

29 August 2002

Manager, Companies  
Australian Stock Exchange  
Exchange Plaza  
2 The Esplanade  
Perth  
WA 6000

Dear Sir

## **Preliminary Final Report**

Attached is the Preliminary Final Report of Fleetwood Corporation Limited for the year ended 30 June 2002.

### **Summary of Performance**

- Revenues up **43%** to **\$167 m.**
- EBITDA up **21%** to **\$19.5 m.**
- EBITA up **33%** to **\$14.8 m.**
- EBIT up **38%** to **\$13.4 m.**
- Operating profit before tax up **64%** to **\$11.2 m.**
- Operating profit after tax up **70%** to **\$7.6 m.**

### **Review of Operations**

Fleetwood generated a record result for the 2002 financial year.

EBIT in the Recreational Vehicles division increased by 43% mainly as a result of strong growth in national caravan sales in Australia and a strong performance by Fleetwood's New Zealand operations.

---

+ See chapter 19 for defined terms.

Occupancy rates in Port Hedland and Karratha continued last years upward trend resulting in EBIT in the Parks division increasing by 30%.

Despite continued weakness in the resource sector the Manufactured Accommodation division increased its EBIT by 42% from commercial activity in other areas. The market for Park Home retirement accommodation rebounded strongly in 2002 after the GST induced slump of the previous year.

Strong cash flows resulted in a significantly improved net debt/equity position of 58% compared to 95% last year. Further debt reduction is planned for the 2003 financial year.

## **Dividend**

A fully franked final dividend of 8 cents per share has been recommended, giving shareholders fully franked dividends for the year of 13 cents, compared to 12 cents last year.

## **Forecast**

Recent contract awards to Fleetwood to provide construction workforce accommodation for the BHP Billiton Mining Area C Project have provided the manufactured accommodation division with a strong start to this financial year.

Continued growth is expected in national caravan sales which will benefit Coromal and Camec.

Expected developments associated with the North West Shelf Gas project will begin to positively impact Fleetwood's Parks and Manufactured Accommodation divisions in 2003.

Yours faithfully



**Greg Tate**  
Managing Director

---

+ See chapter 19 for defined terms.

# Appendix 4B

## Preliminary final report

Introduced 30/6/2002.

Name of entity

**FLEETWOOD CORPORATION LIMITED**

ABN or equivalent company  
reference

**69 009 205 261**

Half yearly  
(tick)

Preliminary  
final (tick)

Financial year ended ('current period')

**30 June 2002**

### For announcement to the market

Extracts from this report for announcement to the market (see note 1).

\$A'000

Revenues from ordinary activities ( <i>item 1.1</i> )	Up	43 %	to	166,695
Profit (loss) from ordinary activities after tax attributable to members ( <i>item 1.22</i> )	Up	70 %	to	7,572
Profit (loss) from extraordinary items after tax attributable to members ( <i>item 2.5(d)</i> )	gain (loss) of			
Net profit (loss) for the period attributable to members ( <i>item 1.11</i> )	Up	70 %	to	7,572
<b>Dividends (distributions)</b>		Amount per security		Franked amount per security
Final dividend ( <i>Preliminary final report only - item 15.4</i> )		8.0 ¢		8.0 ¢
Interim dividend ( <i>Half yearly report only - item 15.6</i> )				
Previous corresponding period ( <i>Preliminary final report - item 15.5; half yearly report - item 15.7</i> )		7.5 ¢		7.5 ¢
+Record date for determining entitlements to the dividend, (in the case of a trust, distribution) (see <i>item 15.2</i> )		<b>11 September 2002</b>		
Brief explanation of any of the figures reported above (see Note 1) and short details of any bonus or cash issue or other item(s) of importance not previously released to the market:				

If this is a half yearly report it is to be read in conjunction with the most recent annual financial report.

+ See chapter 19 for defined terms.

