

## WRIGHTSON GROUP

### Business Financial Analysis for Six Months Ended December

(\$ millions)

Activity	Revenue (Sales)						Revenue (Net) - Note 1						Expenses						EBIT					
	2003	2002	2001	2000	1999	1998	2003	2002	2001	2000	1999	1998	2003	2002	2001	2000	1999	1998	2003	2002	2001	2000	1999	1998
Wool/Livestock	56.0	56.5	52.5	67.6	62.4	61.1	22.5	25.3	26.0	26.0	23.1	23.1	24.2	24.3	23.6	24.4	23.5	24.7	-1.7	1.0	2.4	1.6	-0.4	-1.6
Rural Supplies	162.1	179.7	189.7	194.2	159.0	146.8	18.2	19.8	19.9	18.1	15.4	15.5	16.5	17.0	17.0	13.9	13.8	13.2	1.7	2.8	3.0	4.2	1.6	2.2
Grain & Seed	42.2	34.9	38.4	37.0	33.4	37.7	12.9	12.9	15.0	10.0	11.1	9.6	10.6	10.6	11.4	15.1	12.3	10.4	2.3	2.4	3.6	-5.1	-1.2	-0.8
Other (Note 2)	49.0	47.0	51.5	52.5	31.7	26.4	22.9	21.5	21.3	21.1	17.3	16.5	20.6	20.8	20.2	17.5	14.6	16.8	2.3	0.7	1.1	3.6	2.7	-0.3
<b>TOTAL</b>	<b>309.3</b>	<b>318.2</b>	<b>332.1</b>	<b>351.3</b>	<b>286.4</b>	<b>271.9</b>	<b>76.5</b>	<b>79.4</b>	<b>82.3</b>	<b>75.2</b>	<b>66.9</b>	<b>64.7</b>	<b>71.9</b>	<b>72.7</b>	<b>72.2</b>	<b>70.9</b>	<b>64.1</b>	<b>65.2</b>	<b>4.6</b>	<b>6.8</b>	<b>10.1</b>	<b>4.3</b>	<b>2.8</b>	<b>-0.5</b>
<b>GROUP TOTAL</b>	<b>309.3</b>	<b>318.2</b>	<b>332.1</b>	<b>351.3</b>	<b>286.4</b>	<b>271.9</b>	<b>76.5</b>	<b>79.4</b>	<b>82.3</b>	<b>75.2</b>	<b>66.9</b>	<b>64.7</b>	<b>71.9</b>	<b>72.7</b>	<b>72.2</b>	<b>70.9</b>	<b>64.1</b>	<b>65.2</b>	<b>4.6</b>	<b>6.8</b>	<b>10.1</b>	<b>4.3</b>	<b>2.8</b>	<b>-0.5</b>

**Note 1**

Revenue (net) represents margin on sales (sales less cost of sales), commission and fees on agency transactions, plus other sundry revenue (capital gains etc.).

**Note 2**

'Other' includes Real Estate, Insurance, Consulting, Agrifeeds, Forestry and Corporate management