## Income Statement for the Six Months Ended 30 September 2009

|  | 30 Sept<br>2009<br>\$000 | 30 Sept<br>2008<br>\$000 | 31 March<br>2009<br>\$000 |
|--|--------------------------|--------------------------|---------------------------|
| Operating Revenue  | 535,832                  | 625,016                  | 1,264,479                 |
| Interest Income  | -                        | -                        | 1,099                     |
| Total Revenue  | 535,832                  | 625,016                  | 1,265,578                 |
| Transport Costs  | (349,251)                | (420,038)                | (846,041)                 |
| Labour Expenses Excluding Share Based Payments                               | (106,287)                | (114,378)                | (222,070)                 |
| Occupancy Expenses and Rental Recharge                                       | (12,850)                 | (12,831)                 | (27,897)                  |
| Depreciation and Amortisation Expenses                                       | (8,084)                  | (6,399)                  | (14,269)                  |
| Other Expenses   | (38,085)                 | (42,409)                 | (87,214)                  |
| Finance Costs  | (880,6)                  | (2,386)                  | (6,427)                   |
| Derivative Fair Value Movement   | 154                      | -                        | 315                       |
| Non-cash Share Based Payment Expense   | (510)                    | (550)                    | (1,059)                   |
| Profit Before Non-recurring Restructuring Expenses and Taxation for the Year | 17,831                   | 26,025                   | 60,916                    |
| Income Tax on Profit Before Non-recurring Restructuring Expenses             | (5,654)                  | (8,806)                  | (20,914)                  |
| Net Profit Before Non-recurring Restructuring Expenses for the Year          | 12,177                   | 17,219                   | 40,002                    |
| Non-recurring Restructuring Expenses   | (2,014)                  | (174)                    | (6,523)                   |
| Income Tax on Non-recurring Restructuring Expenses                           | 693                      | 52                       | 2,003                     |
| Non-recurring Restructuring Expenses After Taxation                          | (1,321)                  | (122)                    | (4,520)                   |
| Profit Before Taxation for the Year  | 15,817                   | 25,851                   | 54,393                    |
| Income Tax Expense   | (4,961)                  | (8,754)                  | (18,911)                  |
| Net Profit for the Year  | 10,856                   | 17,097                   | 35,482                    |

## Statement of Cash Flows for the Six Months Ended 30 September 2009

| NET INCREASE (DECREASE) IN CASH   | 11,074   | (10,991) | (14,208) |
|-----------------------------------|----------|----------|----------|
| FX Rate Fluctuations on Cash Held | (2,538)  | 1,476    | 6,019    |
| Financing Activities              | 1,138    | 6,613    | (21,418) |
| Investing Activities              | (11,280) | (39,318) | (61,876) |
| Operating Activities              | 23,754   | 20,238   | 63,067   |