## Condensed consolidated statement of financial performance

	Current period - \$A'000	Previous corresponding period - \$A'000
1.1 Revenues from ordinary activities ( <i>see items 1.23 -1.25</i> )	166,695	116,738
1.2 Expenses from ordinary activities ( <i>see items 1.26 &amp; 1.27</i> )	153,249	106,985
1.3 Borrowing costs	2,249	2,905
1.4 Share of net profits (losses) of associates and joint venture entities ( <i>see item 16.7</i> )		
<b>1.5 Profit (loss) from ordinary activities before tax</b>	<b>11,197</b>	<b>6,848</b>
1.6 Income tax on ordinary activities ( <i>see note 4</i> )	3,625	2,403
<b>1.7 Profit (loss) from ordinary activities after tax</b>	<b>7,572</b>	<b>4,445</b>
1.8 Profit (loss) from extraordinary items after tax ( <i>see item 2.5</i> )		
<b>1.9 Net profit (loss)</b>	<b>7,572</b>	<b>4,445</b>
1.10 Net profit (loss) attributable to outside <sup>+</sup> equity interests		
<b>1.11 Net profit (loss) for the period attributable to members</b>	<b>7,572</b>	<b>4,445</b>
<b>Non-owner transaction changes in equity</b>		
1.12 Increase (decrease) in revaluation reserves		
1.13 Net exchange differences recognised in equity	210	
1.14 Other revenue, expense and initial adjustments recognised directly in equity (attach details)		
1.15 Initial adjustments from UIG transitional provisions		
1.16 Total transactions and adjustments recognised directly in equity (items 1.12 to 1.15)	210	
<b>1.17 Total changes in equity not resulting from transactions with owners as owners</b>	<b>7,782</b>	<b>4,445</b>

<b>Earnings per security (EPS)</b>	Current period	Previous corresponding period
1.18 Basic EPS	20.9c	12.8c
1.19 Diluted EPS	20.5c	12.8c

+ See chapter 19 for defined terms.

## Notes to the condensed consolidated statement of financial performance

### Profit (loss) from ordinary activities attributable to members

	Current period - \$A'000	Previous corresponding period - \$A'000
1.20 Profit (loss) from ordinary activities after tax ( <i>item 1.7</i> )	7,572	4,445
1.21 Less (plus) outside <sup>+</sup> equity interests		
<b>1.22 Profit (loss) from ordinary activities after tax, attributable to members</b>	<b>7,572</b>	<b>4,445</b>

### Revenue and expenses from ordinary activities (*see note 15*)

	Current period - \$A'000	Previous corresponding period - \$A'000
1.23 Revenue from sales or services	137,913	98,002
1.24 Interest revenue	333	319
1.25 Other relevant revenue – Rental Revenue	20,520	16,643
- Other Revenue	7,929	1,774
1.26 Details of relevant expenses:		
Materials Used	86,512	63,977
Sub-Contract Labour	6,841	3,550
Employee Expenses	20,012	18,109
Other Expenses from Ordinary Activity	35,243	16,311
1.27 Depreciation and amortisation excluding amortisation of intangibles ( <i>see item 2.3</i> )	4,641	5,038
<b>Capitalised outlays</b>		
1.28 Interest costs capitalised in asset values		
1.29 Outlays capitalised in intangibles (unless arising from an <sup>+</sup> acquisition of a business)		

+ See chapter 19 for defined terms.

## Consolidated retained profits

	Current period - \$A'000	Previous corresponding period - \$A'000
1.30 Retained profits (accumulated losses) at the beginning of the financial period	2,181	2,003
1.31 Net profit (loss) attributable to members (item 1.11)	7,572	4,445
1.32 Net transfers from (to) reserves (details if material)		
1.33 Net effect of changes in accounting policies		
1.34 Dividends and other equity distributions paid or payable	4,760	4,267
<b>1.35 Retained profits (accumulated losses) at end of financial period</b>	<b>4,993</b>	<b>2,181</b>

## Intangible and extraordinary items

	Consolidated - current period			
	Before tax \$A'000  (a)	Related tax \$A'000  (b)	Related outside +equity interests \$A'000  (c)	Amount (after tax) attributable to members \$A'000  (d)
2.1 Amortisation of goodwill	1,376	-	-	1,376
2.2 Amortisation of other intangibles	-	-	-	-
<b>2.3 Total amortisation of intangibles</b>	<b>1,376</b>	<b>-</b>	<b>-</b>	<b>1,376</b>
2.4 Extraordinary items (details)				
<b>2.5 Total extraordinary items</b>				

## Comparison of half year profits

(Preliminary final report only)

	Current year - \$A'000	Previous year - \$A'000
3.1 Consolidated profit (loss) from ordinary activities after tax attributable to members reported for the 1st half year (item 1.22 in the half yearly report)	3,629	1,402
3.2 Consolidated profit (loss) from ordinary activities after tax attributable to members for the 2nd half year	3,943	3,043

+ See chapter 19 for defined terms.

<b>Condensed consolidated statement of financial position</b>		At end of current period \$A'000	As shown in last annual report \$A'000	As in last half yearly report \$A'000
<b>Current assets</b>				
4.1	Cash	4,972	554	2,232
4.2	Receivables	19,715	23,268	18,066
4.3	Investments			
4.4	Inventories	19,133	20,402	19,848
4.5	Tax assets			
4.6	Other (provide details if material)		5,464	2,916
<b>4.7</b>	<b>Total current assets</b>	<b>43,820</b>	<b>49,688</b>	<b>43,062</b>
<b>Non-current assets</b>				
4.8	Receivables	659	668	673
4.9	Investments (equity accounted)			
4.10	Other investments			
4.11	Inventories			
4.12	Exploration and evaluation expenditure capitalised (see para .71 of AASB 1022)			
4.13	Development properties (+mining entities)			
4.14	Other property, plant and equipment (net)	44,225	37,493	41,335
4.15	Intangibles (net)	23,098	23,466	23,553
4.16	Tax assets	615	496	538
4.17	Other (provide details if material)			
<b>4.18</b>	<b>Total non-current assets</b>	<b>68,597</b>	<b>62,123</b>	<b>66,099</b>
<b>4.19</b>	<b>Total assets</b>	<b>112,417</b>	<b>111,811</b>	<b>109,161</b>
<b>Current liabilities</b>				
4.20	Payables	19,296	17,087	16,059
4.21	Interest bearing liabilities	223	4,246	3,388
4.22	Tax liabilities	3,726		
4.23	Provisions exc. tax liabilities	4,565	4,007	5,365
4.24	Other (provide details if material)			
<b>4.25</b>	<b>Total current liabilities</b>	<b>27,810</b>	<b>25,340</b>	<b>24,812</b>
<b>Non-current liabilities</b>				
4.26	Payables			
4.27	Interest bearing liabilities	33,053	38,031	34,682
4.28	Tax liabilities	2,694	4,276	2,620
4.29	Provisions exc. tax liabilities	424	327	386
4.30	Other (provide details if material)			
<b>4.31</b>	<b>Total non-current liabilities</b>	<b>36,171</b>	<b>42,634</b>	<b>37,688</b>
<b>4.32</b>	<b>Total liabilities</b>	<b>63,981</b>	<b>67,974</b>	<b>62,500</b>
<b>4.33</b>	<b>Net assets</b>	<b>48,436</b>	<b>43,837</b>	<b>46,661</b>

+ See chapter 19 for defined terms.

### Condensed consolidated statement of financial position continued

Equity				
4.34	Capital/contributed equity	43,233	41,656	42,631
4.35	Reserves	210	-	42
4.36	Retained profits (accumulated losses)	4,993	2,181	3,988
<b>4.37</b>	<b>Equity attributable to members of the parent entity</b>	<b>48,436</b>	<b>43,837</b>	<b>46,661</b>
4.38	Outside <sup>†</sup> equity interests in controlled entities			
<b>4.39</b>	<b>Total equity</b>	<b>48,436</b>	<b>43,837</b>	<b>46,661</b>
4.40	Preference capital included as part of 4.37			

### Notes to the condensed consolidated statement of financial position

#### Exploration and evaluation expenditure capitalised

(To be completed only by entities with mining interests if amounts are material. Include all expenditure incurred.)

	Current period \$A'000	Previous corresponding period - \$A'000
5.1	Opening balance	
5.2	Expenditure incurred during current period	
5.3	Expenditure written off during current period	
5.4	Acquisitions, disposals, revaluation increments, etc.	
5.5	Expenditure transferred to Development Properties	
<b>5.6</b>	<b>Closing balance as shown in the consolidated balance sheet (item 4.12)</b>	

#### Development properties

(To be completed only by entities with mining interests if amounts are material)

	Current period \$A'000	Previous corresponding period - \$A'000
6.1	Opening balance	
6.2	Expenditure incurred during current period	
6.3	Expenditure transferred from exploration and evaluation	
6.4	Expenditure written off during current period	
6.5	Acquisitions, disposals, revaluation increments, etc.	
6.6	Expenditure transferred to mine properties	
<b>6.7</b>	<b>Closing balance as shown in the consolidated balance sheet (item 4.13)</b>	

+ See chapter 19 for defined terms.

## Condensed consolidated statement of cash flows

	Current period \$A'000	Previous corresponding period - \$A'000
<b>Cash flows related to operating activities</b>		
7.1 Receipts from customers	180,654	112,251
7.2 Payments to suppliers and employees	(152,054)	(103,748)
7.3 Dividends received from associates		
7.4 Other dividends received		
7.5 Interest and other items of similar nature received	333	317
7.6 Interest and other costs of finance paid	(2,249)	(2,905)
7.7 Income taxes paid	(878)	(3,306)
7.8 Other (provide details if material)		
<b>7.9 Net operating cash flows</b>	<b>25,806</b>	<b>2,609</b>
<b>Cash flows related to investing activities</b>		
7.10 Payment for purchases of property, plant and equipment	(14,824)	(5,487)
7.11 Proceeds from sale of property, plant and equipment	7,929	1,945
7.12 Payment for purchases of equity investments	(2,464)	(8,916)
7.13 Proceeds from sale of equity investments		
7.14 Loans to other entities		
7.15 Loans repaid by other entities		
7.16 Other (provide details if material)		
<b>7.17 Net investing cash flows</b>	<b>(9,359)</b>	<b>(12,458)</b>
<b>Cash flows related to financing activities</b>		
7.18 Proceeds from issues of <sup>+</sup> securities (shares, options, etc.)	202	50
7.19 Proceeds from borrowings		22,750
7.20 Repayment of borrowings	(9,109)	(12,038)
7.21 Dividends paid	(3,122)	(2,417)
7.22 Other (provide details if material)		
<b>7.23 Net financing cash flows</b>	<b>(12,029)</b>	<b>8,347</b>
<b>7.24 Net increase (decrease) in cash held</b>	<b>4,418</b>	<b>(1,504)</b>
7.25 Cash at beginning of period (see <i>Reconciliation of cash</i> )	554	2,058
7.26 Exchange rate adjustments to item 7.25.		
<b>7.27 Cash at end of period</b> (see <i>Reconciliation of cash</i> )	<b>4,972</b>	<b>554</b>

## Non-cash financing and investing activities

Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows are as follows. ( *If an amount is quantified, show comparative amount.* )

--

+ See chapter 19 for defined terms.

## Reconciliation of cash

Reconciliation of cash at the end of the period (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.	Current period \$A'000	Previous corresponding period - \$A'000
8.1 Cash on hand and at bank	4,972	554
8.2 Deposits at call		
8.3 Bank overdraft		
8.4 Other (provide details)		
<b>8.5 Total cash at end of period (item 7.27)</b>	<b>4,972</b>	<b>554</b>

## Other notes to the condensed financial statements

Ratios	Current period	Previous corresponding period
9.1 <b>Profit before tax / revenue</b> Consolidated profit (loss) from ordinary activities before tax (item 1.5) as a percentage of revenue (item 1.1)	7%	6%
9.2 <b>Profit after tax / +equity interests</b> Consolidated net profit (loss) from ordinary activities after tax attributable to members (item 1.11) as a percentage of equity (similarly attributable) at the end of the period (item 4.37)	16%	10%

## Earnings per security (EPS)

10. Details of basic and diluted EPS reported separately in accordance with paragraph 9 and 18 of AASB 1027: *Earnings Per Share* are as follows.

Numerator for EPS and diluted EPS is \$7,572,615 Weighted average number shares used for basic EPS 36,194,903, diluted EPS 37,024,443
--

NTA backing (see note 7)	Current period	Previous corresponding period
11.1 Net tangible asset backing per +ordinary security	69c	57c

## Discontinuing Operations

(Entities must report a description of any significant activities or events relating to discontinuing operations in accordance with paragraph 7.5 (g) of AASB 1029: *Interim Financial Reporting*, or, the details of discontinuing operations they have disclosed in their accounts in accordance with AASB 1042: *Discontinuing Operations* (see note 17).)

### 12.1 Discontinuing Operations

--

+ See chapter 19 for defined terms.

## Control gained over entities having material effect

13.1 Name of entity (or group of entities)	Serada Limited
13.2 Consolidated profit (loss) from ordinary activities and extraordinary items after tax of the controlled entity (or group of entities) since the date in the current period on which control was <sup>+</sup> acquired	\$539,042
13.3 Date from which such profit has been calculated	1 July 2001
13.4 Profit (loss) from ordinary activities and extraordinary items after tax of the controlled entity (or group of entities) for the whole of the previous corresponding period	Not Available

## Loss of control of entities having material effect

14.1 Name of entity (or group of entities)	
14.2 Consolidated profit (loss) from ordinary activities and extraordinary items after tax of the controlled entity (or group of entities) for the current period to the date of loss of control	\$
14.3 Date to which the profit (loss) in item 14.2 has been calculated	
14.4 Consolidated profit (loss) from ordinary activities and extraordinary items after tax of the controlled entity (or group of entities) while controlled during the whole of the previous corresponding period	\$
14.5 Contribution to consolidated profit (loss) from ordinary activities and extraordinary items from sale of interest leading to loss of control	\$

## Dividends (in the case of a trust, distributions)

15.1 Date the dividend (distribution) is payable	29 November 2002
15.2 <sup>+</sup> Record date to determine entitlements to the dividend (distribution) (ie, on the basis of proper instruments of transfer received by 5.00 pm if <sup>+</sup> securities are not <sup>+</sup> CHES approved, or security holding balances established by 5.00 pm or such later time permitted by SCH Business Rules if <sup>+</sup> securities are <sup>+</sup> CHES approved)	11 September 2002
15.3 If it is a final dividend, has it been declared? (Preliminary final report only)	Yes

<sup>+</sup> See chapter 19 for defined terms.

### Amount per security

		Amount per security	Franked amount per security at % tax (see note 4)	Amount per security of foreign source dividend
15.4	<i>(Preliminary final report only)</i> <b>Final dividend:</b> Current year	8.0 ¢	8.0 ¢	nil
	Previous year	7.5 ¢	7.5 ¢	nil
15.6	<i>(Half yearly and preliminary final reports)</i> <b>Interim dividend:</b> Current year	5.0 ¢	5.0 ¢	nil
	Previous year	4.5 ¢	4.5 ¢	nil

### Total dividend (distribution) per security (interim *plus* final)

(Preliminary final report only)

	Current year	Previous year
15.8 +Ordinary securities	13 ¢	12 ¢
15.9 Preference +securities	¢	¢

### Preliminary final report - final dividend (distribution) on all securities

	Current period \$A'000	Previous corresponding period - \$A'000
15.10 +Ordinary securities <i>(each class separately)</i>	2,942	2,680
15.11 Preference +securities <i>(each class separately)</i>		
15.12 Other equity instruments <i>(each class separately)</i>		
<b>15.13 Total</b>	<b>2,942</b>	<b>2,680</b>

The +dividend or distribution plans shown below are in operation.

Dividend reinvestment plan which offers a 5% discount

The last date(s) for receipt of election notices for the +dividend or distribution plans

**11 September 2002**

Any other disclosures in relation to dividends (distributions). *(For half-yearly reports, provide details in accordance with paragraph 7.5(d) of AASB 1029 Interim Financial Reporting)*

+ See chapter 19 for defined terms.

During the current period 874,631 shares were issued pursuant to the dividend reinvestment plan for a total value of \$1,374,844

### Details of aggregate share of profits (losses) of associates and joint venture entities

Group's share of associates' and joint venture entities':	Current period \$A'000	Previous corresponding period - \$A'000
16.1 Profit (loss) from ordinary activities before tax		
16.2 Income tax on ordinary activities		
<b>16.3 Profit (loss) from ordinary activities after tax</b>		
16.4 Extraordinary items net of tax		
<b>16.5 Net profit (loss)</b>		
16.6 Adjustments		
<b>16.7 Share of net profit (loss) of associates and joint venture entities</b>		

### Material interests in entities which are not controlled entities

The economic entity has an interest (that is material to it) in the following entities. *(If the interest was acquired or disposed of during either the current or previous corresponding period, indicate date of acquisition ("from dd/mm/yy") or disposal ("to dd/mm/yy").)*

Name of entity	Percentage of ownership interest held at end of period or date of disposal		Contribution to net profit (loss) (item 1.9)	
	Current period	Previous corresponding period	Current period \$A'000	Previous corresponding period - \$A'000
<b>17.1 Equity accounted associates and joint venture entities</b>				
<b>17.2 Total</b>				
17.3 Other material interests				
<b>17.4 Total</b>				

+ See chapter 19 for defined terms.

## Issued and quoted securities at end of current period

(Description must include rate of interest and any redemption or conversion rights together with prices and dates)

Category of +securities	Total number	Number quoted	Issue price per security (see note 14) (cents)	Amount paid up per security (see note 14) (cents)
<b>18.1 Preference +securities</b> (description)				
18.2 Changes during current period (a) Increases through issues (b) Decreases through returns of capital, buybacks, redemptions				
<b>18.3 +Ordinary securities</b>	36,778,694	36,778,694		
18.4 Changes during current period (a) Increases through issues (b) Decreases through returns of capital, buybacks	1,049,948	1,049,948		
<b>18.5 +Convertible debt securities</b> (description and conversion factor)				
18.6 Changes during current period (a) Increases through issues (b) Decreases through securities matured, converted				
<b>18.7 Options</b> (description and conversion factor)			<i>Exercise price</i>	<i>Expiry date (if any)</i>
	229,795		1.85	31/10/02
	118,250		0.96	31/10/03
	1,087,063		1.28	31/10/04
	368,375		1.12	31/10/05
	388,350		1.12	31/10/06
18.8 Issued during current period	414,350		1.12	31/10/06
18.9 Exercised during current period	12,705		1.85	31/10/02
	105,000		0.96	31/10/03
	35,487		1.28	31/10/04
	22,125		1.12	31/10/05
18.10 Expired during current period	206,000		1.75	30/10/01

+ See chapter 19 for defined terms.

<p><b>18.11 Debentures</b> <i>(description)</i></p> <p>18.12 Changes during current period  (a) Increases through issues  (b) Decreases through securities matured, converted</p>		
<p><b>18.13 Unsecured notes</b> <i>(description)</i></p> <p>18.14 Changes during current period  (a) Increases through issues  (b) Decreases through securities matured, converted</p>		

+ See chapter 19 for defined terms.

## Segment reporting

### Primary reporting

#### Business segments

The consolidated entity comprises the following main business segments, based on the consolidated entity's management reporting system.

Divisions	Products / Services
Recreational Vehicles	Manufacture and sale of caravans, parts and accessories, rental of recreation vehicles
Parks	Operation of caravan parks
Manufactured Accommodation	Design, manufacture, sale and rental of park homes and portables buildings

Inter-segment pricing is determined on an arms length basis.

Divisions	Segment assets		Acquisitions of non-current assets		Segment liabilities	
	2002 \$ '000	2001 \$ '000	2002 \$ '000	2001 \$ '000	2002 \$ '000	2001 \$ '000
Recreational Vehicles	57,259	56,235	5,482	9,873	15,000	12,283
Parks	18,073	19,898	933	1,159	1,640	1,040
Manufactured Accommodation	30,236	32,481	8,271	2,753	10,454	8,984
Unallocated	6,850	3,197	292	42	36,887	45,667
	<b>112,418</b>	<b>111,811</b>	<b>14,978</b>	<b>13,827</b>	<b>63,981</b>	<b>67,974</b>

Divisions	Operating revenue		Depreciation & amortisation		Earnings before interest & tax	
	2002 \$ '000	2001 \$ '000	2002 \$ '000	2001 \$ '000	2002 \$ '000	2001 \$ '000
Recreational Vehicles	101,941	75,989	3,122	3,594	7,761	5,549
Parks	9,075	6,602	837	943	2,407	1,847
Manufactured Accommodation	55,335	33,753	1,772	1,518	5,097	3,589
Unallocated	344	394	286	304	(1,819)	(1,232)
	<b>166,695</b>	<b>116,738</b>	<b>6,017</b>	<b>6,359</b>	<b>13,446</b>	<b>9,753</b>
Interest expense					(2,249)	(2,905)
<b>Profit from ordinary activities before tax</b>					<b>11,197</b>	<b>6,848</b>
Income tax expense					(3,625)	(2,403)
<b>Profit from ordinary activities after tax</b>					<b>7,572</b>	<b>4,445</b>

+ See chapter 19 for defined terms.

## Secondary reporting

### Geographical segments

Geographical segment assets and revenue are based on locations of assets and customers respectively. The consolidated entity's business segments operate geographically as follows:

Australia Operations in all States and Territories except Tasmania  
New Zealand Operations in Auckland and Christchurch

	Segment assets		Acquisitions of non-current assets		Operating revenue	
	2002 \$ '000	2001 \$ '000	2002 \$ '000	2001 \$ '000	2002 \$ '000	2001 \$ '000
Australia	106,777	109,446	11,347	13,691	156,665	114,320
New Zealand	5,641	2,365	3,631	136	10,030	2,418
	<b>112,418</b>	111,811	<b>14,978</b>	13,827	<b>166,695</b>	116,738

### Comments by directors

(Comments on the following matters are required by ASX or, in relation to the half yearly report, by *AASB 1029: Interim Financial Reporting*. The comments do not take the place of the directors' report and statement (as required by the Corporations Act) and may be incorporated into the directors' report and statement. For both half yearly and preliminary final reports, if there are no comments in a section, state NIL. If there is insufficient space to comment, attach notes to this report.)

### Basis of financial report preparation

19.2 Material factors affecting the revenues and expenses of the economic entity for the current period. In a half yearly report, provide explanatory comments about any seasonal or irregular factors affecting operations.

19.3 A description of each event since the end of the current period which has had a material effect and which is not already reported elsewhere in this Appendix or in attachments, with financial effect quantified (if possible).

+ See chapter 19 for defined terms.

19.4 Franking credits available and prospects for paying fully or partly franked dividends for at least the next year.

Franking credits available 10,799,076  
Future dividends will be 100% franked

19.5 Unless disclosed below, the accounting policies, estimation methods and measurement bases used in this report are the same as those used in the last annual report. Any changes in accounting policies, estimation methods and measurement bases since the last annual report are disclosed as follows. (Disclose changes and differences in the half yearly report in accordance with *AASB 1029: Interim Financial Reporting*. Disclose changes in accounting policies in the preliminary final report in accordance with *AASB 1001: Accounting Policies-Disclosure*).

19.6 Revisions in estimates of amounts reported in previous interim periods. For half yearly reports the nature and amount of revisions in estimates of amounts reported in previous +annual reports if those revisions have a material effect in this half year.

