

# Five year summary

|   | 2004    | 2003    | 2002    | 2001    | 2000    |
|---|---------|---------|---------|---------|---------|
| <b>Statistics</b>   |         |         |         |         |         |
| Revenue (excluding significant items) (\$m)   | 4,183.4 | 4,051.6 | 3,197.2 | 3,277.2 | 2,438.8 |
| Depreciation and amortisation (\$m)   | 244.3   | 249.9   | 219.8   | 198.2   | 151.9   |
| EBIT (excluding significant items) (\$m)  | 713.8   | 688.6   | 552.1   | 519.4   | 529.0   |
| Borrowing costs (\$m)   | 134.0   | 174.6   | 172.2   | 181.9   | 152.0   |
| Tax expense (excluding significant items) (\$m)   | 188.0   | 171.6   | 116.3   | 108.7   | 115.3   |
| Profit after tax (excluding significant items) (\$m)  | 391.8   | 342.4   | 263.6   | 228.8   | 261.7   |
| Profit attributable to Shareholders (\$m)   | 349.5   | 295.0   | 192.1   | 115.4   | 450.0   |
| Shareholders' equity (\$m)  | 3,049.8 | 2,896.8 | 2,101.0 | 1,905.9 | 1,785.6 |
| Net borrowings (\$m) <sup>(7)</sup>   | 2,159.1 | 1,977.5 | 2,484.1 | 2,568.5 | 2,019.7 |
| Total assets (\$m)  | 6,574.1 | 6,394.5 | 6,016.5 | 6,003.2 | 5,345.1 |
| Funds employed (\$m)  | 5,331.7 | 5,187.1 | 4,825.6 | 4,777.7 | 4,136.7 |
| Net assets (\$m)  | 3,154.6 | 3,153.0 | 2,328.4 | 2,108.3 | 2,085.9 |
| Operating cash flow (\$m)   | 637.2   | 542.2   | 344.3   | 297.4   | 373.3   |
| Capital expenditure (\$m)   | 211.8   | 266.2   | 412.6   | 384.7   | 289.3   |
| Number of employees   | 3,239   | 3,288   | 2,639   | 3,218   | 2,979   |
| Issued shares (m)   | 456.2   | 450.2   | 382.2   | 359.8   | 342.0   |
| Number of Shareholders  | 114,468 | 106,037 | 105,313 | 95,666  | 83,694  |
| Market capitalisation (\$m)   | 5,533.7 | 4,929.2 | 3,764.7 | 3,051.1 | 3,402.9 |
| <b>Performance Indicators</b>   |         |         |         |         |         |
| Net tangible assets attributable to Shareholders/share (\$)   | 3.15    | 2.77    | 3.17    | 2.46    | 1.83    |
| Net assets attributable to Shareholders/share (\$)  | 6.69    | 6.43    | 5.50    | 5.30    | 5.22    |
| Earnings/share <sup>(1)</sup>   |         |         |         |         |         |
| – excluding significant items (¢)   | 79.5    | 73.2    | 66.4    | 63.5    | 73.5    |
| – Including significant items (¢)   | 76.8    | 67.3    | 51.6    | 32.7    | 132.8   |
| Dividends/share (¢)   | 60.0    | 55.0    | 52.0    | 52.0    | 74.0    |
| Operating cash flow/share (¢) <sup>(2)</sup>  | 140.1   | 123.6   | 92.5    | 84.4    | 111.0   |
| Profit before borrowing costs and tax (excluding significant items)<br>/revenue (excluding significant items) (%) | 17.1    | 17.0    | 17.3    | 15.8    | 21.7    |
| Profit before borrowing costs and tax (excluding significant items)<br>/simple average funds employed (%)         | 13.6    | 13.8    | 11.5    | 11.7    | 14.7    |
| Earnings on Shareholders' equity <sup>(3)</sup>   |         |         |         |         |         |
| – excluding significant items (%)   | 12.2    | 12.8    | 12.3    | 12.1    | 15.0    |
| – Including significant items (%)   | 11.8    | 11.8    | 9.6     | 6.3     | 27.2    |
| Debt : debt plus equity (%) <sup>(4)</sup>  | 40.6    | 38.5    | 51.6    | 54.9    | 49.2    |
| Net borrowing costs cover (times) <sup>(5)</sup>  | 5.7     | 4.1     | 3.4     | 3.0     | 3.8     |
| Current ratio <sup>(6)</sup>  | 0.85    | 1.13    | 0.67    | 0.56    | 0.73    |
| Revenue (excluding significant items)/average employees (\$000)   | 1,281.9 | 1,367.2 | 1,091.8 | 1,057.7 | 957.5   |
| EBIT (excluding significant items)/average employees (\$000)  | 218.7   | 232.4   | 188.5   | 167.6   | 202.3   |

(1) Profit after tax and outside equity interests; shares weighted for issues and adjusted for bonus elements.

(2) Net cash provided by operating activities; shares weighted for issues and adjusted for bonus elements.

(3) Profit after tax and outside equity interests; simple average Shareholders' equity.

(4) Net borrowings as a percentage of total equity.

(5) Net borrowing costs related to profit before borrowing costs, tax and significant items.

(6) Liquidity

(7) Interest bearing liabilities less customer deposits and interest and cash balances.