## PRELIMINARY FULL YEAR REPORT ANNOUNCEMENT

Mainfreight Limited
(Name of Listed Issuer)
For Full Year Ended 31 March 2009
(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 $[\mathrm{X}]$ attached] and is based on unaudited
financial statements. If the report is based on audited financial statements, any qualification made by the auditor is
is 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]
 OF THE LISTED ISSUER

|  | *Consolidated Statement of Financial Performance |  |
| :---: | :---: | :---: |
| 2.0 DETAILS OF SPECIFIC RECEIPTS/OUTLAYS, REVENUES/ EXPENSES FOR FULL YEAR | Current <br> full year <br> \$NZ'000 | Previous corresponding full year \$NZ'OOO |
| 2.1 INCLUDED IN CONSOLIDATED STATEMENT OF FINANCIAL PERFORMANCE |  |  |
| (a) Interest revenue included in Item 1.1(b) | 1,099 | 1,560 |
| (b) \# Unusual items for separate disclosure (gain/loss) (detail - Item 3) | nil | nil |
| (c) Equity earnings (gain/loss) (detail - Item 16) |  | 434 |
| (d) Interest expense included in Item 1.2 (include all forms of interest, etc) | 6,112 | 4,728 |
| (e) Leasing and renting expenses | 30,809 | 22,430 |
| (f) Depreciation | 9,786 | 7,392 |
| (g) Non-cash Share Based Payment Expense | 1,059 | 585 |
| (h) Amortisation of goodwill |  |  |
| (i) Amortisation of other intangible assets | 4,483 | 3,216 |
| (j) Impairment of goodwill |  |  |
| (k) Impairment of other intangible assets |  |  |

## LEMENTARY ITEMS

(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 <br> Financial Performance |  |
| :---: | :---: |
| Current <br> full year <br> \$NZ'000 | Previous <br> corresponding <br> full year <br> \$NZ'O00 |
| 160 | 516 |
|  |  |
|  |  |
|  |  |
|  |  |

\#tems marked in this way need to be shown only there their inclusion as revenue or exclusion from expenses has had a material effect on reported *surplus (deficit

| 3.0 DISCONTINUED, UNUSUAL (INCLUDING NON RECURRING), AND EXTRAORDINARY ITEMS OF THE GROUP | Group - Current Full Year This Year |  | Group - Current Full Year Last Year |  |
| :---: | :---: | :---: | :---: | :---: |
| DETAILS AND COMMENTS <br> Discontinued Activities: | Operating Revenue \$NZ'OOO | Operating Surplus \$NZ'OOO | Operating Revenue \$NZ'OOO | Operating Surplus \$NZ'000 |

Discontinued operations are Lep International (NZ) Ltd, Lep International Pty Ltd, Pan Orient Shipping Services Pty Ltd,
Kurada No. 8 Ltd
(Disclose Operating Revenue and Operating Surplus)

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:
Gain on Sale of Lep \& Pan Orient and Pan Orient Debtor Costs Rakino Group Ltd Divestment Gain on Sale Obsolete Lease Provisions Redundancies

Tax on Above
TOTAL EXTRAORDINARY ITEMS

|  |  | 32,447 | 275 |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
|  |  |  |  |
|  |  | 32,447 | 275 |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  | 61,734 |
|  |  |  | 160 |
|  | $(5,888)$ |  |  |
|  | (635) |  |  |
|  |  |  |  |
|  |  |  |  |
|  | 2,003 |  | $(1,357)$ |
|  |  |  |  |
|  | $(4,520)$ |  | 60,537 |
|  |  |  |  |


|  |  | Statement of Movements In Equity |  |
| :---: | :---: | :---: | :---: |
| 4.0 | STATEMENT OF MOVEMENTS IN EQUITY | Current full year \$NZ'O00 | Previous corresponding full year \$NZ'000 |
| 4.1 | *NET SURPLUS (DEFICIT) ATTRIBUTABLE TO MEMBERS OF LISTED ISSUER | 35,482 | 101,622 |
|  | (a) *Net Surplus (Deficit) attributable to minority interest |  | 105 |
| 4.2 | OTHER RECOGNISED REVENUE AND EXPENSES |  |  |
|  | (a) *Increases (decreases) in revaluation reserves | $(3,893)$ | 5,110 |
|  | (b) Current Translation Differences | 15,307 | (1,986) |
|  | (c) Minority interest in other recognised revenue and expenses |  | 63 |
| 4.3 | TOTAL RECOGNISED REVENUES AND EXPENSES | 46,896 | 104,914 |
| 4.4 | OTHER MOVEMENTS |  |  |
|  | (a) Contributions by Owners \& Share Scheme Costs | 6,437 |  |
|  | (b) Distributions to Owners | $(18,027)$ | $(15,901)$ |
|  | (c) Other Minority Interest on acquisitions |  | $(4,984)$ |
|  | (d) Team Member Share Scheme Costs | 1,059 | 585 |
| 4.5 | EQUITY AT BEGINNING OF YEAR | 250,193 | 165,579 |
| 4.6 | EQUITY AT END OF FULL YEAR | 286,558 | 250,193 |



| ( Note (VIII) attached has particular relevance for the preparation | Consolidated Statement of Financial Position |  |  |
| :---: | :---: | :---: | :---: |
|  | At end of current full year | As shown in last Annual Report Restated Under NZ IFRS <br> \$NZ'000 | If half yearly as shown in last half yearly report <br> \$NZ'000 |
| (a) Cash | 13,206 | 26,708 |  |
| (b) Trade receivables | 144,634 | 148,053 |  |
| (c) Assets of Disposal Group held for sale | 1,974 |  |  |
| (d) Inventories |  |  |  |
| (e) Other assets, current | 12,961 | 8,095 |  |
| TOTAL CURRENT ASSETS | 172,775 | 182,856 |  |
| 9.1 NON-CURRENT ASSETS <br> (a) Trade receivables |  |  |  |
|  |  |  |  |
| (c) Inventories |  |  |  |
| (d) Property, plant and equipment | 211,354 | 186,522 |  |
| (e) Goodwill | 139,485 | 91,828 |  |
| (f) Deferred Taxation Assets | 5,404 | 6,084 |  |
| (g) Other Intangible Assets | 18,612 | 11,615 |  |
| (h) Other assets, non current |  |  |  |
| 9.2 TOTAL NON-CURRENT ASSETS | 374,935 | 296,129 |  |
| 9.3 TOTAL ASSETS | 547,710 | 478,985 |  |
| 9.4 CURRENT LIABILITIES |  |  |  |
| (a) Trade Creditors | 116,186 | 102,450 |  |
| (b) Liabilities of Disposal Group held for sale |  |  |  |
| (c) Secured loans | 22,507 |  |  |
| (d) Bank Overdraft | 5,906 | 5,200 |  |
| (e) Provisions, current | 12,589 | 19,193 |  |
| (f) Other liabilities, current | 996 | 415 |  |
| TOTAL CURRENT LIABILITIES | 158,184 | 127,258 |  |
| 9.5 NON-CURRENT LIABILITIES <br> (a) Accounts payable, non-current | 2,425 |  |  |
| (b) Secured loans | 97,679 | 100,386 |  |
| (c) Unsecured loans |  |  |  |
| (d) Provisions, non-current | 960 | 550 |  |
| (e) Deferred Taxation Liability, non-current | 507 |  |  |
| (f) Other liabilities, non-current | 1,397 | 598 |  |
| 9.6 TOTAL NON-CURRENT LIABILITIES | 102,968 | 101,534 |  |
| 9.7 TOTAL LIABILITIES | 261,152 | 228,792 |  |
| 9.8 NET ASSETS | 286,558 | 250,193 |  |
| 9.9 SHAREHOLDERS' EQUITY <br> (a) Share capital (optional) <br> (b) Reserves (optional) <br> (i) Revaluation reserve <br> (ii) Other reserves <br> (c) Retained Surplus (accumulated Deficit) (optional) | $\begin{array}{r} 64,620 \\ 39,714 \\ 10,418 \\ 171,806 \end{array}$ | $\begin{gathered} 57,124 \\ 43,607 \\ (4,889) \\ 154,351 \end{gathered}$ |  |
| 9.10 SHAREHOLDERS' EQUITY ATTRIBUTABLE TO MEMBERS OF THE LISTED ISSUER | 286,558 | 250,193 |  |
| (a) Minority equity interests in subsidiaries |  |  |  |
| 9.1 TOTAL SHAREHOLDERS' EQUITY | 286,558 | 250,193 |  |
| (a) Returns on Assets (\%) (EBIT divided by Total Assets) | 11.04\% | 26.35\% |  |
| (b) Return on Equity (\%) (Net Income divided by Shareholders' Equity) | 12.38\% | 40.62\% |  |
| (c) Debt to Equity Ratio (\%) (Total Liabilities divided by | 91.13\% | 91.45\% |  |
|  |  |  |  |