19.7 Changes in contingent liabilities or assets. For half yearly reports, changes in contingent liabilities and contingent assets since the last + annual report.

## Additional disclosure for trusts

20.1 Number of units held by the management company or responsible entity or their related parties.

20.2 A statement of the fees and commissions payable to the management company or responsible entity.

Identify:

- initial service charges
- management fees
- other fees

+ See chapter 19 for defined terms.

## Annual meeting

(Preliminary final report only)

The annual meeting will be held as follows:

Place	To be advised
Date	To be advised
Time	To be advised
Approximate date the +annual report will be available	14 October 2002

## Compliance statement

- 1 This report has been prepared in accordance with AASB Standards, other AASB authoritative pronouncements and Urgent Issues Group Consensus Views or other standards acceptable to ASX (see note 12).

Identify other standards used

- 2 This report, and the +accounts upon which the report is based (if separate), use the same accounting policies.
- 3 This report does give a true and fair view of the matters disclosed (see note 2).
- 4 This report is based on +accounts to which one of the following applies.
- |                          |   |                                     |   |
|--------------------------|---|-------------------------------------|---|
| <input type="checkbox"/> | The +accounts have been audited.  | <input type="checkbox"/>            | The +accounts have been subject to review.                  |
| <input type="checkbox"/> | The +accounts are in the process of being audited or subject to review. | <input checked="" type="checkbox"/> | The +accounts have <i>not</i> yet been audited or reviewed. |
- 5 If the audit report or review by the auditor is not attached, details of any qualifications will follow immediately they are available\*. (*Half yearly report only - the audit report or review by the auditor must be attached to this report if this report is to satisfy the requirements of the Corporations Act.*)
- 6 The entity does not have\* a formally constituted audit committee.

Sign here: .....  
(Director)

Date: 28/08/2002

Print name: Greg Tate

+ See chapter 19 for defined terms.

---

## Notes

1. **For announcement to the market** The percentage changes referred to in this section are the percentage changes calculated by comparing the current period's figures with those for the previous corresponding period. Do not show percentage changes if the change is from profit to loss or loss to profit, but still show whether the change was up or down. If changes in accounting policies or procedures have had a material effect on reported figures, do not show either directional or percentage changes in profits. Explain the reason for the omissions in the note at the end of the announcement section. Entities are encouraged to attach notes or fuller explanations of any significant changes to any of the items in page 1. The area at the end of the announcement section can be used to provide a cross reference to any such attachment.
2. **True and fair view** If this report does not give a true and fair view of a matter (for example, because compliance with an Accounting Standard is required) the entity must attach a note providing additional information and explanations to give a true and fair view.
3. **Condensed consolidated statement of financial performance**
  - Item 1.1 The definition of "revenue" and an explanation of "ordinary activities" are set out in *AASB 1004: Revenue*, and *AASB 1018: Statement of Financial Performance*.
  - Item 1.6 This item refers to the total tax attributable to the amount shown in item 1.5. Tax includes income tax and capital gains tax (if any) but excludes taxes treated as expenses from ordinary activities (eg, fringe benefits tax).
4. **Income tax** If the amount provided for income tax in this report differs (or would differ but for compensatory items) by more than 15% from the amount of income tax *prima facie* payable on the profit before tax, the entity must explain in a note the major items responsible for the difference and their amounts. The rate of tax applicable to the franking amount per dividend should be inserted in the heading for the column "Franked amount per security at % tax" for items 15.4 to 15.7.
5. **Condensed consolidated statement of financial position**

**Format** The format of the consolidated statement of financial position should be followed as closely as possible. However, additional items may be added if greater clarity of exposition will be achieved, provided the disclosure still meets the requirements of *AASB 1029: Interim Financial Reporting*, and *AASB 1040: Statement of Financial Position*. Also, banking institutions, trusts and financial institutions may substitute a clear liquidity ranking for the Current/Non-Current classification.

**Basis of revaluation** If there has been a material revaluation of non-current assets (including investments) since the last <sup>+</sup>annual report, the entity must describe the basis of revaluation adopted. The description must meet the requirements of *AASB 1010: Accounting for the Revaluation of Non-Current Assets*. If the entity has adopted a procedure of regular revaluation, the basis for which has been disclosed and has not changed, no additional disclosure is required.

---

+ See chapter 19 for defined terms.

6. **Condensed consolidated statement of cash flows** For definitions of “cash” and other terms used in this report see *AASB 1026: Statement of Cash Flows*. Entities should follow the form as closely as possible, but variations are permitted if the directors (in the case of a trust, the management company) believe that this presentation is inappropriate. However, the presentation adopted must meet the requirements of *AASB 1026*. +Mining exploration entities may use the form of cash flow statement in Appendix 5B.
7. **Net tangible asset backing** Net tangible assets are determined by deducting from total tangible assets all claims on those assets ranking ahead of the +ordinary securities (ie, all liabilities, preference shares, outside +equity interests etc). +Mining entities are *not* required to state a net tangible asset backing per +ordinary security.
8. **Gain and loss of control over entities** The gain or loss must be disclosed if it has a material effect on the +accounts. Details must include the contribution for each gain or loss that increased or decreased the entity’s consolidated profit (loss) from ordinary activities and extraordinary items after tax by more than 5% compared to the previous corresponding period.
9. **Rounding of figures** This report anticipates that the information required is given to the nearest \$1,000. If an entity reports exact figures, the \$A’000 headings must be amended. If an entity qualifies under ASIC Class Order 98/0100 dated 10 July 1998, it may report to the nearest million dollars, or to the nearest \$100,000, and the \$A’000 headings must be amended.
10. **Comparative figures** Comparative figures are to be presented in accordance with *AASB 1018* or *AASB 1029 Interim Financial Reporting* as appropriate and are the unadjusted figures from the latest annual or half year report as appropriate. However, if an adjustment has been made in accordance with an accounting standard or other reason or if there is a lack of comparability, a note explaining the position should be attached. For the statement of financial performance, *AASB 1029 Interim Financial Reporting* requires information on a year to date basis in addition to the current interim period. Normally an Appendix 4B to which *AASB 1029 Interim Financial Reporting* applies would be for the half-year and consequently the information in the current period is also the year to date. If an Appendix 4B Half yearly version is produced for an additional interim period (eg because of a change of reporting period), the entity must provide the year to date information and comparatives required by *AASB 1029 Interim Financial Reporting*. This should be in the form of a multi-column version of the consolidated statement of financial performance as an attachment to the additional Appendix 4B.
11. **Additional information** An entity may disclose additional information about any matter, and must do so if the information is material to an understanding of the reports. The information may be an expansion of the material contained in this report, or contained in a note attached to the report. The requirement under the listing rules for an entity to complete this report does not prevent the entity issuing reports more frequently. Additional material lodged with the +ASIC under the Corporations Act must also be given to ASX. For example, a director’s report and declaration, if lodged with the +ASIC, must be given to ASX.
12. **Accounting Standards** ASX will accept, for example, the use of International Accounting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if one exists) must be complied with.

---

+ See chapter 19 for defined terms.

13. **Corporations Act financial statements** This report may be able to be used by an entity required to comply with the Corporations Act as part of its half-year financial statements if prepared in accordance with Australian Accounting Standards.
14. **Issued and quoted securities** The issue price and amount paid up is not required in items 18.1 and 18.3 for fully paid securities.
15. **Details of expenses** *AASB 1018* requires disclosure of expenses from ordinary activities according to either their nature or function. For foreign entities, there are similar requirements in other accounting standards accepted by ASX. *AASB ED 105* clarifies that the disclosures required by *AASB 1018* must be either *all* according to nature or *all* according to function. Entities must disclose details of expenses using the layout (by nature or function) employed in their <sup>+</sup>accounts.

The information in lines 1.23 to 1.27 may be provided in an attachment to Appendix 4B.

**Relevant Items** *AASB 1018* requires the separate disclosure of specific revenues and expenses which are not extraordinary but which are of a size, nature or incidence that disclosure is *relevant* in explaining the financial performance of the reporting entity. The term “relevance” is defined in *AASB 1018*. There is an equivalent requirement in *AASB 1029: Interim Financial Reporting*. For foreign entities, there are similar requirements in other accounting standards accepted by ASX.

16. **Dollars** If reporting is not in A\$, all references to \$A must be changed to the reporting currency. If reporting is not in thousands of dollars, all references to “000” must be changed to the reporting value.
17. Discontinuing operations

*Half yearly report*

All entities must provide the information required in paragraph 12 for half years beginning on or after 1 July 2001.

*Preliminary final report*

Entities must either provide a description of any significant activities or events relating to discontinuing operations equivalent to that required by paragraph 7.5 (g) of *AASB 1029: Interim Financial Reporting*, or, the details of discontinuing operations they are required to disclose in their <sup>+</sup>accounts in accordance with *AASB 1042 Discontinuing Operations*.

In any case the information may be provided as an attachment to this Appendix 4B.

18. **Format**

This form is a Word document but an entity can re-format the document into Excel or similar applications for submission to the Companies Announcements Office in ASX.

---

+ See chapter 19 for defined terms.