## PRELIMINARY FULL YEAR REPORT ANNOUNCEMENT

| Mainfreight Limited |  |
| :---: | :---: |
|  | (Name of Listed Issuer) |
| For Full Year Ended | 31 March 2010 |
|  | (referred to in this report as the "current full year") |

Preliminary full year report on consolidated results (including the results for the previous corresponding full year) in accordance with Listing Rule 10.4.2.
This report has been prepared in a manner which complies with generally accepted accounting practice and gives a true and fair view of the matters to which the report relates [see Note [X] attached] and is based on unaudited financial statements. If the report is based on audited financial statements, any qualification made by the auditor is s to be attached
The Listed Issuer has a formally constituted Audit Committee of the Board of Directors
[PLEASE REFER TO ATTACHED NOTES WHEN COMPLETING THIS FORM]

(a) \# Interest costs excluded from Item 2.1(d) and capitalised
(b) \# Outlays (other than those arising from the acquisition of an existing business) capitalised in intangibles
(c) Unrecognised differences between the carrying value and market value of publicly traded investments
Consolidated Statement of

Financial Performance $|$\begin{tabular}{|r|r|}

\hline | Current |
| :---: |
| full year |
| \$NZ'000 | \& | Previous |
| :---: |
| correspondina |
| full year |
| \$NZ'000 | <br>

\hline nil \& 160 <br>
\hline \& <br>
\hline \& <br>
\hline \& <br>
\hline \& <br>
\hline
\end{tabular}

only there their inclusion as reve
3.0 DISCONTINUED, UNUSUAL (INCLUDING NON RECURRING), AND Group - Current Group - Current EXTRAORDINARY ITEMS OF THE GROUP

| Full Year This Year | Full Year Last Year |  |  |
| :--- | :---: | :---: | :---: |
| Operating | Operating | Operating | Operating |
| Revenue | Surplus | Revenue | Surplus |

DETAILS AND COMMENTS

TOTAL DISCONTINUED ACTIVITIES

Material Unusual (including Non Recurring) Items (included in 1.2)
Description:

TOTAL MATERIAL NON RECURRING ITEMS
Non-recurring Items (Ref. Item 1.3(a))
Description:
Obsolete Lease Provisions Redundancies

Tax on Above

TOTAL EXTRAORDINARY ITEMS

| $\begin{aligned} & \text { Revenue } \\ & \text { \$NZ'000 } \end{aligned}$ | $\begin{aligned} & \text { Surplus } \\ & \$ N Z^{\prime} 000 \end{aligned}$ | $\begin{aligned} & \text { Revenue } \\ & \$ N Z^{\prime} 000 \end{aligned}$ | $\begin{aligned} & \text { Surplus } \\ & \$ N Z^{\prime} 000 \end{aligned}$ |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
|  |  |  |  |
| nil | nil | nil | nil |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  | $(1,130)$ |  | $(5,888)$ |
|  | $(1,695)$ |  | ( 635) |
|  |  |  |  |
|  |  |  |  |
|  | 938 |  | 2,003 |
|  |  |  |  |
|  | $(1,887)$ |  | $(4,520)$ |
|  |  |  |  |


|  | Statement of Movements In Equity |  |
| :---: | :---: | :---: |
| 4.0 STATEMENT OF MOVEMENTS IN EQUITY | Current full year \$NZ'000 | Previous corresponding full year $\$ N Z^{\prime} 000$ |
| 4.1 *NET SURPLUS (DEFICIT) ATTRIBUTABLE TO MEMBERS OF LISTED ISS | 36,365 | 35,482 |
| (a) *Net Surplus (Deficit) attributable to minority interest |  |  |
| 4.2 OTHER RECOGNISED REVENUE AND EXPENSES |  |  |
| (a) *Increases (decreases) in revaluation reserves | $(1,750)$ | $(3,893)$ |
| (b) Current Translation Differences | $(6,530)$ | 15,307 |
| (c) Minority interest in other recognised revenue and expenses |  |  |
| 4.3 TOTAL RECOGNISED REVENUES AND EXPENSES | 28,085 | 46,896 |
| 4.4 OTHER MOVEMENTS |  |  |
| (a) Contributions by Owners \& Share Scheme Costs |  | 6,437 |
| (b) Distributions to Owners | $(18,217)$ | $(18,027)$ |
| (c) Other Minority Interest on acquisitions |  |  |
| (d) Team Member Share Scheme Costs | 1,017 | 1,059 |
| 4.5 EQUITY AT BEGINNING OF YEAR | 286,558 | 250,193 |
| 4.6 EQUITY AT END OF FULL YEAR | 297,443 | 286,558 |