| 10 | (See Note (IX) attached) <br> CASH FLOWS RELATING TO OPERATING ACTIVITIES | Consolidated Statement of cashflows for full year |  |
| :---: | :---: | :---: | :---: |
|  |  |  | Corresponding full year \$NZ'000 |
|  | (a) Receipts from customers | 1,302,811 | 926,477 |
|  | (b) Interest received | 1,099 | 1,560 |
|  | (c) Dividends received |  | 824 |
|  | (d) Payments to suppliers and employees | $(1,214,427)$ | $(856,955)$ |
|  | (e) Interest paid | $(6,112)$ | $(4,692)$ |
|  | (f) Income taxes paid | $(20,304)$ | $(26,515)$ |
|  | (g) Other cash flows relating to operating activities -Shipping A/c Movements |  |  |
|  | NET OPERATING FLOWS | 63,067 | 40,699 |
|  | (See Note (IX) attached) |  |  |
| 11 CASH FLOWS RELATING TO INVESTING ACTIVITIES |  |  |  |
|  | (a) Cash proceeds from sale of property, plant and equipment | 2,071 | 237 |
|  | (b) Cash proceeds from sale of equity investments |  | 84,832 |
|  | (c) Loans repaid by other entities | 25 | 19 |
|  | (d) Cash paid for purchases of property, plant and equipment | $(43,086)$ | $(41,734)$ |
|  | (e) Interest paid - capitalised | (160) | (516) |
|  | (f) Cash paid for purchases of equity investments | $(19,614)$ | $(81,410)$ |
|  | (g) Loans to other entities | $(1,112)$ | (23) |
|  | (h) Other |  |  |
|  | NET INVESTING CASH FLOWS | $(61,876)$ | $(38,595)$ |
| 12 (See Note (IX) attached) |  |  |  |
|  |  |  |  |  |
|  | (a) Cash proceeds from issue of shares, options, etc. | 6,438 |  |
|  | (b) Borrowings |  | 106,127 |
|  | (c) Repayment of borrowings | $(9,829)$ | $(89,544)$ |
|  | (d) Dividends paid | $(18,027)$ | $(15,901)$ |
|  | (e) Other cash flows relating to financing activities |  |  |
|  | NET FINANCING CASH FLOWS | $(21,418)$ | 682 |
| 13 | (See Note (IX) attached) |  |  |
|  | NET INCREASE (DECREASE IN CASH HELD) | $(20,227)$ | 2,786 |
|  | (a) Cash at beginning of full year | 21,508 | 19,543 |
|  | (b) Exchange rate adjustments to Item 12.3(a) above | 6,019 | (821) |
|  | (c) CASH AT END OF FULL YEAR | 7,300 | 21,508 |

## 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:
$\qquad$
$\qquad$
$\qquad$

15 RECONCILIATION OF CASH cash at bank and bank overdraft

| Current | Previous |
| :---: | :---: |
| Cull year | full year |
| NZ\$'000 | NZ\$'OOO |

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)

| 13,206 | 26,708 |
| ---: | ---: |
|  |  |
| $(5,906)$ | $(5,200)$ |
|  |  |
| 7,300 | 21,508 |

## 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 |
|  | 535 |
|  | $(101)$ |
|  | 434 |
|  | 434 |

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

| Name | Percentage of ordinary shares held at end of Full Year |  | Contribution to net *surplus (deficit) (Item 1.5) |  |
| :---: | :---: | :---: | :---: | :---: |
| Equity Accounted Associates | Current <br> full year | Previous Corresponding full year |  | Previous Corresponding full year NZ\$'000 |
|  | $\begin{aligned} & 100.0 \% \\ & 100.0 \% \end{aligned}$ | $\begin{aligned} & 100.0 \% \\ & 100.0 \% \end{aligned}$ | Equity Accounted in current year |  |
| Bolwick Ltd *** <br> Mainfreight Express Ltd *** |  |  | 196 |  |
|  |  |  |  | 238 |
| *** purchased remaining shareholding 1 August 2007 - treated as subsidiaries from that date |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  | Nil | 434 |
| Other Material Interests |  |  | Not Equity Accounted in current year |  |
|  |  |  | nil | nil |

(b) Investments in Associates

| Current <br> full year <br> \$NZ'OOO | Previous Corresponding full year \$NZ'000 |
| :---: | :---: |
|  | 2,046 |
|  | $(1,645)$ |
|  | (11) |
|  | 434 |
|  | (824) |
| nil | nil |
| nil | nil |



The Group operates in the domestic supply chain (i.e. moving and storing freight within countries) and international freight industries (i.e. moving freignt
bewween 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 exception of
defered tax and derivaive financial instrments which are non reportec on
屋
The segmental results from continuing and discontinued operations are disclosed below. Included in the prior year results of
discontinued operations are Lep International (NZ) Lto, Lep International Ply Lto, Pan Orient Shipping Services Pry Ltd and
discontinued operal
Kurada No. 8 tod.
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 2009 and 31 March 2008. Inter segment transactions are entered into on a fully commercial basis.