## Balance Sheet as at 30 September 2009

| •  | 30 Sept<br>2009<br>\$000 | 200                    | 8           | 31 March<br>2009<br>\$000 |
|--|--------------------------|------------------------|-------------|---------------------------|
| Shareholders' Equity   |                          |                        |             |                           |
| Share Capital  | 65,130                   | 64,111                 |             | 64,620                    |
| Accumulated Surplus  | 172,815                  | 161,791                |             | 171,806                   |
| Revaluation Reserve  | 39,714                   | 43,607                 |             | 39,714                    |
| Foreign Currency Translation Reserve                           | 1,189                    | 2,643                  | 1           | 10,418                    |
| TOTAL EQUITY   | 278,848                  | 272,152                | !           | 286,558                   |
| Non-current Liabilities  |                          |                        |             |                           |
| Bank Term Loan   | 117,624                  | 127,838                |             | 97,679                    |
| Trade Creditors & Accruals                                     | 2,425                    | 2,561                  |             | 2,425                     |
| Provisions for Onerous Leases                                  | 3,325                    |                        |             | 3,525                     |
| Employee Entitlements  | 998                      | 994                    |             | 960                       |
| Deferred Tax Liability   | 1,210                    | -                      |             | 507                       |
| Finance Lease Liability  | 985                      | 602                    | :           | 1,397                     |
|  | 126,567                  | 131,995                |             | 106,493                   |
| Current Liabilities  |                          |                        |             | 22 507                    |
| Current Portion of Bank Term Loan                              | _                        | •                      | •           | 22,507                    |
| Bank Overdraft   | 114,100                  | 133,487                |             | 5,906<br>109,806          |
| Trade Creditors & Accruals                                     | 2,050                    | 133,407                |             | 2,363                     |
| Provisions for Onerous Leases Derivative Financial Instruments | 2,050                    | 730                    |             | 492                       |
| Employee Entitlements  | 16,125                   | 20,823                 |             | 12,036                    |
| Provision for Taxation   | 10,125                   | 20,020                 |             | 553                       |
| Finance Lease Liability  | 532                      | 379                    | 1           | 996                       |
|  | 133,067                  | 155,419                | ı           | 154,659                   |
| TOTAL LIABILITIES AND EQUITY                                   | \$ 538,482               | \$ 559,566             | \$          | 547,710                   |
| Non-current Assets   |                          |                        |             |                           |
| Property, Plant & Equipment                                    | 212,069                  | 204,725                | ,           | 211,354                   |
| Software   | 10,422                   | 7,700                  | ı           | 9,728                     |
| Goodwill   | 121,352                  | 125,025                | ;           | 139,485                   |
| Other Intangible Assets  | 7,135                    | 6,411                  |             | 8,884                     |
| Other Investments  | 80                       | 80                     | ı           | 80                        |
| Deferred Tax Asset   | 5,938                    | 7,357                  | •           | 5,404                     |
|  | 356,996                  | 351,298                | i           | 374,935                   |
| Current Assets   | 10 274                   | 40 547                 |             | 12.206                    |
| Bank Trade Debters   | 18,374                   | 10,517<br>187,871      |             | 13,206                    |
| Trade Debtors  | 141,154                  |                        |             | 144,634                   |
| Income Tax Receivable Properties Available for Sale            | 7,497<br>1,678           | 1,072                  |             | 3,547<br>1,974            |
| •  | 12,783                   | 8,808                  |             |                           |
| Other Debtors  | 12,103                   | 0,000                  | '           | 9,414                     |
|  | 181,486                  | 208,268                | 1           | 172,775                   |
| TOTAL ASSETS   | \$ 538,482               | \$ 559,56 <del>6</del> | <b>i</b> \$ | 547,710                   |
|  |                          |                        |             |                           |

# Statement of Changes in Equity for the Six Months Ended 30 September 2009

| Six Months to 30 September 2009   | ORDINARY<br>SHARES | ASSET<br>REVALUATION<br>RESERVE | FOREIGN<br>CURRENCY<br>TRANSLATION<br>RESERVE | RETAINED<br>EARNINGS    | TOTAL                                   |
|---|--------------------|---------------------------------|---|-------------------------|---|
| Balance at 1 April 2009   | 64,620             | 39,714                          | 10,418  | 171,806                 | 286,558                                 |
| Changes in equity for the six months ended 30 Septe   | ember 2009         |                                 |   |                         |   |
| Exchange Translation difference Revaluation Reserve  Net Income Recognised Directly in Equity                 |                    | <u>-</u>                        | (9,229)                                       |                         | (9,229)                                 |
| Profit for the period   |                    |                                 | .,,,  | 10,856                  | 10,856                                  |
| Total Recognised Income and Expense for the Period  | -                  | =                               | (9,229)                                       | 10,856                  | 1,627                                   |
| Shares Issued Executive Share Scheme Costs Supplementary Dividends Dividends Paid Foreign Investor Tax Credit | 510                |                                 |   | (183)<br>(9,847)<br>183 | 510<br>(183)<br>(9,847)<br>183          |
| Balance at 30 September 2009  | 65,130             | 39,714                          | 1,189   | 172,815                 | 278,848                                 |
| Six Months to 30 September 2008   | ORDINARY<br>SHARES | ASSET<br>REVALUATION<br>RESERVE | FOREIGN<br>CURRENCY<br>TRANSLATION<br>RESERVE | RETAINED<br>EARNINGS    | TOTAL                                   |
| Balance at 1 April 2008   | 57,124             | 43,607                          | (4,889)                                       | 154,351                 | 250,193                                 |
| Changes in equity for the six months ended 30 Septe   | ember 2008         |                                 |   |                         |   |
| Exchange Translation difference<br>Revaluation Reserve<br>Net Income Recognised Directly in Equity            |                    |                                 | 7,532<br>7,532                                |                         | 7,532<br>7,532                          |
| Profit for the period   |                    |                                 |   | 17,097                  | 17,097                                  |
| Total Recognised Income and Expense for the Period  | -                  | <del></del>                     | 7,532   | 17,097                  | 24,629                                  |
| Shares Issued Executive Share Scheme Costs Supplementary Dividends Dividends Paid Foreign Investor Tax Credit | 6,437<br>550       |                                 |   | (291)<br>(9,657)<br>291 | 6,437<br>550<br>(291)<br>(9,657)<br>291 |
| Balance at 30 September 2008  | 64,111             | 43,607                          | 2,643   | 161,791                 | 272,152                                 |
| Twelve Months to 31 March 2009  | ORDINARY<br>SHARES | ASSET<br>REVALUATION<br>RESERVE | FOREIGN<br>CURRENCY<br>TRANSLATION<br>RESERVE | RETAINED<br>EARNINGS    | TOTAL                                   |
| Balance at 1 April 2008   | 57,124             | 43,607                          | (4,889)                                       | 154,351                 | 250,193                                 |
| Changes in Equity for the Year ended 31 March 2009  |                    |                                 |   |                         |   |
| Exchange Translation Difference Revaluation Reserve Movement Net Income Recognised Directly in Equity         |                    | (3,893)<br>(3,893)              |   |                         | 15,307<br>(3,893)<br>11,414             |
| Profit for the Period   |                    | (-1-20)                         |   | 35,482                  | 35,482                                  |
| Total Recognised Income and Expense for the Period  | -                  | (3,893)                         | 15,307  | 35,482                  | 46,896                                  |
| Shares Issued Executive Share Scheme Costs Supplementary Dividends Dividends Paid                             | 6,437<br>1,059     |                                 |   | (497)<br>(18,027)       | 6,437<br>1,059<br>(497)<br>(18,027)     |
| Foreign Investor Tax Credit Balance at 31 March 2009  | 64,620             | 39,714                          | 10,418  | 497<br>171,806          | 497<br>286,558                          |
| =   |                    |                                 |   |                         |   |

### Mainfreight Segmental Reporting

The Group operates in the domestic supply chain (i.e. moving and storing freight within countries) and international freight industries (i.e. moving freight between countries). The USA segment operates in both of these sectors.

Industrial and Geographical Segments

#### Mainfreight Six Months Ended September 2009 (\$000's).

| <u>This Year</u> |                 |                            |                         |                         |
|------------------|-----------------|----------------------------|-------------------------|-------------------------|
| New Zealand I    | Domestic        | <u>Revenues</u><br>128,350 | <u>EBITDA</u><br>14,457 | Total Assets<br>231,758 |
| New Zealand I    | International   | 48,086                     | 2,018                   | 21,807                  |
| Australian Don   | nestic          | 90,608                     | 6,010                   | 65,095                  |
| Australian Inte  | rnational       | 92,158                     | 2,843                   | 75,065                  |
| USA ****         |                 | 164,685                    | 2,963                   | 122,934                 |
| Asian Internati  | onal            | 11,945                     | 1,068                   | 25,226                  |
| Intercompany     |                 | -                          | -                       | (3,403)                 |
| Total Group      |                 | \$535,832                  | \$29,359                | \$538,482               |
|                  |                 |                            |                         |                         |
| USA ****         | Carotrans       | 72,520                     | 5,741                   | 28,688                  |
|                  | Mainfreight USA | 92,165                     | (2,778)                 | 94,246                  |
|                  |                 | \$164,685                  | \$2,963                 | \$122,934               |
| <u>Last Year</u> |                 |                            |                         |                         |
| <u>Eust (Cu)</u> |                 | Revenues                   | <u>EBITDA</u>           | Total Assets            |
| New Zealand I    | Domestic        | 153,506                    | 16,914                  | 214,685                 |
| New Zealand I    | International   | 50,987                     | 1,633                   | 25,757                  |
| Australian Dor   | mestic          | 95,083                     | 4,246                   | 68,344                  |
| Australian Inte  | rnational       | 94,739                     | 2,792                   | 71,044                  |
| USA ****         |                 | 218,818                    | 8,413                   | 158,494                 |
| Asian Internati  | ional           | 11,883                     | 1,363                   | 24,262                  |
| Intercompany     |                 | -                          | -                       | (3,020)                 |
| Total Group      |                 | <u>\$625,016</u>           | \$35,361                | \$559,566               |
| USA ****         | Carotrans       | 91,083                     | 4,987                   | 33,594                  |
|                  | Mainfreight USA | 127,735                    | 3,426                   | 124,900                 |
|                  |                 | \$218,818                  | \$8,413                 | \$158,494               |

EBITDA is defined as earnings before net interest expense, tax, depreciation, amortisation, abnormals, share based payment expense minority interests and associates.