|  | Sonsolidated Statement of Financial Positior |  |  |
| :---: | :---: | :---: | :---: |
| (Note (VIII) attached has particular relevance for the preparation <br> 9 CURRENT ASSETS: | At end of current full year <br> \$NZ'000 | As shown in last Annual Report Restated Under NZ IFRS <br> \$NZ'000 | If half yearly as shown in last half yearly repor |
| (a) Cash | 37,647 | 13,206 |  |
| (b) Trade receivables | 157,700 | 144,634 |  |
| (c) Assets of Disposal Group held for sale | 1,618 | 1,974 |  |
| (d) Inventories |  |  |  |
| (e) Other assets, current | 13,852 | 12,961 |  |
| TOTAL CURRENT ASSETS | 210,817 | 172,775 |  |
| 9.1 NON-CURRENT ASSETS <br> (a) Trade receivables |  |  |  |
| (b) Investments | 80 | 80 |  |
| (c) Inventories |  |  |  |
| (d) Property, plant and equipment | 209,761 | 211,354 |  |
| (e) Goodwill | 123,014 | 139,485 |  |
| (f) Deferred Taxation Assets | 5,722 | 5,404 |  |
| (g) Other Intangible Assets | 15,983 | 18,612 |  |
| (h) Other assets, non current |  |  |  |
| 9.2 TOTAL NON-CURRENT ASSETS | 354,560 | 374,935 |  |
| 9.3 TOTAL ASSETS | 565,377 | 547,710 |  |
| 9.4 CURRENT LIABILITIES |  |  |  |
| (a) Trade Creditors | 122,633 | 109,806 |  |
| (b) Liabilities of Disposal Group held for sale |  |  |  |
| (c) Secured loans |  | 22,507 |  |
| (d) Bank Overdraft |  | 5,906 |  |
| (e) Provisions, current | 20,317 | 15,444 |  |
| (f) Other liabilities, current | 650 | 996 |  |
| TOTAL CURRENT LIABILITIES | 143,600 | 154,659 |  |
| 9.5 NON-CURRENT LIABILITIES <br> (a) Accounts payable, non-current |  | 2,425 |  |
| (b) Secured loans | 119,384 | 97,679 |  |
| (c) Unsecured loans |  |  |  |
| (d) Provisions, non-current | 3,723 | 4,485 |  |
| (e) Deferred Taxation Liability, non-current | 722 | 507 |  |
| (f) Other liabilities, non-current | 505 | 1,397 |  |
| 9.6 TOTAL NON-CURRENT LIABILITIES | 124,334 | 106,493 |  |
| 9.7 TOTAL LIABILITIES | 267,934 | 261,152 |  |
| 9.8 NET ASSETS | 297,443 | 286,558 |  |
| 9.9 SHAREHOLDERS' EQUITY |  |  |  |
| (a) Share capital (optional) | 65,637 | 64,620 |  |
| (b) Reserves (optional) (i) Revaluation reserve | 37,964 | 39,714 |  |
| (ii) Other reserves | 3,888 | 10,418 |  |
| (c) Retained Surplus (accumulated Deficit) (optional) | 189,954 | 171,806 |  |
| 9.10 SHAREHOLDERS' EQUITY ATTRIBUTABLE TO MEMBERS OF THE LISTED ISSUER | 297,443 | 286,558 |  |
| (a) Minority equity interests in subsidiaries |  |  |  |
| 9.1 TOTAL SHAREHOLDERS' EQUITY | 297,443 | 286,558 |  |
| (a) Returns on Assets (\%) (EBIT divided by Total Assets) | 10.03\% | 11.04\% |  |
| (b) Return on Equity (\%) (Net Income divided by Shareholders' Equity) | 12.23\% | 12.38\% |  |
| (c) Debt to Equity Ratio (\%) (Total Liabilities divided by | 90.08\% | 91.13\% |  |
| Shareholders' Equity) |  |  |  |



## 14 NON-CASH FINANCING AND INVESTING ACTIVITIES

Provide details of financing and investing transactions which have had a material effect on group assets and and liabilities but did not involve cash flows
$\qquad$


15 RECONCILIATION OF CASH
For the purposes of the above Statement of cash flows, cash includes: cash at bank and bank overdraft

| Current | Previous <br> full year |
| :---: | :---: |
| Corresponding |  |
| full year |  |
| NZ\$'000 | NZ\$'000 |

Cash at the end of the full year as shown in the statement of cash flows is reconciled to the related items in the financial statements as follows:
Cash on hand and at bank
Deposits at call
Bank overdraft
Other (provide details eg Term Deposits
Total = Cash at End of Full Year (Item 13(c) above)

| 37,647 | 13,206 |
| :---: | :---: |
|  |  |
|  | $(5,906)$ |
|  |  |
| 37,647 | 7,300 |

16 EQUITY ACCOUNTED INVESTMENTS IN ASSOCIATES
Information attributable to the reporting group's share of investments in associates and other material interests is to be disclosed by way of separate note below (refer FRS-38 Accounting for Investments in Associates)
(a) OPERATING *SURPLUS (DEFICIT) BEFORE TAX
(b) Less tax
(c) OPERATING *SURPLUS (DEFICIT) AFTER TAX
(i) Extraordinary items
(d) NET *SURPLUS (DEFICIT) AND EXTRAORDINARY ITEMS AFTER TAX

| Equity Earnings |  |
| ---: | ---: |
| Current <br> full year <br> \$NZ'000 | Previous <br> corresponding <br> full year <br> \$NZ'000 |
|  |  |
|  |  |
|  |  |
|  | Nil |

16 MATERIAL INTERESTS IN CORPORATIONS NOT BEING SUBSIDIARIES
(a) The group has a material (from group's viewpoint) interest in the following corporations:

(b) Investments in Associates

| Current <br> full year <br> \$NZ'000 | Previous <br> Corresponding <br> full year <br> \$NZ'000 |
| :---: | :---: |
|  |  |
| nil | nil |

17 ISSUED AND QUOTED SECURITIES AT END OF CURRENT half year

Category of Securities Number $\quad$ Issuec $\quad$ Number | Paid-Up Value |
| :---: |
| Cen (If not fully paid) |

## PREFERENCE SHARES:

\# (Description)

ssued during current full year
-----------------

ORDINARY SHARES:

\# Description includes rate of dividend or interest and any redemption or conversion rights together with the prices and dates thereof

## 18 COMMENTS BY DIRECTORS

If no report in any section, state NIL. If insufficient space below, provide details in the form of notes to be attached
to this report.
(a) Material factors affecting the revenues and expenses of the group for the current full year see attached commentary
(b) Significant trends or events since end of current full year see attached commentary
c) Changes in accounting policies since last Annual Report and/or last Half Yearly to be disclosed Nil
(d) Critical Accounting Policies - Management believes the following to be critical accounting policies. That is they are both important to the portrayal of the Issuer's financial condition and results, as they require management to make judgments and estimates about matters that they are inherently uncertain nil
(e) Management's discussion and analysis of financial condition, result and/or operations (optional) - this section should contain forward looking statements that should outline where these involve risk and uncertainty see attached commentary
f) Other comments see attached commentary

## 19 DIVIDEND

(a) Dividend Yield as at balance date (\%) (Annual dividend per share divided by average price per share) 5.13\%
(b) Tax Adjusted Dividend Yield as at balance date (\%) (Annual net dividend per share divided by average price per share) $3.59 \%$

## 20 ANNUAL MEETING (if full year report)

(a) To be held at

Barrel Hall, Villa Maria Estate, 118 Montgomerie Road, Mangere, Auckland
(b) Date 29-Jul-10 Time 4.00pm

If this full year report was approved by resolution of the Board of Directors, please indicate date of meeting:

26-May-10
(signed by) Authorised Officer of Listed Issuer
(date)
*Delete as required

## 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.
The accounting policies of the operating segments are the same as those described in the notes in note 2 with the excertion of
The accounting policies ot the operating segments are the same as those described in the notes in note 2 wii
deferred tax and the fair value of derivative financial instruments which are not reported on a monthly basis.
The segmental results from operations are disclosed below.
Industrial and Geographical Segments
The following table represents revenue, margin and certain asset information regarding industrial and geographical segments for the years ended
31 March 2010 and 31 March 2009. Inter segment transactions are entered int on