|  | $\begin{gathered} \text { NZ } \\ \text { Domestic } \end{gathered}$ | $\stackrel{\text { Intermat. }}{\text { IN }}$ | Australia Domestic | Australia Internat. | USA | $\begin{gathered} \text { Asian } \\ \text { Intermat. } \end{gathered}$ | Intercoy | Continuing Operations | Discontinued Operations | $\begin{gathered} 2009 \\ \text { soon } \\ \text { consolidated } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
| sales to customers outside the group | 294,814 | 108,294 | 183,202 | 209,442 | 444,004 | 25,822 |  | 1,265,578 | - | 1,265,578 |
| intersegments sales | 4,772 | (445) | 10,081 | 10,257 | 23,572 | 9,805 | (58,042) | - | - |  |
| Total revenue | 299,586 | 107,849 | 193,283 | 219,699 | 467,576 | 35,627 | (58,042) | 1,265,578 | . | 1,265,578 |
| Ebitda | 41,553 | 4,897 | 7,220 | 7,095 | 17,873 | 2,618 | - | 81,256 | - | 81,256 |
| Depreciation \& Amorisation | 8,575 | 406 | 1,858 | 636 | 2,704 | 90 | - | 14,269 | - | 4,269 |
| Ebita | 32,978 | 4,492 | 5,362 | 6,458 | 15,169 | 2,528 | - | 66,987 | - | 66,987 |
| Capital Expenditure | 29,204 | 606 | 2,818 | 1,216 | 8,425 | 591 | - | 42,860 | - | 42,860 |
| Trade Receivables | 31,927 | 12,725 | 23,386 | 33,059 | 45,787 | 3,921 | (6,171) | 144,634 | - | 144,634 |
| Non-current Assets | 183,882 | 8,414 | 33,010 | 28,285 | 103,658 | 17,686 | - | 374,935 | - | 374,935 |
| Total Assets | 219,306 | 21,446 | 59,039 | 65,419 | 162,154 | 26,517 | (6,171) | 547,710 | - | 547,710 |
| Total Liabilites | 104,465 | ${ }^{13,613}$ | 37,236 | 36,440 | 67,106 | 8,263 | (6,171) | 261,152 | . | 261,152 |
|  | $\stackrel{\text { NZ }}{\text { Domestic }}$ | $\begin{gathered} \mathrm{NZ} \\ \text { Internat. } \end{gathered}$ | Australia Domestic | Australia Internat. | USA | Asian Internat. | Intercoy | Continuing Operations | Discontinued Operations | $\begin{gathered} 2008 \\ \text { sooo } \\ \text { Consolidated } \end{gathered}$ |
| Operating revenue |  |  |  |  |  |  |  |  |  |  |
| - sales to customers outside the group <br> - intersegments sales | 281,364 5,624 | 103,943 $(1,078)$ | 148,690 8,411 | 144,907 9,557 | 220,610 16,413 | 12,205 7,069 | (46,782) | 911,719 $(786)$ | 32,447 786 | 944,166 |
| Total revenue | 286,988 | 102,865 | 157,101 | 154,464 | 237,023 | 19,274 | (46,782) | 910,933 | 33,233 | 944,166 |
| EBitda | 37,384 | 4,919 | 11,850 | 7,792 | 10,319 | 2,070 | - | 74,334 | 690 | 75,024 |
| Depreciation \& Amoritation | 7,373 | 297 | 1,242 | 369 | 1,192 | 135 | - | 10,608 | 80 | 10,688 |
| Ebita | 30,011 | 4,622 | 10,608 | 7,423 | 9,127 | 1,935 | - | 63,726 | 610 | 64,336 |
| Capital Expenditure | 19,181 | 176 | 15,934 | ${ }^{263}$ | 1,483 | 4,977 | - | 42,014 | - | 42,014 |
| Trade Receivables | 43,823 | 13,638 | 22,179 | 22,669 | 46,048 | 2,599 | (2,903) | 148,053 | - | 148,053 |
| Non-current Assets | 169,279 | 8.542 | 28,592 | 6,272 | 68,226 | 15,218 | - | 296,129 | - | 296,129 |
| Total Assets | 221,649 | 22,528 | 55,701 | 32,631 | 129,258 | 20,190 | (2,972) | 478,985 | - | 478,985 |
| Total Liabilities | 77,691 | 16,033 | 34,014 | 27,524 | ${ }^{65,127}$ | 11,374 | (2,972) | 228,791 | - | 228,791 |

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 segments revenue.
The gegraphical segments are determined based on the location of the Grour's assets. The industrial segments are determined with the operating
businesses organised and managed seperately according to the nature of the services provided.
businesses organised and managed seperately according to the nature of the sevices 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.
Full name
of Issuer
Mainfreight Limited


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

17 July, 2009

## Notice Date

Entitlement letters, call notices, conversion notices mailed


## Application Date

Also, Call Payable, Dividend / Interest Payable, Exercise Date, Conversion Date. In the case 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.
$\square$

OFFICE USE ONLY
Ex Date:
Commence Quoting Rights:
Cease Quoting Rights 5pm
Commence Quoting New Securities:

