

Wrightson Limited

Earnings Announcement Six months to 31 December 2003

John Palmer
Chairman

Allan Freeth
Managing Director



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CHAIRMAN'S OVERVIEW



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FINANCIAL HIGHLIGHTS

- **EBIT of \$4.6 million (previously \$6.8m)**
 - Includes \$0.7 of Genesis equity accounted loss
- **NPAT of \$2.7 million (previously \$4.1m)**
- **2.5 cents per share interim dividend (previously 3.5)**
- **Conservative balance sheet**



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GEOGRAPHIC IMPACTS

New Zealand

\$3.4m

- Difficult trading conditions

Australia

\$(0.5)m

- 85% of sales in second half

Uruguay

\$(0.2)m

- Improved performance

NET EARNINGS

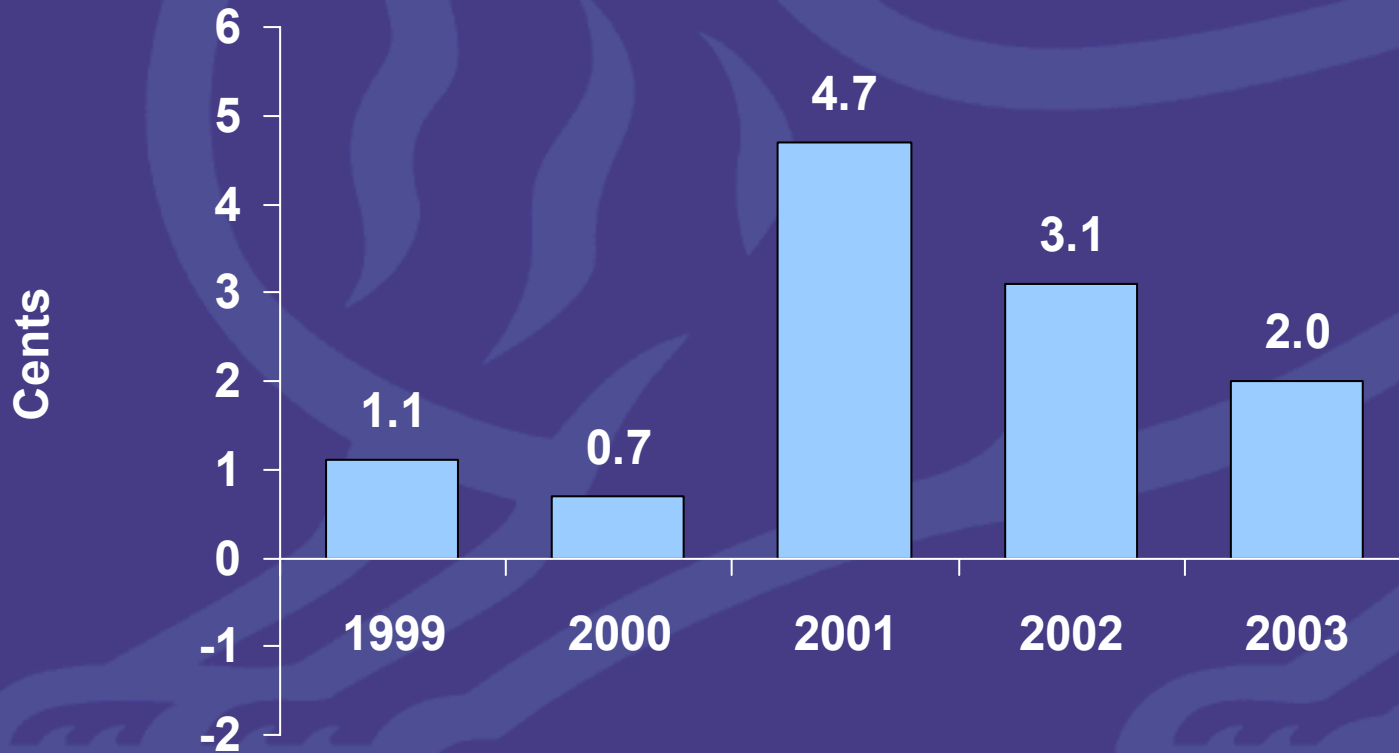
—————
\$2.7m profit



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EARNINGS PER SHARE

Six months to December
(Cents)

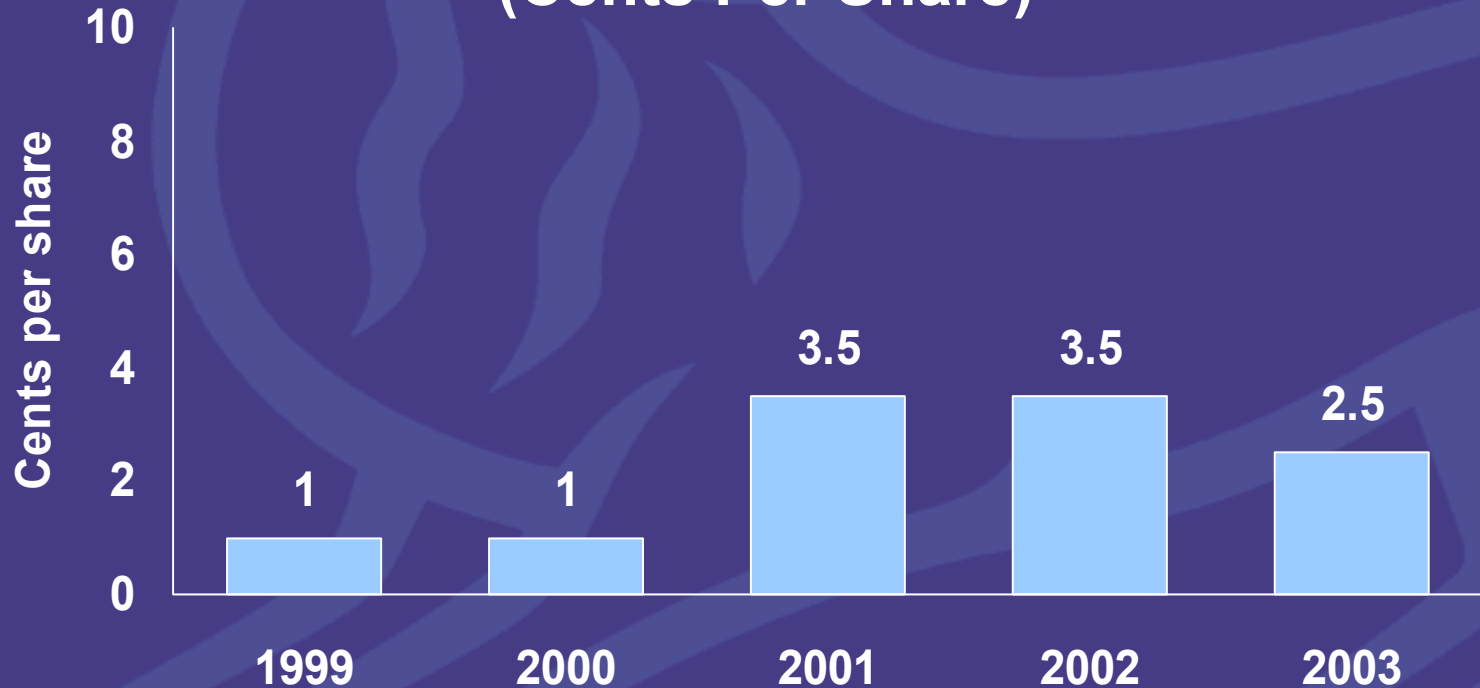


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INTERIM DIVIDENDS

Six months to December

(Cents Per Share)



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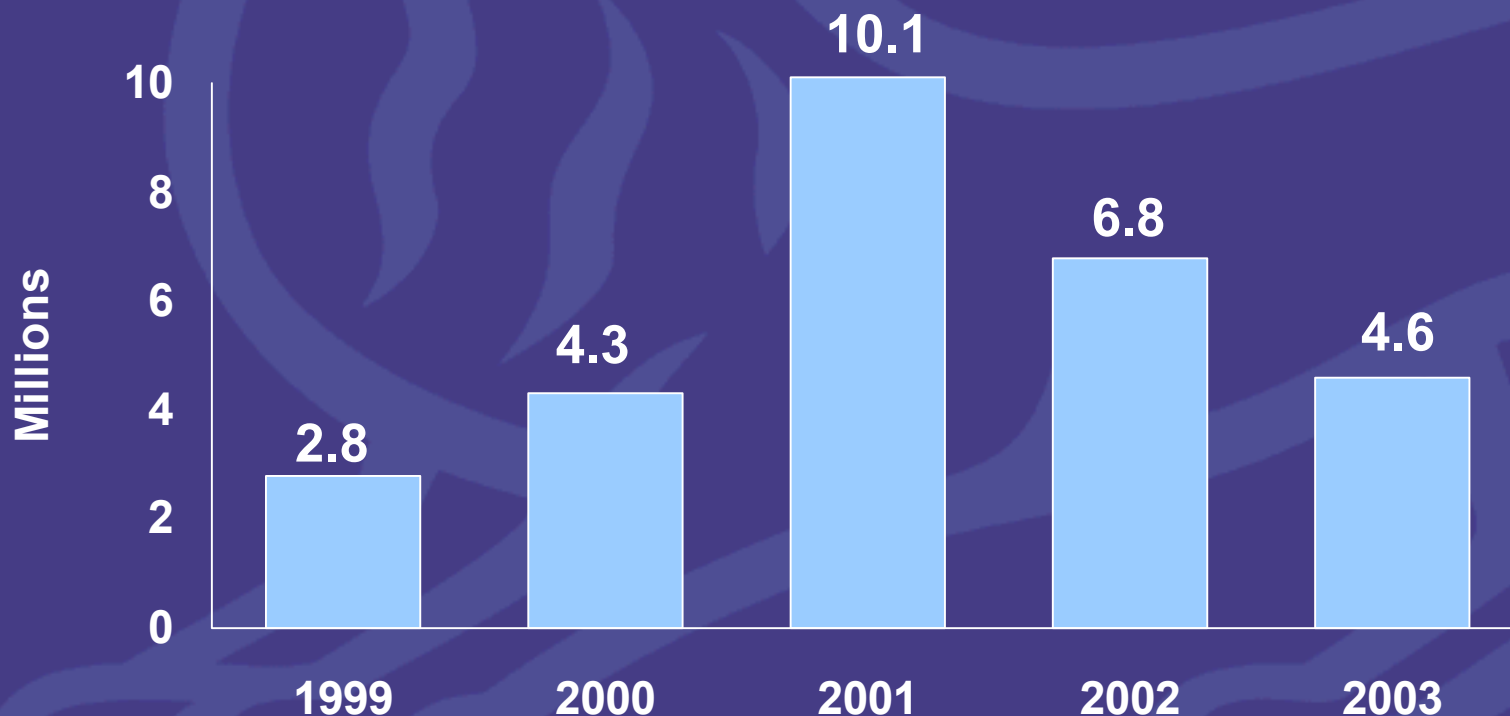
MANAGING DIRECTOR'S REVIEW



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EARNINGS BEFORE INTEREST AND TAX

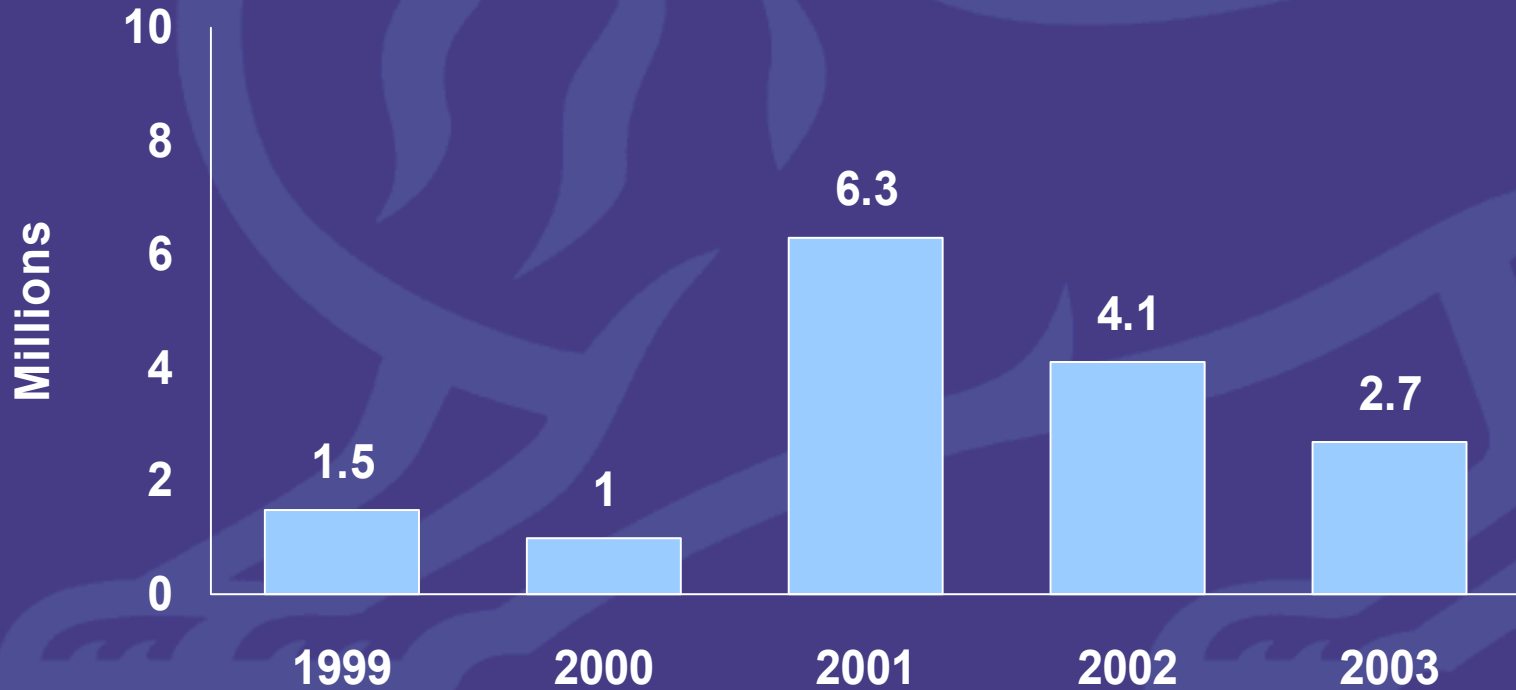
6 months to 31 December



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NET PROFIT AFTER TAX

GROUP REPORTED NPAT
6 months to 31 December



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GROUP EBIT BEFORE EQUITY SHARE OF GENESIS LOSS

6 months to 31 December

	2003	2002	% Change
Reported EBIT	\$4.6m	\$6.8m	- 32%
<u>Add back:</u>			
Genesis loss	\$0.7m	-	
Comparable EBIT	\$5.4m	\$6.8m	- 21%



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BUSINESS UNIT PERFORMANCE

Six months to December 2003

\$ millions

EBIT

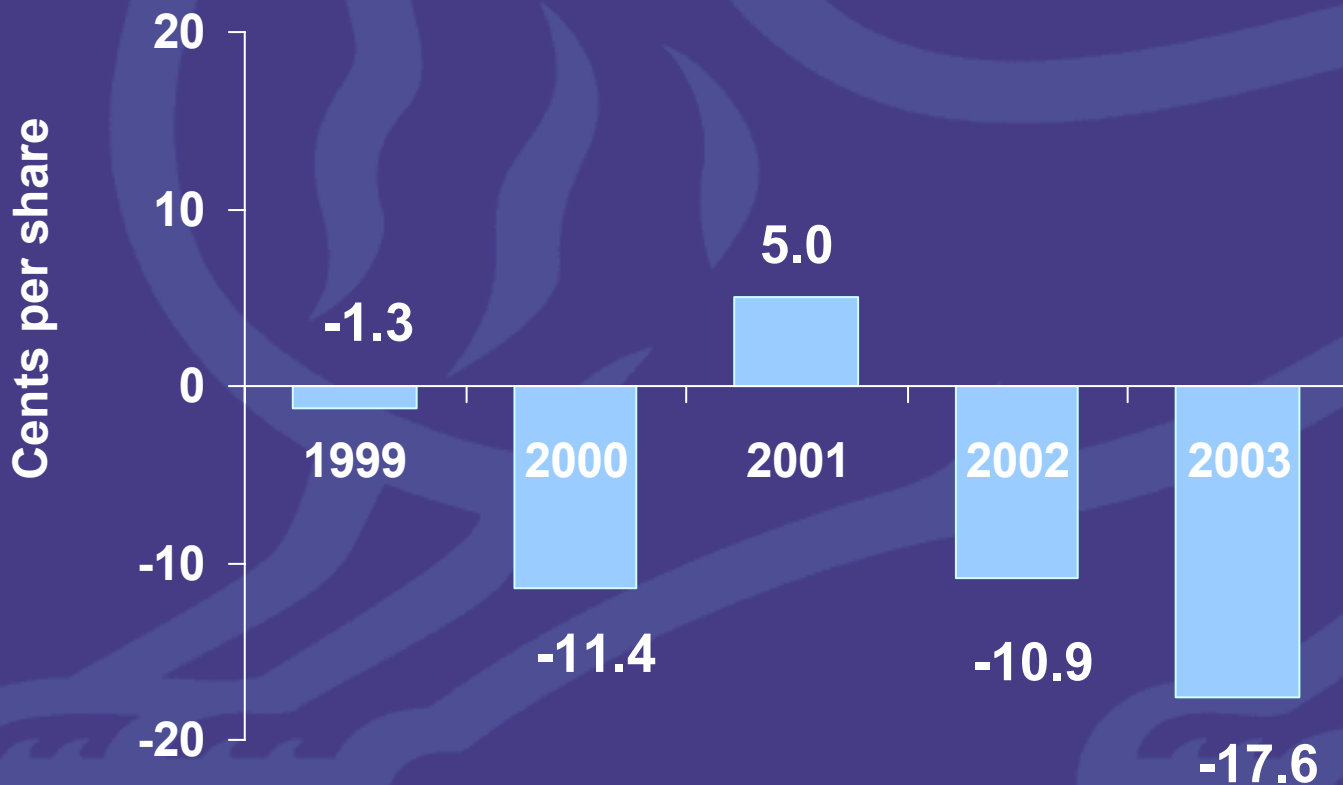
Livestock/Wool	(1.7)
Rural Supplies	1.7
Seed and Grain	2.3
Other businesses & admin costs	<u>2.3</u>
TOTAL	\$4.6m



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CASH FLOW FROM OPERATIONS

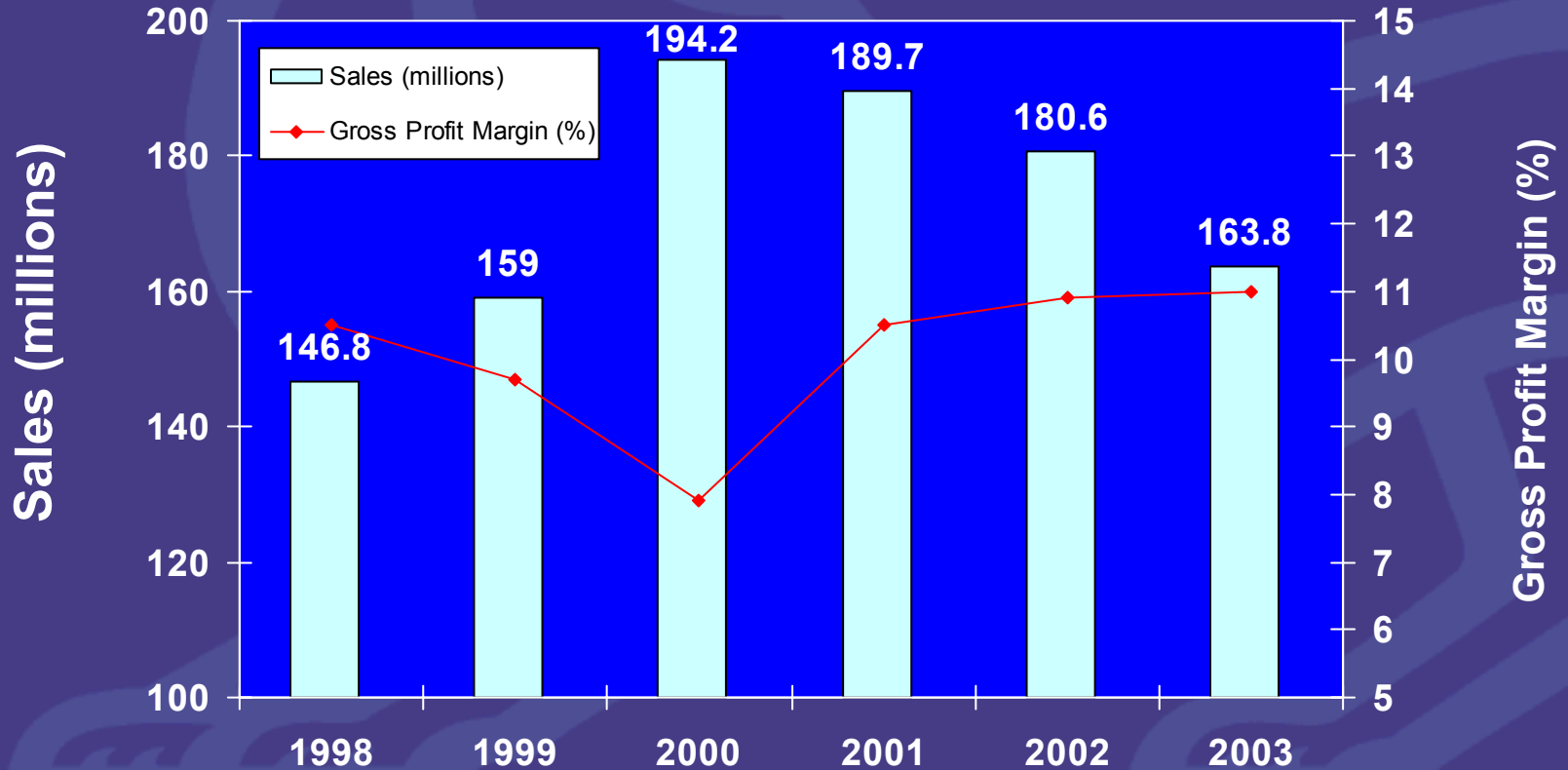
Six months to December



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RURAL SUPPLIES SALES

Six months to December

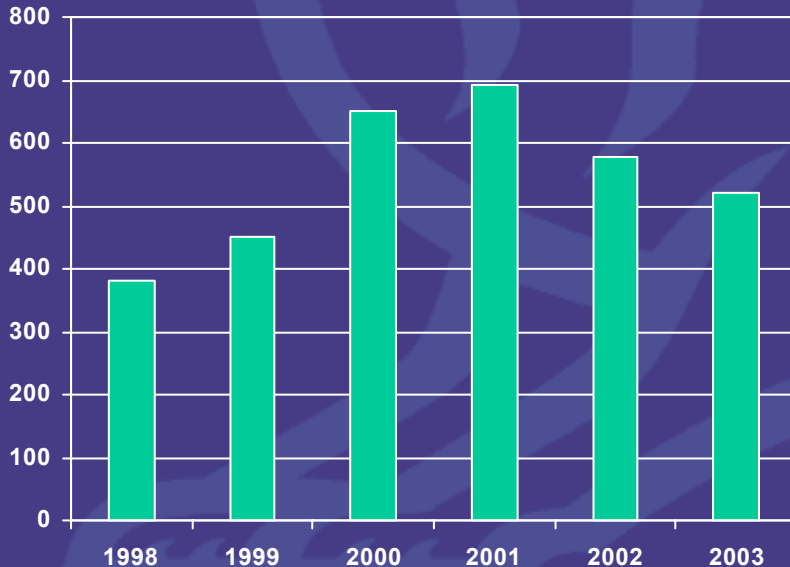


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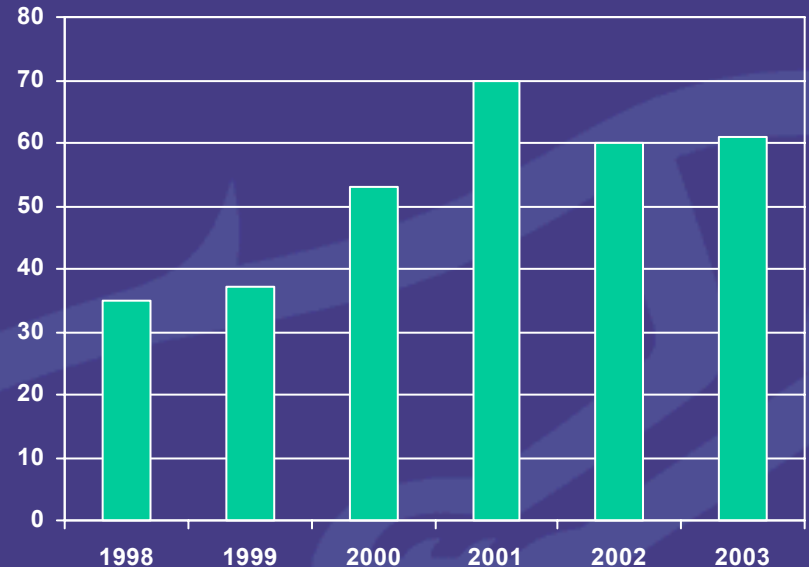
AVERAGE VALUE PER HEAD OF LIVESTOCK HANDLED

Auction/Private Sales YTD December

Ave. Beef Cattle Values \$



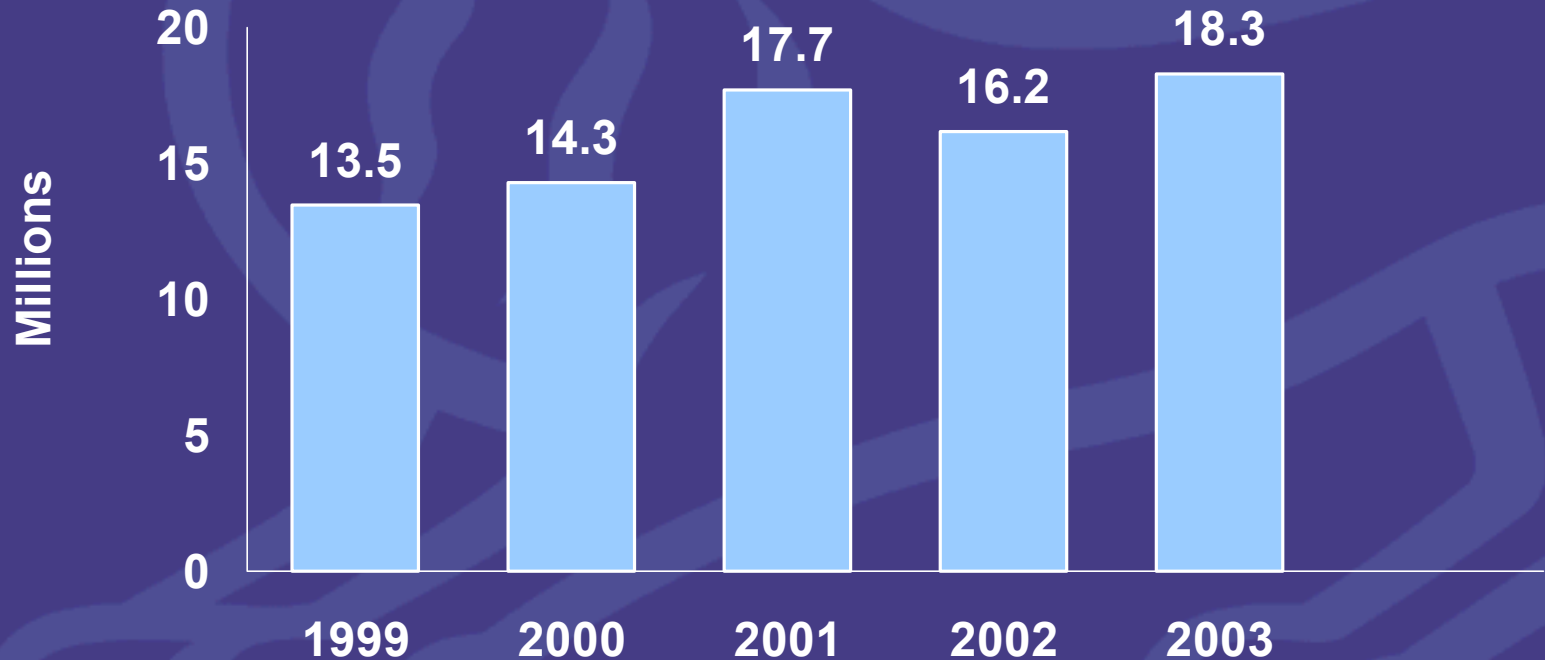
Ave. Sheep Values \$



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PROPRIETARY SEED SALES

Six months to December



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OVERVIEW

- **Disappointing performance even allowing for climatic and trading conditions**
- **Real Estate performance**
- **Sale of proprietary seeds**
- **Livestock export**



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'NEEDS IMPROVEMENT'

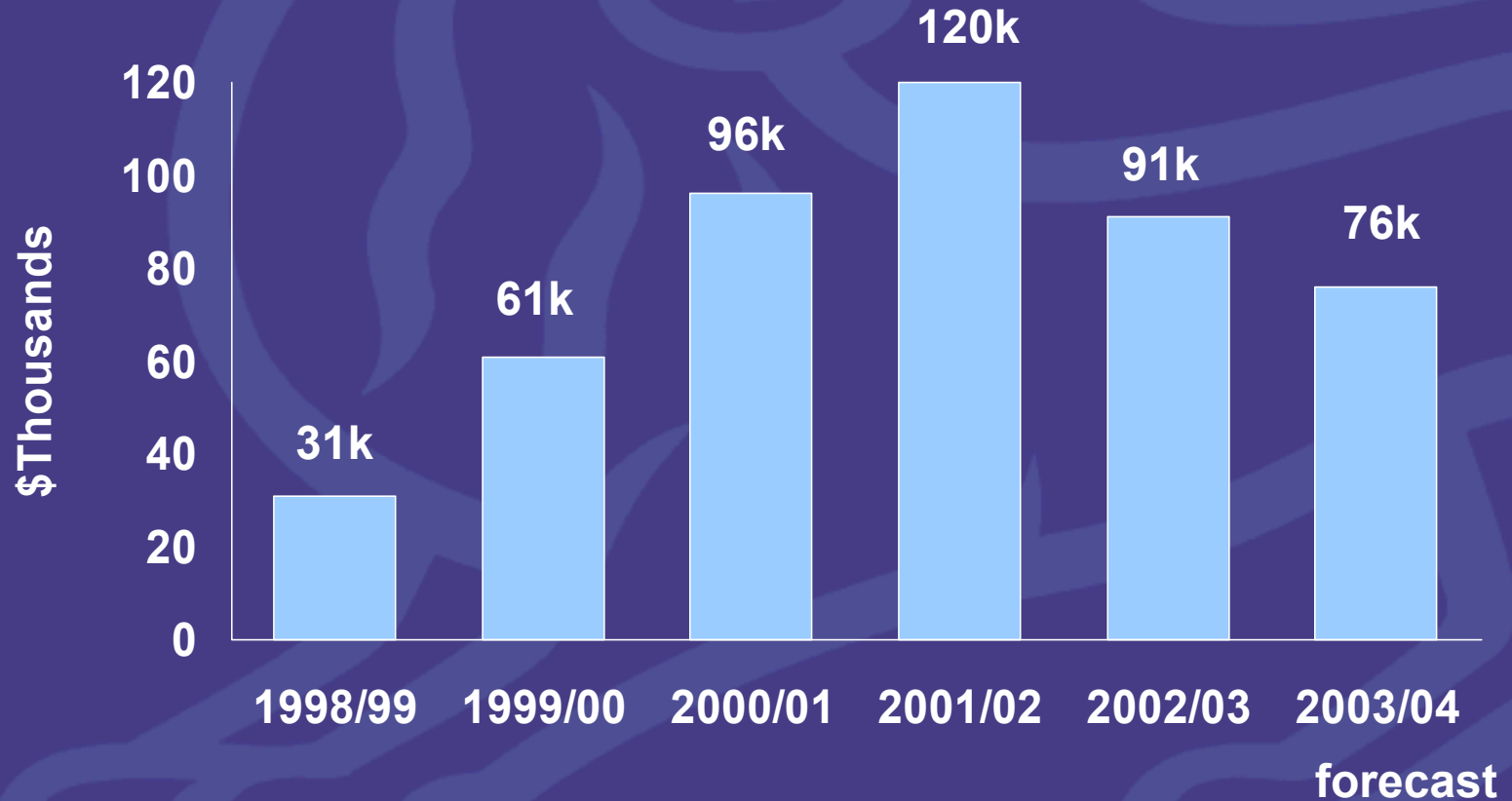
- Rural Supplies performance
- Impact of rapid dollar appreciation
- Pace of progress with Solutions
- Cost reductions



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SHEEP AND BEEF FARM PROFITABILITY

12 months to 30 June



Source: Meat and Wool Innovation



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2003/4 OBJECTIVE

Grow market share and Solutions revenue



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COMPANY STRATEGY

- **Commodity cost leadership**
 - Achieve scale advantage
 - Best practice logistics in Rural Supplies
 - Re-engineer processes
- **Development of Solutions**
 - Diversify revenue base away from commodities
 - Leverage value from IP and systems



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2003/4 PRIORITY SCORESHEET

- **Fix Rural Supplies**
- **Grow Solutions revenue**
- **Reduce cost structures**
- **Build leadership accountability**

Plus:

- **Manage impacts of extreme weather**



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CHAIRMAN'S SUMMARY

- Disappointing performance
- Looking for an improvement
- Looking for new opportunities
- Anticipate a tough second-half



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Questions



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