair value at date of acquisition.
(3) Elimination of goodwill of acquired companies at date of acquisition.
(4) Excess of the cost of acquisition of the acquired companies over the fair value of the net tangible assets at date of acquisition.
(5) Elimination of unamortized financing expenses and deferred charges of the acquired companies.
(6) Estimated financing costs to be incurred in connection with the financing of the cash portion of the purchase price of the acquired companies.
(7) Debt of acquired companies at date of acquisition to be paid off with proceeds of new Senior Term Loan financing.
(8) Proceeds of a new Senior Term Loan to be used to finance the cash portion of the purchase price of the acquired companies and to repay existing debt of the acquired companies.
(9) Elimination of equity accounts of acquired companies at date of acquisition.
(10) Portion of purchase price of acquired companies to be paid by the issuance of 1.716 million shares of Hain Common Stock (based on an average fair market value of approximately $\$ 23$ per share).

PRO FORMA STATEMENT OF INCOME ADJUSTMENTS:
(1) Elimination of management fees that will not be applicable following the acquisition.
(2) Adjustment of depreciation expense based on revaluation of fixed assets of the Acquired Companies.
(3) Elimination of historical goodwill amortization of the Acquired Companies.
(4) Goodwill amortization arising from the acquisition of the Acquired Companies.
(5) Elimination of historical interest expense of the Acquired Companies.
(6) Adjustment of historical interest expense to reflect the additional long-term debt and that will be incurred in connection with the acquisition of the Acquired Companies.
(7) Adjustment of income taxes to give effect to the pro forma pretax adjustments, and to adjust for the expected effective income tax rate following acquisition.
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## PRO FORMA FINANCIAL STATEMENT INFORMATION:

The following unaudited combining balance sheet combines the balance sheets of the acquired companies as of the date of their latest interim financial statements included herewith.
combining condensed balance sheets of the acquired companies

## (AMOUNTS IN THOUSANDS)

## (UNAUDITED)

|  | ARROWHEAD <br> April 30, 1998 |  | TERRA <br> April 30, 1998 |  | $\begin{gathered} \text { GOE } \\ \text { March } 31, \\ 1998 \end{gathered}$ |  | COMBINED |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets: |  |  |  |  |  |  |  |  |
| Current Assets: |  |  |  |  |  |  |  |  |
| Cash. |  | \$ 69 | \$ | 70 | \$ | 322 | \$ | 461 |
| Accounts receivable, net |  | 2,038 |  | 1,432 |  | 1,419 |  | 4,889 |
| Inventories. |  | 4,187 |  | 887 |  | 180 |  | 5,254 |
| Other current assets. |  | 493 |  | 285 |  | 247 |  | 1,025 |
| Total current assets. |  | 6,787 |  | 2,674 |  | 2,168 |  | 11,629 |
| Property, plant \& equipment, net. |  | 3,731 |  | 965 |  | 269 |  | 4,965 |
| Intangibles, net of accumulated amortization. |  | -- |  | 10,584 |  | - |  | 10,584 |
| Other assets. |  | 790 |  | 593 |  | 125 |  | 1,508 |
| Total assets. | \$ | 11,308 | \$ | 14,816 | \$ | 2,562 | \$ | 28,686 |
| Liabilities and Stockholders' Equity Current Liabilities: |  |  |  |  |  |  |  |  |
| Accounts payable and accrued expenses. | \$ | 2,061 | \$ | 1,573 | \$ | 1,034 | \$ | 4,668 |
| Current portion of long-term debt. |  | -- |  | 2,285 |  | 7 |  | 2,292 |
| Income taxes payable............. |  | 175 |  | 20 |  | 231 |  | 426 |
| Total current liabilities. |  | 2,236 |  | 3,878 |  | 1,272 |  | 7,386 |
| Long-term debt, less current portion. |  | 3,018 |  | 14,803 |  | 91 |  | 17,912 |
| Deferred income taxes. |  | 415 |  |  |  | 16 |  | 431 |
|  |  | 5,669 |  | 18,681 |  | 1,379 |  | 25,729 |
| Stockholders' Equity: |  |  |  |  |  |  |  |  |
| Common stock.. |  | 1 |  | 1 |  | 436 |  | 438 |
| Paid in Capital. |  | 2,376 |  | 4,822 |  | -- |  | 7,198 |
| Retained earnings/(deficit)(1) |  | 3,262 |  | $(8,688)$ |  | 747 |  | $(4,679)$ |
| Total stockholders' equity. |  | 5,639 |  | $(3,865)$ |  | 1,183 |  | 2,957 |
|  |  | \$ 11,308 | \$ | 14,816 | \$ | 2,562 | \$ | 28,686 |

1) Retained earnings has been reduced by the excess of consideration paid over consideration received, amounting to $\$ 8,855$. See the financial statements of Terra, and the notes thereto, included elsewhere herein.

HISTORICAL COMBINING STATEMENTS OF INCOME OF THE ACQUIRED COMPANIES
FOR THE FISCAL YEAR ENDED JULY 31, 1997
(UNAUDITED)
The following unaudited combining statement of income combines the results of operations of the acquired companies for the fiscal year ended July 31, 1997. The fiscal years of Terra and GOE previously ended on dates other than July 31; consequently the amounts shown below for those companies have been recast to conform with the fiscal year end of Arrowhead which substantially conform to the fiscal year end of Hain, which is June 30.


## EXHIBIT INDEX

Number Description
(2.1) Agreement and Plan of Merger by and between The Hain Food Group, Inc. and Arrowhead Mills, Inc. dated April 24, 1998. (Incorporated by reference to Annex A to the Company's Registration Statement on Forms S-4/S-3, File No. 333-56319).
(2.2) Agreement and Plan of Merger by and between The Hain Food Group, Inc. and Garden of Eatin', Inc. dated April 24, 1998. (Incorporated by reference to Annex B to the Company's Registration Statement on Forms S-4/S-3, File No. 333-56319).
(2.3) First Amendment to Agreement and Plan of Merger by and between The Hain Food Group, Inc and Arrowhead Mills, Inc. dated June 25, 1998. (Incorporated by reference to Exhibit 2.6 to the Company's Registration Statement on Forms S-4/S-3, File No. 333-56319).
(2.4) First Amendment to Agreement and Plan of Merger by and between The Hain Food Group, Inc and Garden of Eatin', Inc. dated June 25, 1998.
(Incorporated by reference to Exhibit 2.5 to the Company's Registration Statement on Forms S-4/S-3, File No. 333-56319).
(2.5) Voting Agreement and Irrevocable Proxy between The Hain Food

Group, Inc. and Alexander Dzieduszycki, The George Dana Sinkler, Jr.
Revocable Living Trust and TSG2 L.P. dated April 24, 1998 (Incorporated by reference to Exhibit 2.3 to the Company's Registration Statement on Form S-4/S-3, File No. 333-56319).
(2.6) Voting Agreement and Irrevocable Proxy between The Hain Food

Group, Inc. and TSG2 L.P. and Al H. Jacobson dated April 24, 1998
(Incorporated by reference to Exhibit 2.4 to the Company's Registration Statement on Form S-4/S-3, File No. 333-56319).
(23.1) Consent of McGinty \& Associates, Independent Auditors.
(23.2) Consent of Katz \& Bloom, LLC, Independent Auditors.
(23.3) Consent of McGladrey \& Pullen, LLP, Independent Auditors.
*(99.1) Press release of the Company dated July 1, 1998.

* Previously filed.


## CONSENT OF INDEPENDENT AUDITORS

We hereby consent to the incorporation of our report, relating to the consolidated financial statements of Arrowhead Mills, Inc., dated October 4, 1996, except for Note 10, as to which the date is June 1, 1998, for the years ended July 31, 1996 and 1995 included in this Form 8-K/A and incorporated by reference in the previously filed Registration Statement of the Hain Food Group, Inc. on Form S-4/S-3 (No. 333-57343) and incorporated by reference in the Registration Statement of the Hain Food Group, Inc. on Form S-3 filed on or about July 20, 1998.

July 20, 1998

## /s/ McGinty \& Associates

McGinty \& Associates

## Consent of Independent Auditors

We hereby consent to the incorporation of our report, relating to the financial statements of Dana Alexander, Inc. dated March 19, 1997 except for Note L, as to which date is June 2, 1997, for the years ended December 31, 1996 and 1995 included in this Form 8-K/A and incorporated by reference in the previously filed Registration Statement of The Hain Food Group, Inc. on Form S-4/S-3 (No. 333-57343) and incorporated by reference in the Registration Statement of the Hain Food Group, Inc. on Form S-3 filed on or about July 20, 1998.

July 20, 1998
/s/ Katz \& Bloom, LLC
Katz \& Bloom, LLC

## CONSENT OF INDEPENDENT ACCOUNTANTS

We hereby consent to the incorporation of our reports, relating to the consolidated financial statements of AMI Operating, Inc., and subsidiaries dated May 27, 1998 and the financial statements of Dana Alexander, Inc., dated May 22, 1998 and the financial statements of Garden of Eatin', Inc., dated May 8, 1998, included in the Form 8-K/A dated July 23, 1998 and incorporated by reference in the previously filed Registration Statement of The Hain Food Group, Inc. on Form S03/S-3 (No. 333-57343) and icnorproated by reference in the Registration Statement of the Hain Food Group, Inc. on Form S-3 filed on or about July 22, 1998.

July 20, 1998
/s/ McGladrey \& Pullen, LLP
McGladrey \& Pullen
Anaheim, California


[^0]:    See Accompanying "Notes to Consolidated Financial Statements"

[^1]:    See Accompanying "Notes to Consolidated Financial Statements"