|  | $\begin{gathered} \mathrm{NZ} \\ \text { Domestic } \end{gathered}$ | $\begin{gathered} \text { NZ } \\ \text { Internat. } \end{gathered}$ | Australia Domestic | Australia Internat. | USA | $\begin{gathered} \text { Asian } \\ \text { Internat. } \end{gathered}$ | Intercoy | $\begin{gathered} 2010 \\ \text { So00 } \\ \text { consolidated } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Revenue |  |  |  |  |  |  |  |  |
| - sales to customers outside the group | 267,504 | 107,463 | 189,696 | 202,637 | 336,983 | 27,875 | - | 1,132,158 |
| inter-segment sales | 2,592 | (361) | 10,526 | 9,532 | 20,699 | 13,147 | (56, 135) |  |
| Total Revenue | 270,096 | 107,102 | 200,222 | 212,169 | 357,682 | 41,022 | (56, 135) | 1,132,158 |
| EBitda | 39,030 | 5,036 | 13,270 | 9,190 | 7,266 | 2,057 | - | 75,849 |
| Depreciation \& Amorisation | 8,892 | 229 | 2,066 | 1,048 | 3,828 | 238 | - | 16,301 |
| EBITA | 30,138 | 4,807 | 11,204 | 8,142 | 3,438 | 1,819 | - | 59,548 |
| Capital Expenditure | 6,689 | 574 | 1,914 | 6,309 | 2,027 | 263 | - | 17,776 |
| Trade Receivables | 33,210 | ${ }^{13,463}$ | 27,704 | 34,719 | 47,625 | 4,958 | (5,664) | 156,015 |
| Non-current Assets | 179,423 | 8,753 | 34,488 | 34,901 | 80,654 | 16,341 | - | 354,560 |
| Total Assets | 217,414 | 22,680 | 79,953 | 79,135 | 141,829 | 26,829 | (5,664) | 562,176 |
| Total Liabilities | 84,352 | 15,249 | 43,416 | 44,038 | 73,112 | 10,231 | (5,664) | 264,734 |
|  | $\stackrel{\text { NZ }}{\text { Domestic }}$ | $\begin{gathered} \text { Internat. } \\ \text { Int. } \end{gathered}$ | Australia Domestic | Australia Internat. | USA | $\begin{aligned} & \text { Asian } \\ & \text { Internat. } \end{aligned}$ | Intercoy | $\begin{gathered} 2009 \\ \$ 000 \\ \text { Consolidated } \end{gathered}$ |
| Operating Revenue Domestic internat. Domestic inernat. Consoldated |  |  |  |  |  |  |  |  |
| - sales to customers outside the group inter-segment sales | 294,814 4,772 | 108,294 $(445)$ | 183,202 10,081 | 209,442 10,257 | 444,004 23,572 | 25,822 9,805 | (58,042) | 1,265,578 |
| Total Revenue | 299,586 | 107,849 | 193,283 | 219,699 | 467,576 | 35,627 | (58,042) | 1,265,578 |
| EBitda | 41,553 | 4,897 | 7,220 | 7,095 | 17,873 | 2,618 | - | 81,256 |
| Depreciation \& Amortisation | 8,575 | 406 | 1,858 | 636 | 2,704 | 90 | - | 14,269 |
| Ebita | 32,978 | 4,492 | 5,362 | 6,458 | 15,169 | 2,528 | - | 66,987 |
| Capital Expenditure | 29,204 | 606 | 2,818 | 1,216 | 8,425 | 591 | - | 42,860 |
| Trade Receivables | 31,927 | 12,725 | 23,386 | 33,059 | 45,787 | 3,921 | ${ }^{(6,171)}$ | 144,634 |
| Non-current Assets | 183,882 | 8,414 | 33,010 | 28,285 | 103,658 | 17,686 | - | 374,935 |
| Total Assets | 219,306 | 21,446 | 59,039 | 65,419 | 162,154 | 26,517 | ${ }^{(6,171)}$ | 547,710 |
| Total Liabilities | 101,989 | 14,234 | 26,744 | 36,677 | 78,256 | 9,423 | (6,171) | 261,152 |

EBITDA is defined as earnings before net interest expense tax, depreciation amortisation abnormals, share based payment expense, minority interests
and associates.
There are no customers in any segment that comprise more than $10 \%$ of that segment's revenue.
The egegraphical segments are determinee based on the location of the Group's assets. The industrial segments are determined with the operating
businesses organised and managed seperately according to the nature of the services provided.

## Notice of event affecting securities

New Zealand Stock Exchange Listing Rule 7.12.2. For rights, Listing Rules 7.10.9 and 7.10.10.
Number of pages including this one (Please provide any other relevant details on additional pages)


For change to allotment, Listing Rule 7.12.1, a separate advice is required.


EXISTING securities affected by this If more than one security is affected by the event, use a separate form.


## Monies Associated with Event

Dividend payable, Call payable, Exercise price, Conversion price, Redemption price, Application money.


## Timing (Refer Appendix 8 in the Listing Rules)

Record Date 5pm
For calculation of entitlements must be the last business day of a week

## Application Date

Also, Call Payable, Dividend / Interest Payable, Exercise Date, Conversion Date. In the case
$23 / 07 / 2010$ of applications this must be the last business day of the week.

## Allotment Date

For the issue of new securities. Must be within 5 business days of record date. $\qquad$

## OFFICE USE ONLY

Ex Date:
Commence Quoting Rights:
Security Code:
Cease Quoting Rights 5pm
Commence Quoting New Securities:
Cease Quoting Old Security 5pm:
Security Code:


