

## WRIGHTSON GROUP

### Business Financial Analysis for Six Months Ended December

(\$ millions) Activity	Revenue (Sales)					Revenue (Net) - Note 1					Expenses					EBIT				
	2004	2003	2002	2001	2000	2004	2003	2002	2001	2000	2004	2003	2002	2001	2000	2004	2003	2002	2001	2000
Wool/Livestock	61.0	56.0	56.5	52.5	67.6	24.0	22.5	25.3	26.0	26.0	23.7	24.2	24.3	23.6	24.4	0.3	(1.7)	1.0	2.4	1.6
Rural Supplies	158.1	162.1	179.7	189.7	194.2	17.5	18.2	19.8	20.0	18.1	16.8	16.5	17.0	17.0	13.9	0.7	1.7	2.8	3.0	4.2
Seed & Grain	45.6	42.2	34.9	38.4	37.0	15.0	12.9	12.9	15.0	10.0	10.8	10.6	10.6	11.4	15.1	4.2	2.3	2.3	3.6	(5.1)
Insurance/Real Estate/Finance (Note 2)	21.9	14.7	11.5	10.1	8.1	21.3	14.8	11.5	10.1	8.1	14.3	12.6	10.4	9.5	7.6	7.0	2.2	1.1	0.6	0.5
Other (Note 3)	27.2	34.3	35.6	41.4	44.4	7.7	8.1	9.9	11.2	13.0	9.9	8.0	10.4	10.7	9.9	(2.2)	0.1	(0.5)	0.5	3.1
<b>TOTAL</b>	<b>313.8</b>	<b>309.3</b>	<b>318.2</b>	<b>332.1</b>	<b>351.3</b>	<b>85.5</b>	<b>76.5</b>	<b>79.4</b>	<b>82.3</b>	<b>75.2</b>	<b>75.5</b>	<b>71.9</b>	<b>72.7</b>	<b>72.2</b>	<b>70.9</b>	<b>10.0</b>	<b>4.6</b>	<b>6.7</b>	<b>10.1</b>	<b>4.3</b>
<b>GROUP TOTAL</b>	<b>313.8</b>	<b>309.3</b>	<b>318.2</b>	<b>332.1</b>	<b>351.3</b>	<b>85.5</b>	<b>76.5</b>	<b>79.4</b>	<b>82.3</b>	<b>75.2</b>	<b>75.5</b>	<b>71.9</b>	<b>72.7</b>	<b>72.2</b>	<b>70.9</b>	<b>10.0</b>	<b>4.6</b>	<b>6.7</b>	<b>10.1</b>	<b>4.3</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**

Revenue for the period to December 2004 includes \$5m from the sale of the Insurance business

**Note 3**

'Other' includes Consulting, Agrifeeds, Forestry and Corporate management