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Battle-scarred companies winning the fight Corporate profit-reporting season

- CommSec has assessed the results of 131 companies from the ASX 200 index that reported half-year (HY) results to December 2011 (results for the six months to December) and 24 ASX 200 companies that reported full year (FY) results (results for the 12 months to December).
- Aggregate half-year profits rose by 5.5 per cent to \$26.7 billion (in the previous full-year results to June, profits were up 31.8 per cent). Meanwhile the aggregate FY earnings were down by 45.2 per cent (largely reflecting write-downs by Caltex).
- Of the companies reporting half-yearly earnings, overall 111 companies or 85 per cent of companies produced a profit (previously 82 per cent produced a profit for the year to June) while only six of the FY companies didn't report a profit.
- But only 61 companies (or 47 per cent) of the HY companies reported an improvement in profit (previously 62 per cent of companies reported an increase in profit for the year to June).
- Cash balances are being trimmed but there are mixed results. Of the half-yearly reporting companies, aggregate cash balances have fallen by 14 per cent between June and December. But it is by no means one-way traffic. Fifty-two per cent of companies cut cash balances while 48 per cent lifted their cash holdings. And excluding BHP Billiton, cash balances were actually up 7 per cent.
- The vast majority of ASX 200 companies paid dividends. Of the half yearly reporting companies, 79 per cent issued a dividend. Aggregate dividends were up 7 per cent on a year ago.
- Bloomberg has highlighted the mixed nature of the half-year earnings results with "negative surprises" ahead of "positive surprises" by 50 per cent to 36 per cent.

What do the figures show and what does it all mean?

- Corporate Australia is still racking up profits, but the past year has clearly been tough. We have assessed the
 half-yearly earnings results of 131 companies that are included in the ASX 200 index. And the good news is that
 the bulk of companies are still in the black. Overall 85 per cent of companies reported profits for the six month
 period to December 2011.
- When you consider the environment, characterised by super-cautious consumers, a strong Aussie dollar and
 worries about the health of European economies, the bottom-line result is positive. In fact a smaller 82 per cent of
 companies previously chalked up a profit for the year to June 2011.
- But when you dig beneath the surface, it is clear how mixed the reporting season was. Less than half (47 per cent) of the companies issuing results for the six months to December, reported a lift in profits while the remainder reported weaker earnings.
- Still, in aggregate, profits of the companies reporting half-year profits were up 5.5 per cent on a year ago.
 Revenue and other income rose in aggregate by 9 per cent while cost of sales and other expenses rose by 10 per cent.
- Some companies had to deal with super-cautious consumers who refused to open their wallets. And those that
 were spending were checking whether there were better bargains to be had from overseas retailers and suppliers.
 Other consumers went on trips overseas and bought goods on holidays, rather than at home. As a result,
 consumer-focussed businesses were forced to trim margins and cut costs to stay competitive.

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- Other firms, especially in the industrials and materials sector, were challenged by the Aussie dollar in different
 ways, forced to re-assess strategies to stay profitable and competitive. Qantas, OneSteel, BlueScope, and Caltex
 are just some of the companies that have, or are in the process, of dissecting their operations.
- Financial institutions are also closely assessing strategies given the reluctance to borrow by businesses and consumers, high cost of funds and community focus on earnings and return on equity.
- One feature of the earnings season was the number of companies reporting "abnormals" or special factors
 impacting on their results like write-downs or impairment charges. Somewhat perversely it has been the innate
 strength of balance sheets and high cash reserves that has allowed companies to take charges to their accounts
 at this time.
- Another notable feature of the earnings season has been the drop in cash reserves. Of the companies reporting
 half year results, aggregate cash reserves fell between the end of June and the end of December by 14.1 per
 cent to \$55.7 billion. However the result was driven by BHP Billiton. Excluding BHP Billiton, cash balances were
 actually up by 7 per cent. But across the board the performance was mixed with 48 per cent increasing cash
 holdings and 52 per cent cut cash levels. Still, given that aggregate profits for the period totalled \$26.7 billion, it is
 clear that companies remain conservative.
- Some of the cash balances have been put to work such as in new capital expenditure. Clearly companies couldn't
 continue to accumulate cash reserves forever more investors would have been prompted to assess the value of
 their investments. But companies must divine a responsible path, weighing up conservative balance sheets,
 attempts to increase productivity and profitability, growing their businesses organically or by acquisition and
 embracing strategic opportunities.
- The good news for investors is that the bulk of companies continue to issue dividends and the majority of companies have either maintained or increased dividends. Of the companies reporting half-year earnings, 79 per cent of companies more than three out of even four companies reported an interim dividend. And of those reporting a dividend, 48 per cent lifted dividends, 31 maintained dividends while 21 companies trimmed their dividend compared with the previous year's interim results.
- The mixed nature of the reporting season is apparent in the number of companies reporting "negative surprises" or "positive surprises" that is, results above or below expectations. Bloomberg has assessed the companies reporting half-year results and found that 50 per cent produced "negative surprises" with 36 per cent issuing results better than consensus forecasts. Most negative surprises were in Basic Materials while in the Industrials sector, there were more positive, than negative surprises.

Outlook:

- Corporate Australia has just come through one of the more difficult operating periods in recent years. Not only
 were headwinds provided by the European financial crisis, slow US economic recovery and engineered slowdown
 in China, but the on-going strength of the Aussie dollar, conservative practices by both consumers and
 businesses and absence of stimulus from monetary or fiscal policy ensured that the word "challenging" was
 constantly in use by chief executive officers.
- Still despite all the headwinds, it is clear that balance sheets remain in good shape. And this is opportune as
 many companies have hard decisions to make about future strategies. The Aussie dollar looks set to remain
 above parity in the short to medium term. Our currency strategists have factored in levels of US108-109 cents
 over the next year.
- Companies must work out how to effectively compete against domestic and external competitors in an environment characterised by technological change and a historically-high currency.
- The good news is that European nations have finally got the message that they need to do what it takes to regain confidence of investors and stabilise their economies. The US economy is on a firmer growth path and China has engineered a 'soft landing' although challenges still remain.
- Unfortunately the Reserve Bank is reluctant to provide further monetary stimulus so the onus will be on companies to improve efficiency and productivity in order to boost profits.
- CommSec expects the All Ordinaries to gradually track higher to around 4,450 points (ASX 200 4,400), lifting to
 4,650 by December 2012 (ASX 200 4,600). While these targets appear eminently achievable, we are comfortable
 with our conservative view at present in light of future hurdles. The sharemarket also faces major competition for
 funds from bank term deposits and property investments while a firm Aussie dollar will reduce the enthusiasm for
 Aussie equities by foreign investors,



HALF YEAR TO DECEMBER 2011

No. Part P				SALES			co	ST OF SALE	s		PROFIT		EP	S	Final Dividend		Cash B	alance
FOL. Toll Holdings Ltd				2011	2010	%				2011	2010	%	2011	2010			2011	2010
Virgin Aus Hide List				\$M	\$M		\$M	\$M		\$M	\$M		cents	cents	cents	cents	\$M	\$M
Virgin Aus Hight Life Among Amon	TOL	Toll Holdings Ltd	Air Freight & Logistics - 20301010	4436.8	4238.5	4.7	4064.7	3897.2	4.3	157.9	163.9	-3.7	22.1	23.3	11.5	11.5	462.7	496.5
CAME Contract Amerys Artimes - 20020010 80480 7561 60 7510 7227 95 42.0 2410 -826 19 106 00 00 1006.0 1007.0	VAH	Virgin Aus Hldg Ltd		1997.4	1692.7	18.0	1898.7	1616.5	17.5	51.8	23.8	117.6	2.3	1.1	0.0	0.0	851.4	731.3
Astralian Inflast Approx Services - 2000010			Airlines - 20302010							42.0				10.6	0.0	0.0	1006.0	
SYD Amport Amport Series - 2008010 100.59 100.02 2.3 104.65 5987 4.2 29.9 100.8 33.79 1.29 5.6 10.0 10.0 11.24 128.04	AIX	Australian Infrastr.	Airport Services - 20305010	78.0	96.8	-19.4		7.8	27.2			-22.0		14.2	5.0	5.0	54.9	55.4
Billationing	SYD	SYD Airport	Airport Services - 20305010	1025.9	1003.2	2.3	1040.5	998.7	4.2	-239.9	100.8	-337.9	-12.9	5.8	10.0	10.0	1124.3	1248.4
PIM Platform Asset Asset Management & Custody Banis - 40,00010 115.4 135.0 14.5 20.2 21.5 6.2 67.2 78.4 14.4 12.0 14.0 8.0 10.0 21.2 22.2 22.5 78.4 14.4 12.0 14.0 8.0 10.0 21.2 22.3 22.5 22.9 35.0 34.5 57.3 866 55.0 95.0 12.5 22.0 22.5 22.0 22.5 22.0 22.5 35.0 34.5 57.3 866 55.0 95.0 12.0 87.7 153.0 14.5 14.	BBG		Apparel, Accessories & Luxury Goods - 25203010	849.8	837.1		394.5	381.8				-71.8		22.8	3.0	16.0	191.3	203.9
PPT Perpetual Limited	PTM	Platinum Asset		115.4	135.0	-14.5	20.2	21.5	-6.2	67.2	78.4	-14.4	12.0	14.0	8.0	10.0	21.2	232.8
FEL	PPT	Perpetual Limited		222.0		-15.4	169.6				35.0	-34.5		86.6	50.0	95.0	122.6	220.3
Fiv0	IFL	IOOF Holdings Ltd	Asset Management & Custody Banks - 40203010	316.4	324.5	-2.5	257.2	260.7			48.9	-5.8		21.2	19.0	21.0	87.7	153.0
CSL Limited Biotechnology -350/1010 22/14 21/163 5.0 11973 11997 130 4833 5002 34 9.22 9.15 36.0 36.0 12986 479.4	FWD		Automobile Manufacturers - 25102010	206.1	226.6		159.2	183.8	-13.4	26.9	24.4	10.1	46.1		33.0	32.0	14.1	19.6
SMA GWA GWA Group Ltd Broadcasting - 25401020 362.6 2187 65.8 238 150.2 59.1 84.3 33.6 150.8 133 8.9 5.0 7.0 76.2 31.6 GWA GWA Group Ltd Building Products - 20102010 315.0 316.9 12. 198.9 200.4 0.7 13.3 33.2 60.0 4.4 11.0 9.5 9.5 33.0 43.8 44.8 44.8 44.8 44.8 44.8 44.8 44.8 44.8 45.8 43.8 44.8 45.8 45.8 44.8 45.8 45.8 44.8 45.8 45.8 44.8 45.8	CSL		Biotechnology - 35201010	2221.4	2116.3	5.0	1197.3	1059.7	13.0	483.3	500.2	-3.4	92.2	91.5	35.0	36.0	1299.6	479.4
GWA Group Ltd Buiding Products - 2010/2010 315.0 318.9 1.2 198.9 200.4 -0.7 133 33.2 -50.0 4.4 11.0 9.5 9.5 33.0 43.8		Mesoblast Limited		18.6	2.3	698.6	35.6	10.8	228.1	-44.1	93.1			57.9	0.0		240.8	263.2
AUN Austar Unified Cable & Satellite - 256/01/025 71/28 71/12 0.2 57/5 0 57/5	SXL	Sthn Cross Media	Broadcasting - 25401020	362.6	218.7	65.8	238.9	150.2	59.1	84.3	33.6	150.8	13.3	8.9	5.0	7.0	78.2	31.6
AUN		GWA Group Ltd		315.0										11.0			33.0	43.8
Commonweigness Comm	AUN	Austar United	Cable & Satellite - 25401025	712.8	711.2	0.2	575.0	576.5	-0.3	120.1	99.7	20.5	0.1	0.1	0.0	0.0	203.7	108.7
CMM Crown Limited Casinos & Garming - 25301010 1495.0 1206.0 24.0 1188.8 995.0 19.5 274.4 1531 79.2 36.6 20.2 18.0 18.0 18.7 14.6 17.5 17.5 15.5 15.5 15.5 17.7 15.5 15	ΠS	Tatts Group Ltd	Casinos & Gaming - 25301010	1973.6	1896.6	4.1	1542.9	1572.2	-1.9	166.9	149.9	11.3	12.6	11.6	11.0	10.5	276.5	262.1
TAH	CWN		Casinos & Gaming - 25301010	1495.0	1206.0	24.0	1188.8	995.0	19.5	274.4		79.2		20.2	18.0	18.0	188.7	144.6
AQA Aguila Resources Coal & Consumable Fuels - 10102050 109.2 88.3 23.7 78.4 61.3 28.0 -30.0 -15.8 89.9 7.3 4.0 0.0 0.0 138.1 250.2 CPL Coalspur Mines Ltd Coal & Consumable Fuels - 10102050 0.4 0.6 30.8 12.9 8.8 47.5 -13.3 9.3 42.8 2.2 2.5 0.0 0.0 32.0 18.3 12.9 CPL Coalspur Mines Ltd Coal & Consumable Fuels - 10102050 173.4 115.6 49.7 146.4 94.8 54.4 -140.9 -25.4 454.7 -14.9 -3.0 0.0 0.0 39.9 182.3 PDN Paladin Energy Ltd* Coal & Consumable Fuels - 10102050 173.4 115.6 49.7 146.4 94.8 54.4 -140.9 -25.4 454.7 -14.9 -3.0 0.0 0.0 126.9 251.8 EXT Extract Resources Coal & Consumable Fuels - 10102050 19.9 12 56.6 20.6 37.8 45.5 -18.7 33.5 44.2 -7.5 -13.8 0.0 0.0 0.0 54.7 35.3 UNIVERSE TO Coal & Consumable Fuels - 10102050 19.9 12 56.6 20.6 37.8 45.5 -18.7 33.5 44.2 -7.5 -13.8 0.0 0.0 54.7 35.3 UNIVERSE TO Coal & Consumable Fuels - 10102050 174.7 1682.6 5.5 1397.8 1320.2 5.9 79.6 87.9 -9.4 80.7 -7.0 0.0 3.3 103.5 192.1 USL UCL Limited Computer & Electronics Retail - 25504020 177.4 1682.6 5.5 1397.8 1320.2 5.9 79.6 87.9 -9.4 80.7 -80.6 49.0 48.0 58.7 180.0 UGL UI UIL UIL UIL UIL UIL UIL UIL UIL UIL	TAH	TABCORP Holdings Ltd	Casinos & Gaming - 25301010	1573.5	1530.7	2.8	1264.6	1249.0	1.2	189.3		-28.7	26.9		13.0	24.0	163.2	147.1
CPL Coalspur Mines Ltd Coal & Consumable Fuels - 10102050 0.4 0.6 30.8 12.9 8.8 47.5 -13.3 9.3 -42.8 2.2 2.5 0.0 0.0 0.0 23.0 16.3	EGP	Echo Entertainment	Casinos & Gaming - 25301010	908.2	779.8	16.5	779.0	630.7	23.5	70.2	104.0	-32.5	10.2	15.1	4.0		109.9	80.1
GCL Gloucester Coal Coal & Consumable Fuels - 10102050 227.0 137.5 65.1 214.3 103.4 107.2 -36.9 23.2 -259.3 -18.4 20.8 0.0 0.0 30.9 182.3	AQA	Aquila Resources	Coal & Consumable Fuels - 10102050	109.2	88.3	23.7	78.4	61.3	28.0	-30.0	-15.8	-89.9	-7.3	-4.0	0.0	0.0	138.1	250.2
PDN Paladin Energy Ltd* Coal & Consumable Fuels - 10102050 173.4 115.8 49.7 146.4 94.8 54.4 140.9 -25.4 -454.7 -14.9 -3.0 0.0 0.0 126.9 251.8	CPL	Coalspur Mines Ltd	Coal & Consumable Fuels - 10102050				12.9	8.8			-9.3	-42.8	-2.2	-2.5				
PDN Paladin Energy Ltd* Coal & Consumable Fuels - 10102050 173.4 115.8 49.7 146.4 94.8 54.4 140.9 -25.4 -454.7 -14.9 -3.0 0.0 0.0 126.9 251.8	GCL	Gloucester Coal	Coal & Consumable Fuels - 10102050	227.0	137.5	65.1	214.3	103.4	107.2	-36.9	23.2	-259.3	-18.4	20.8	0.0	0.0	30.9	182.3
WHC Whitehaven Coal Coal & Consumable Fuels - 10102050 340.4 318.3 6.9 214.7 280.6 -17.6 19.9 -35.1 156.6 4.0 -7.1 0.0 3.3 103.5 192.1 JBH JB Hi-Fi Limited Computer & Electronics Retail - 25504020 1774.7 1682.6 5.5 1397.8 1320.2 5.9 79.6 87.9 9.4 80.7 80.6 49.0 48.0 58.7 180.0 UGL UGL Limited Construction & Engineering - 20103010 214.4 2140.5 3.4 2136.3 204.9 4.3 55.5 64.9 -14.5 33.3 39.4 34.0 340.7 79.0 88.3 40.7 20.0 48.0 55.5 64.9 -14.5 33.3 39.4 340.0 340.0 79.0 28.0 48.0 48.0 20.4 54.6 36.3 50.4 18.1 13.9 65.5 55.8 813.1 140.7 MAH Macmahon Holdings Construction & Engineering - 20103010	PDN	Paladin Energy Ltd*	Coal & Consumable Fuels - 10102050	173.4	115.8	49.7	146.4	94.8	54.4	-140.9	-25.4	-454.7	-14.9	-3.0	0.0	0.0	126.9	251.8
USL USL Limited Computer & Electronics Retail - 25504020 1774.7 1682.6 5.5 1397.8 1320.2 5.9 79.6 87.9 -9.4 80.7 80.6 49.0 48.0 58.7 180.0	EXT	Extract Resources	Coal & Consumable Fuels - 10102050	1.9	1.2	56.6	20.6	37.8	-45.6	-18.7		44.2	-7.5	-13.8	0.0		54.7	
USL USL Limited Computer & Electronics Retail - 25504020 1774.7 1682.6 5.5 1397.8 1320.2 5.9 79.6 87.9 -9.4 80.7 80.6 49.0 48.0 58.7 180.0	WHC	Whitehaven Coal	Coal & Consumable Fuels - 10102050	340.4	318.3	6.9	214.7	260.6	-17.6	19.9	-35.1	156.6	4.0	-7.1	0.0	3.3	103.5	192.1
ASL Ausdrill Limited Construction & Engineering - 20103010 511.7 416.0 23.0 39.9 324.6 20.4 54.6 36.3 50.4 18.1 13.9 6.5 5.5 81.3 140.7 MND Monadelphous Group Construction & Engineering - 20103010 883.4 702.3 25.8 773.7 615.3 25.7 57.5 45.5 26.3 65.4 52.3 50.0 40.0 181.6 161.9 MAH Macmahon Holdings Construction & Engineering - 20103010 736.7 504.6 46.0 705.4 485.0 45.4 23.2 -16.3 242.1 3.3 -1.8 1.5 0.0 135.0 96.5 NWH NRW Holdings Limited Construction & Engineering - 20103010 611.4 359.4 70.1 546.5 30.3 65.5 45.3 20.4 122.6 16.2 8.1 8.0 4.0 140.0 40.9 BLD Boral Limited Construction Materials - 15102010 2299.1 2241.2 2.6 164.7 1575.1 4.6 152.7 92.3 65.4 20.3 12.8 7.5 7.5 214.1 561.2 FBU Fletcher Building+ Construction Materials - 15102010 4509.0 3468.0 30.0 3386.0 2613.0 29.6 144.0 166.0 -13.3 21.2 27.3 17.0 16.0 182.0 BLN James Hardie Industr+ Construction Materials - 15102010 928.2 878.6 5.6 616.8 583.6 5.7 123.6 -345.2 135.8 436.2 435.3 4.0 0.0 38.8 24.2 BKN Bradken Limited Constructn&Farm Machinery&Heavy Trucks - 20106010 683.2 532.5 28.3 547.5 406.2 34.8 43.0 26.0 65.6 26.2 18.7 19.5 18.5 30.1 BC. 31.0 ENTROP Machinery Blaevy Trucks - 20106010 175.5 173.5 1.2 154.1 149.8 2.9 151.1 17.5 -14.2 4.1 5.2 1.0 1.0 22.1 62.3 IRE IRESS Market Tech. Data Processing&Outsourced Services - 45102020 774.4 774.9 -0.1 644.8 604.5 6.7 105.6 116.9 -9.7 19.0 21.0 14.0 14.0 433.1 347.2 IV. Treasury Wine Estate Distillers & Vintners - 30201020 876.0 745.1 17.6 584.3 570.8 2.4 40.0 25.9 54.4 6.2 3.1 6.0 0.0 36.2 64.8	JBH	JB Hi-Fi Limited	Computer & Electronics Retail - 25504020	1774.7	1682.6	5.5	1397.8	1320.2	5.9		87.9		80.7		49.0	48.0	58.7	
MND Monadelphous Group Construction & Engineering - 20103010 883.4 702.3 25.8 773.7 615.3 25.7 57.5 45.5 26.3 66.4 52.3 50.0 40.0 181.6 161.9 MAH Macmahon Holdings Construction & Engineering - 20103010 736.7 504.6 46.0 705.4 485.0 45.4 23.2 -16.3 242.1 3.3 -1.8 1.5 0.0 135.0 96.5 NWH NRW Holdings Limited Construction & Engineering - 20103010 611.4 359.4 70.1 546.5 330.3 65.5 45.3 20.4 122.6 16.2 8.1 8.0 4.0 140.0 40.9 BLD Boral Limited Construction Materials - 15102010 2299.1 2241.2 2.6 1647.5 1575.1 4.6 152.7 92.3 65.4 20.3 12.8 7.5 7.5 214.1 561.2 FBU Fletcher Building+ Construction Materials - 15102010 4509.0 3468.0 30.0	UGL	UGL Limited	Construction & Engineering - 20103010	2214.4	2140.5		2136.3	2048.9			64.9	-14.5					179.0	
MND Monadelphous Group Construction & Engineering - 20103010 883.4 702.3 25.8 773.7 615.3 25.7 57.5 45.5 26.3 65.4 52.3 50.0 40.0 181.6 161.9 MAH Macmahon Holdings Construction & Engineering - 20103010 736.7 504.6 46.0 705.4 485.0 45.4 23.2 -16.3 242.1 3.3 -1.8 1.5 0.0 135.0 96.5 NWH NRW Holdings Limited Construction & Engineering - 20103010 611.4 359.4 70.1 546.5 330.3 65.5 45.3 20.4 122.6 16.2 8.1 8.0 4.0 140.0 40.9 BLD Boral Limited Construction Materials - 15102010 2299.1 2241.2 2.6 1647.5 1575.1 4.6 152.7 92.3 65.4 20.3 12.8 7.5 7.5 214.1 561.2 FBU Fletcher Building+ Construction Materials - 15102010 4509.0 3468.0 30.0	ASL	Ausdrill Limited	Construction & Engineering - 20103010	511.7	416.0	23.0	390.9	324.6	20.4	54.6	36.3	50.4	18.1	13.9	6.5	5.5	81.3	140.7
NWH NRW Holdings Limited Construction & Engineering - 20103010 611.4 359.4 70.1 546.5 330.3 65.5 45.3 20.4 122.6 16.2 8.1 8.0 4.0 140.0 40.9 BLD Boral Limited Construction Materials - 15102010 2299.1 2241.2 2.6 1647.5 1575.1 4.6 152.7 92.3 65.4 20.3 12.8 7.5 7.5 214.1 561.2 FBU Fletcher Building+ Construction Materials - 15102010 4509.0 3468.0 30.0 3386.0 2613.0 29.6 144.0 166.0 -13.3 21.2 27.3 17.0 16.0 182.0 84.0 JHX James Hardie Indust++ Construction Materials - 15102010 928.2 878.6 5.6 616.8 583.6 5.7 123.6 -345.2 135.8 436.2 435.3 4.0 0.0 38.8 24.2 BKN Bradken Limited Constructin&Farm Machinery&Heavy Trucks - 20106010 683.2 532.5	MND	Monadelphous Group	Construction & Engineering - 20103010	883.4	702.3	25.8	773.7	615.3	25.7	57.5	45.5	26.3	65.4	52.3	50.0	40.0	181.6	161.9
BLD Boral Limited Construction Materials - 15102010 2299.1 2241.2 2.6 1647.5 1575.1 4.6 152.7 92.3 65.4 20.3 12.8 7.5 7.5 214.1 561.2 FBU Fletcher Building+ Construction Materials - 15102010 4509.0 3468.0 30.0 3386.0 2613.0 29.6 144.0 166.0 -13.3 21.2 27.3 17.0 16.0 182.0 84.0 JHX James Hardie Indust++ Construction Materials - 15102010 928.2 878.6 5.6 616.8 583.6 5.7 123.6 -345.2 135.8 436.2 435.3 4.0 0.0 38.8 24.2 BKN Bradken Limited Constructn&Farm Machinery&Heavy Trucks - 20106010 683.2 532.5 28.3 547.5 406.2 34.8 43.0 26.0 65.6 26.2 18.7 19.5 18.5 30.8 152.5 IDL Industrea Limited Constructn&Farm Machinery&Heavy Trucks - 20106010 175.5 173.5 1.2 154.1 149.8 2.9 15.1 17.5 -14.2 4.1 5.2 1.0 1.0 22.1 62.3 IRE IRESS Market Tech. Data Processing&Outsourced Services - 45102020 204.8 179.6 14.0 123.6 100.1 23.5 41.3 50.5 -18.1 32.6 40.3 24.0 24.0 48.9 99.1 TWE Treasury Wine Estate Distillers & Vintners - 30201020 876.0 745.1 17.6 584.3 570.8 2.4 40.0 25.9 54.4 6.2 3.1 6.0 0.0 36.2 64.8	MAH	Macmahon Holdings	Construction & Engineering - 20103010	736.7			705.4	485.0									135.0	
FBU Fletcher Building+ Construction Materials - 15102010 4509.0 3468.0 30.0 3386.0 2613.0 29.6 144.0 166.0 -13.3 21.2 27.3 17.0 16.0 182.0 84.0 JHX James Hardie Indust++ Construction Materials - 15102010 928.2 878.6 5.6 616.8 583.6 5.7 123.6 -345.2 135.8 436.2 435.3 4.0 0.0 38.8 24.2 lbkN Bradken Limited Constructn&Farm Machinery&Heavy Trucks - 20106010 683.2 532.5 28.3 547.5 406.2 34.8 43.0 26.0 65.6 26.2 18.7 19.5 18.5 30.8 152.5 lbL Industrea Limited Constructn&Farm Machinery&Heavy Trucks - 20106010 175.5 173.5 1.2 154.1 149.8 2.9 15.1 17.5 -14.2 4.1 5.2 1.0 1.0 22.1 62.3 lbc IRE IRESS Market Tech. Data Processing&Outsourced Services - 45102020 204.8 179.6 14.0 123.6 100.1 23.5 41.3 50.5 -18.1 32.6 40.3 24.0 24.0 48.9 99.1 lbc Ireasury Wine Estate Distillers & Vintners - 30201020 876.0 745.1 17.6 584.3 570.8 2.4 40.0 25.9 54.4 6.2 3.1 6.0 0.0 36.2 64.8	NWH	NRW Holdings Limited	Construction & Engineering - 20103010	611.4	359.4	70.1	546.5	330.3	65.5	45.3	20.4		16.2	8.1			140.0	
JHX James Hardie Indust++ Construction Materials - 15102010 928.2 878.6 5.6 616.8 583.6 5.7 123.6 -345.2 135.8 436.2 435.3 4.0 0.0 38.8 24.2 BKN Bradken Limited Constructn&Farm Machinery&Heavy Trucks - 20106010 683.2 532.5 28.3 547.5 406.2 34.8 43.0 26.0 65.6 26.2 18.7 19.5 18.5 30.8 152.5 IDL Industrea Limited Constructn&Farm Machinery&Heavy Trucks - 20106010 175.5 173.5 1.2 154.1 149.8 2.9 15.1 17.5 -14.2 4.1 5.2 1.0 1.0 22.1 62.3 IRE IRESS Market Tech. Data Processing&Outsourced Services - 45102020 204.8 179.6 14.0 123.6 100.1 23.5 41.3 50.5 -18.1 32.6 40.3 24.0 24.0 48.9 99.1 CPU Computershare Ltd Data Processing&Outsourced Services - 45102020 774.4	BLD	Boral Limited	Construction Materials - 15102010	2299.1	2241.2	2.6	1647.5	1575.1	4.6	152.7	92.3	65.4	20.3	12.8	7.5	7.5	214.1	561.2
BKN Bradken Limited Constructn&Farm Machinery&Heavy Trucks - 20106010 683.2 532.5 28.3 547.5 406.2 34.8 43.0 26.0 65.6 26.2 18.7 19.5 18.5 30.8 152.5 IDL Industrea Limited Constructn&Farm Machinery&Heavy Trucks - 20106010 175.5 173.5 1.2 154.1 149.8 2.9 15.1 17.5 -14.2 4.1 5.2 1.0 1.0 22.1 62.3 IRE IRESS Market Tech. Data Processing&Outsourced Services - 45102020 204.8 179.6 14.0 123.6 100.1 23.5 41.3 50.5 -18.1 32.6 40.3 24.0 24.0 48.9 99.1 CPU Computershare Ltd Data Processing&Outsourced Services - 45102020 774.4 774.9 -0.1 644.8 604.5 6.7 105.6 116.9 -9.7 19.0 21.0 14.0 433.1 347.2 TWE Treasury Wine Estate Distillers & Vintners - 30201020 876.0 745.1	FBU	Fletcher Building+	Construction Materials - 15102010	4509.0	3468.0	30.0	3386.0	2613.0	29.6	144.0	166.0	-13.3	21.2	27.3	17.0	16.0	182.0	84.0
Industrea Limited Constructn&Farm Machinery&Heavy Trucks - 20106010 175.5 173.5 1.2 154.1 149.8 2.9 15.1 17.5 -14.2 4.1 5.2 1.0 1.0 22.1 62.3 18E IRESS Market Tech. Data Processing&Outsourced Services - 45102020 204.8 179.6 14.0 123.6 100.1 23.5 41.3 50.5 -18.1 32.6 40.3 24.0 24.0 48.9 99.1 20.0 20	JHX	James Hardie Indust++	Construction Materials - 15102010	928.2	878.6	5.6	616.8	583.6	5.7	123.6	-345.2	135.8	436.2	435.3	4.0	0.0	38.8	24.2
IRE IRESS Market Tech. Data Processing&Outsourced Services - 45102020 204.8 179.6 14.0 123.6 100.1 23.5 41.3 50.5 -18.1 32.6 40.3 24.0 24.0 48.9 99.1 CPU Computershare Ltd Data Processing&Outsourced Services - 45102020 774.4 774.9 -0.1 644.8 604.5 6.7 105.6 116.9 -9.7 19.0 21.0 14.0 14.0 433.1 347.2 TWE Treasury Wine Estate Distillers & Vintners - 30201020 876.0 745.1 17.6 584.3 570.8 2.4 40.0 25.9 54.4 6.2 3.1 6.0 0.0 36.2 64.8	BKN	Bradken Limited	Constructn&Farm Machinery&Heavy Trucks - 20106010	683.2	532.5	28.3	547.5	406.2	34.8	43.0	26.0	65.6	26.2	18.7	19.5	18.5	30.8	152.5
IRE IRESS Market Tech. Data Processing&Outsourced Services - 45102020 204.8 179.6 14.0 123.6 100.1 23.5 41.3 50.5 -18.1 32.6 40.3 24.0 24.0 48.9 99.1 CPU Computershare Ltd Data Processing&Outsourced Services - 45102020 774.4 774.9 -0.1 644.8 604.5 6.7 105.6 116.9 -9.7 19.0 21.0 14.0 14.0 433.1 347.2 TWE Treasury Wine Estate Distillers & Vintners - 30201020 876.0 745.1 17.6 584.3 570.8 2.4 40.0 25.9 54.4 6.2 3.1 6.0 0.0 36.2 64.8	IDL	Industrea Limited	Constructn&Farm Machinery&Heavy Trucks - 20106010	175.5	173.5	1.2	154.1	149.8	2.9	15.1	17.5	-14.2	4.1	5.2	1.0	1.0	22.1	62.3
CPU Computershare Ltd Data Processing & Outsourced Services - 45102020 774.4 774.9 -0.1 644.8 604.5 6.7 105.6 116.9 -9.7 19.0 21.0 14.0 14.0 433.1 347.2 TWE Treasury Wine Estate Distillers & Vintners - 30201020 876.0 745.1 17.6 584.3 570.8 2.4 40.0 25.9 54.4 6.2 3.1 6.0 0.0 36.2 64.8		IRESS Market Tech.					123.6	100.1	23.5		50.5		32.6		24.0	24.0		99.1
TWE Treasury Wine Estate Distillers & Vintners - 30201020 876.0 745.1 17.6 584.3 570.8 2.4 40.0 25.9 54.4 6.2 3.1 6.0 0.0 36.2 64.8		Computershare Ltd																347.2
PBG Pacific Brands Distributors - 25501010 684.7 852.1 -19.6 366.6 452.4 -19.0 -362.2 -165.9 -118.3 39.3 17.9 2.0 3.1 141.1 188.6	PBG	Pacific Brands	Distributors - 25501010	684.7	852.1	-19.6	366.6	452.4	-19.0	-362.2	-165.9	-118.3	39.3	17.9	2.0	3.1	141.1	188.6

^{*} USD; + NZD



HALF YEAR TO DECEMBER 2011

			SALES			COST OF SALES				PROFIT			EPS		Final Dividend		alance
			2011	2010	%	2011	2010	%	2011	2010	%	2011	2010	2011	2010	2011	2010
			\$M	\$M	70	\$M	\$M	,,,	\$M	\$M	70	cents	cents	cents	cents	\$M	\$M
CBA	Commonwealth Bank.	Diversified Banks - 40101010	23723.0	23095.0	2.7	18117.0	18051.0	0.4	3624.0	3052.0	18.7	230.8	196.5	137.0	132.0	19220.0	14362.0
WSA	Western Areas NL	Diversified Metals & Mining - 15104020	149.1	230.9	-35.4	95.7	101.7	-5.8	24.1	67.2	-64.1	13.4	37.6	5.0	10.0	160.9	208.9
IMD	Imdex Limited	Diversified Metals & Mining - 15104020	138.6	96.0	44.4	75.8	57.7	31.5	22.7	12.1	87.6	11.1	6.2	3.3	1.8	20.3	18.4
PAN	Panoramic Resources	Diversified Metals & Mining - 15104020	116.1	129.2	-10.2	105.5	96.2	9.6	-3.9		-122.1	-1.9	8.5	2.0	4.0	66.1	94.8
AZT	Aston Res Ltd	Diversified Metals & Mining - 15104020	3.8	2.9	30.6	26.3	60.0	-56.2	-22.0	62.9	-134.9	11.0	36.0	0.0	0.0	122.6	131.7
BHP	BHP Billiton Limited*	Diversified Metals & Mining - 15104020	37480.0	34166.0	9.7	22150.0	19930.0	11.1	9941.0	10524.0	-5.5	186.8	189.2	55.0	46.0	3616.0	16156.0
DML	Discovery Metals Ltd*	Diversified Metals & Mining - 15104020	0.3	1.4	-78.3	7617.0	5721.0	33.1	-7.0	-4.9	-41.9	-1.6	-1.5	0.0	0.0	98.9	88.8
LLC	Lend Lease Group	Diversified Real Estate Activities - 40403010	5788.4	4318.7	34.0	5122.7	3859.6	32.7	219.4	227.4	-3.5	38.1	40.0	16.0	20.0	1251.2	1439.4
DXS	Dexus Property Group	Diversified REITs - 40402010	371.4	343.3	8.2	278.7	119.7	132.9	146.7	295.4	-50.3	2.3	1.9	2.7	2.6	77.0	73.7
CHC	Charter Hall Group	Diversified REITs - 40402010	69.8	86.0	-18.9	47.0	37.7	24.8	20.5	49.1	-58.3	6.6	16.0	9.1	8.0	24.9	14.7
SGP	Stockland	Diversified REITs - 40402010	936.0	1155.4	-19.0	783.1	864.7	-9.4	307.6	425.1	-27.6	13.1	17.9	12.0	11.8	95.2	194.6
MGR	Mirvac Group	Diversified REITs - 40402010	805.6	957.1	-15.8	662.4	996.7	-33.5	176.6	-12.4	1524.2	5.2	-0.4	4.0	4.0	44.1	583.2
DOW	Downer EDI Limited	Diversified Support Services - 20201070	3623.9	3182.6	13.9	3497.1	3343.1	4.6	85.0	-103.8	181.9	18.5	-32.0	0.0	0.0	221.4	317.8
TSE	Transfield Services	Diversified Support Services - 20201070	1514.2	1230.3	23.1	1438.8	1210.9	18.8	32.6	14.0	134.0	6.0	2.7	5.0	5.0	100.0	265.7
MIN	Mineral Resources.	Diversified Support Services - 20201070	408.8	344.4	18.7	289.8	256.7	12.9	80.5	60.6	33.0	44.4	36.4	16.0	15.0	145.2	153.3
CAB	Cabcharge Australia	Diversified Support Services - 20201070	98.6	93.3	5.7	54.2	50.9	6.4	25.9	16.4	58.1	21.5	13.6	17.0	10.0	31.6	22.9
BXB	Brambles Limited	Diversified Support Services - 20201070	2365.5	1762.5	34.2	2052.6	1502.0	36.7	239.5	219.6	9.1	16.2	15.4	13.0	13.0	166.3	138.5
SPT	Spotless Group Ltd	Diversified Support Services - 20201070	1419.4	1351.0	5.1	1345.4	1278.6	5.2	16.5	17.4	-5.2	6.3	6.7	5.0	5.0	38.1	106.9
NVT	Navitas Limited	Education Services - 25302010	341.8	291.4	17.3	295.5	249.0	18.7	35.4	32.2	9.9	9.4	9.5	9.4	8.7	32.2	134.8
TPI	Transpacific Indust.	Environmental & Facilities Services - 20201050	1122.7	1063.6	5.6	1073.8	1032.4	4.0	7.8	24.3	-67.9	0.7	2.2	0.0	0.0	62.8	88.7
APA	APA Group	Gas Utilities - 55102010	530.5	554.1	-4.3	439.5	459.6	-4.4	66.0	70.3	-6.0	10.4	12.8	17.0	16.5	365.0	59.0
ENV	Envestra Limited	Gas Utilities - 55102010	243.9	225.5	8.2	69.7	63.4	9.9	58.1	50.6	14.8	2.7	2.5	108.0	2.8	1.3	7.3
HVN	Harvey Norman	General Merchandise Stores - 25503020	806.9	804.1	0.3	601.9	588.7	2.2	129.0	131.7	-2.1	12.1	12.4	5.0	6.0	87.7	83.5
TRS	The Reject Shop	General Merchandise Stores - 25503020	292.8	275.9	6.1	269.6	251.9	7.0	16.6	15.9	4.0	63.5	61.1	24.0	23.0	7.9	5.1
RMS	Ramelius Resources	Gold - 15104030	46.0	84.1	-45.3	22.6	35.1	-35.7	16.1	32.3	-50.0	5.4	11.1	0.0	0.0	102.0	89.5
RSG	Resolute Mining	Gold - 15104030	293.0	204.1	43.6	126.2	142.8	-11.6	49.3	8.1	507.6	10.9	4.8	0.0	0.0	48.9	25.6
IAU	Intrepid Mines	Gold - 15104030	5.8	1.1	430.9	40.2	31.3	28.4	-34.9	-30.4	-15.1	-5.8	-1.1	0.0	0.0	14.2	64.3
PRU	Perseus Mining Ltd	Gold - 15104030	11.0	1.6	570.2	6.1	44.1	-86.1	13.7	-42.4	132.3	3.1	-10.0	0.0	0.0	131.5	88.8
SBM	St Barbara Limited	Gold - 15104030	249.3	173.0	44.2	127.2	101.8	24.9	46.5	41.5	12.1	14.3	12.7	0.0	0.0	109.9	79.5
NCM	Newcrest Mining	Gold - 15104030	2342.0	1966.0	19.1	1356.0	1115.0	21.6	659.0	438.0	50.5	86.1	65.3	12.0	10.0	265.0	185.0
SLR	Silver Lake Resource	Gold - 15104030	67.6	40.7	65.9	41.6	31.3	32.8	17.2	6.0	185.4	9.4	3.3	0.0	0.0	93.4	21.5
MML	Medusa Mining Ltd*	Gold - 15104030	40.9	78.4	-47.8	16.8	20.3	-16.9	24.0	58.1	-58.7	12.7	31.0	5.0	5.0	38.0	49.2
KCN	Kingsgate Consolid.	Gold - 15104030	147.1	66.2	122.2	83.2	44.2	88.0	34.0	11.6	193.5	24.6	11.5	10.0	10.0	26.2	35.9
COH	Cochlear Limited	Health Care Equipment - 35101010	387.5	377.1	2.8	100.3	101.2	-0.9	-20.4	87.2	-123.4	-35.9	154.3	120.0	105.0	74.9	72.4
RHC	Ramsay Health Care	Health Care Facilities - 35102020	1972.5	1866.2	5.7	1743.0	1660.7	5.0	125.7	102.8	22.3	60.8	53.9	25.5	22.5	244.0	226.5
PRY	Primary Health Care	Health Care Services - 35102015	686.2	655.7	4.7	519.4	503.3	3.2	46.3	20.3	128.5	9.3	4.1	5.0	3.0	44.5	43.3
SHL	Sonic Healthcare	Health Care Services - 35102015	1641.9	1513.7	8.5	1451.2	1323.0	9.7	143.0	135.0	5.9	36.7	34.8	24.0	24.0	121.7	238.1
ANN	Ansell Limited	Health Care Supplies - 35101020	597.7	621.8	-3.9	348.4	374.8	-7.0	64.9	64.2	1.1	49.3	48.4	15.0	14.0	0.7	2.0
QUB	Qube Logistics Hldg	Highways & Railtracks - 20305020	347.4	69.7	398.3	361.2	10.9	3227.2	8.9	36.7	-75.7	1.0	7.1	2.0	1.9	142.2	68.7
TCL	Transurban Group	Highways & Railtracks - 20305020	570.7	465.5	22.6	253.2	170.1	48.9	93.3	74.8	24.8	6.5	5.2	14.5	13.0	256.6	411.9
FLT	Flight Centre	Hotels, Resorts & Cruise Lines - 25301020	954.1	916.6	4.1	740.7	693.5	6.8	81.6	70.5	15.7	81.6	70.6	41.0	36.0	741.8	652.5

^{*} USD; + NZD



HALF YEAR TO DECEMBER 2011

			SALES COST OF SALES							PROFIT		En	ic .	Final Dividend		Cash Balance	
			2011 2010 %			2011 2010 %						EPS 2011 2010			2011 2010		2010
			\$M	\$M	70	\$M	\$M	70	\$M	\$M	70	cents	cents	cents	cents	2011 \$M	\$M
GUD	G.U.D. Holdings	Household Appliances - 25201040	311.1	300.1	3.7	182.8	176.7	3.5	23.0	23.3	-1.3	33.1	34.4	30.0	29.0	24.8	13.6
SEK	Seek Limited	Human Resource & Employment Services - 20202010	209.4	159.5	31.2	141.8	106.9	32.6	60.6	47.9	26.5	18.0	14.2	8.3	6.8	92.1	98.3
WES	Wesfarmers Limited	Hypermarkets & Super Centers - 30101040	29674.0	28074.0	5.7	27993.0	26272.0	6.6	1176.0	1173.0	0.3	102.0	101.7	70.0	65.0	1782.0	1637.0
GMG	Goodman Group	Industrial REITs - 40402020	467.3	426.1	9.7	286.6	248.2	15.5	200.0	226.0	-11.5	2.7	3.6	1.8	1.5	296.4	220.7
BWP	BWP Trust	Industrial REITs - 40402020	49.8	40.4	23.4	15.3	14.4	6.6	32.0	54.2	-41.1	6.2	12.8	6.6	6.2	10.4	17.8
ORG	Origin Energy	Integrated Oil & Gas - 10102010	6499.0	4590.0	41.6	5877.0	4673.0	25.8	794.0	-136.0	683.8	73.8	-15.0	25.0	25.0	837.0	695.0
TLS	Telstra Corporation.	Integrated On & Gas - 10102010 Integrated Telecommunication Services - 50101020	12501.0	12408.0	0.7	7751.0	7829.0	-1.0	1468.0	1194.0	22.9	11.8	9.6	14.0	14.0	3010.0	2676.0
TEL	Telecom Corporation+	Integrated Telecommunication Services - 50101020	2358.0	2555.0	-7.7	1839.0	2054.0	-10.5	1006.0	165.0	509.7	52.0	9.0	9.0	7.0	320.0	332.0
WTF	Wotif.com Holdings	Internet Retail - 25502020	74.0	71.0	4.1	32.9	35.3	-6.8	28.8	25.4	13.5	13.6	12.1	11.5	11.5	154.1	133.5
CRZ	Carsales.Com Ltd	Internet Software & Services - 45101010	80.0	72.2	10.9	39.1	32.0	21.9	33.1	27.7	19.6	14.1	11.8	11.3	9.4	25.6	32.8
SMX	SMS Management.	IT Consulting & Other Services - 45102010	169.5	146.0	16.1	143.0	121.2	18.0	15.2	15.2	0.0	22.3	22.7	13.5	13.5	14.9	24.9
AAD	Ardent Leisure Group	Leisure Facilities - 25301030	200.0	196.0	2.1	180.1	175.2	2.8	19.2	22.3	-13.8	6.0	7.2	6.5	6.5	12.2	9.7
MRM	Mermaid Marine	Marine - 20303010	193.1	134.5	43.6	151.9	102.0	48.9	27.6	20.4	35.5	12.8	10.5	5.0	4.0	52.5	55.1
NWS	News Corp*	Movies & Entertainment - 25401030	16.9	16.2	43.6	10.3	102.0	1.9	1.8	1.4	26.7	0.7	0.5	8.5	6.5	9.4	12.7
DUE		Multi-Utilities - 55103010	599.0	582.2	2.9	196.5	165.6	18.7	88.3	18.2	384.3	8.5	2.1	0.5 8.0	10.0	327.0	543.5
AGK	Duet Group AGL Energy Limited	Multi-Utilities - 55103010	3615.3	3488.0	3.6	3360.5	3061.2	9.8	117.0	239.6	-51.2	25.3	52.8	29.0	29.0	200.3	467.5
		Office REITs - 40402040	85.2		-31.4	68.8	66.8	3.0	-59.9	64.8	-192.4	-12.1	13.2		9.3	132.5	186.9
CQO	Charter Hall Office	Office REITs - 40402040 Office REITs - 40402040	250.6	124.2 204.2	22.7	114.7	82.6	38.9	135.9	121.6		-12.1 5.6	5.9	11.0	2.8	51.8	
IOF	Commonwealth Prop	Office REITs - 40402040				32.9	25.7	28.0	172.3		11.8 46.5	6.5	4.3	2.9 2.0	2.0		11.1 22.8
	Investa Office Fund		81.4	77.9	4.5					117.6			52.4			24.3 143.1	170.0
WOR	WorleyParsons Ltd	Oil & Gas Equipment & Services - 10101020	3300.4	2797.6	18.0	3090.9	2632.0	17.4	151.9	128.6	18.1	61.8		40.0	36.0		
BPT	Beach Energy Limited	Oil & Gas Exploration & Production - 10102020	294.3	264.2	11.4 16.8	203.6	228.2	-10.8 -13.7	56.3 29.7	-87.1	164.6 159.7	5.1	-8.0 -22.5	0.8 0.0	0.8 0.0	58.6	173.3
AWE	AWE Limited	Oil & Gas Exploration & Production - 10102020	158.6	135.8		102.7	119.0			-49.8		5.7				166.5	117.2
CGF	Challenger Limited	Other Diversified Financial Services - 40201020	666.2	770.8 1336.8	-13.6 -3.7	360.1 849.9	322.3	11.7 3.6	20.0 21.5	117.9 93.1	-83.0	4.0	24.7 6.3	7.5 0.0	7.0 5.3	891.0	788.6
GFF	Goodman Fielder.	Packaged Foods & Meats - 30202030	1288.0			5056.7	820.3				-76.9	1.4 16.8	18.5	18.0	18.0	127.1 289.7	79.9
AMC	Amcor Limited	Paper Packaging - 15103020	6085.3	6175.3	-1.5 -94.8		5112.2	-1.1 -66.0	204.9	226.1 56.7	-9.4 -91.0	0.0			0.0	289.7	224.4 147.1
ACR	Acrux Limited	Pharmaceuticals - 35202010	4.7	90.5		3.0	8.9		5.1				0.4	0.0			
AQP	Aquarius Platinum.	Precious Metals & Minerals - 15104040	252.4	336.2	-24.9	273.0	241.3	13.1	-113.5	94.3	-220.4	-24.3	20.4	0.0	4.0	230.1	368.5
SUN	Suncorp Group Ltd	Property & Casualty Insurance - 40301040	8107.0	8064.0 5572.0	0.5	7601.0	7700.0	-1.3 5.5	389.0	223.0	74.4	30.5 7.0	17.5	20.0	20.0 9.0	1231.0	1496.0
IAG	Insurance Australia	Property & Casualty Insurance - 40301040	5912.0		6.1	5034.0	4771.0		144.0	161.0	-10.6		7.8	5.0		466.0	509.0
SWM	Seven West Media Ltd	Publishing - 25401040	1012.1	208.8	384.7	714.2	132.6	438.4	163.0	50.1	225.3	26.1	23.2	19.0	19.0	97.1	14.6
FXJ	Fairfax Media Ltd	Publishing - 25401040	1232.2	1297.7	-5.0	984.8	952.0	3.4	96.7	172.3	-43.9	4.1	7.0	2.0	1.5	555.2	207.1
AIO	Asciano Limited	Railroads - 20304010	1686.3	1553.8	8.5	1275.4	1164.3	9.5	113.9	93.9	21.3	11.6	12.9	3.5	3.0	255.5	398.5
QRN	Qr National Limited	Railroads - 20304010	1715.8	1691.7	1.4	1278.8	1354.1	-5.6	189.3	277.5	-31.8	7.8	12.4	3.7	0.0	33.4	117.1
FKP	FKP Property Group	Real Estate Development - 40403030	96.8	185.5	-47.8	50.5	105.6	-52.2	0.4	44.0	-99.1	1.1	4.7	1.4	1.4	15.3	14.5
BEN	Bendigo and Adelaide	Regional Banks - 40101015	1885.0	1828.9	3.1	1746.3	1600.1	9.1	57.9	173.9	-66.7	14.5	46.7	30.0	30.0	403.0	428.9
WRT	Westfield Retail Tst	Retail REITs - 40402060	1046.7	na		314.6	na		976.1	na 040.5	44.0	32.0	na	8.4	na	18.9	na
CFX	CFS Retail Property	Retail REITs - 40402060	484.8	520.3	-6.8	283.1	173.8	62.9	201.7	346.5	-41.8	7.1	13.0	6.5	6.3	5.2	4.0
CQR	Charter Hall Retail	Retail REITs - 40402060	98.7	96.8	2.0	97.2	109.4	-11.2	4.3	32.9	-86.9	1.4	10.8	13.0	12.0	19.4	17.0
ASX	ASX Limited	Specialised Finance - 40201040	410.5	397.5	3.3	90.9	153.3	-40.7	175.6	172.0	2.1	100.2	98.6	92.8	90.2	1932.4	1951.6
IVC	InvoCare Limited	Specialized Consumer Services - 25302020	327.5	272.6	20.1	245.7	202.0	21.6	27.1	27.5	-1.3	25.6	26.9	13.5	13.0	5.9	5.1
SGM	Sims Metal Mgmt Ltd	Steel - 15104050	4586.9	3954.3	16.0	3943.6	3479.9	13.3	-556.5	49.3	-1228.8	270.0	24.1	10.0	12.0	121.4	165.5
FMG	Fortescue Metals Grp	Steel - 15104050	3356.9	2532.9	32.5	1930.9	1285.9	50.2	800.8	314.1	154.9	25.7	10.2	4.0	3.0	2472.7	2662.7
OST	OneSteel Limited	Steel - 15104050	3716.3	3239.5	14.7	3139.8	2601.4	20.7	-70.7	119.5	-159.2	-5.5	8.8	3.0	6.0	187.4	139.1
MGX	Mount Gibson Iron	Steel - 15104050	376.9	382.1	-1.4	194.9	189.9	2.6	121.2	140.0	-13.4	11.4	13.0	2.0	0.0	79.4	117.0
BSL	BlueScope Steel Ltd	Steel - 15104050	4548.5	4622.0	-1.6	5101.8	4710.8	8.3	-530.4	-54.6	-871.4	-26.6	-6.5	0.0	2.0	186.0	172.2
AG0	Atlas Iron Limited	Steel - 15104050	341.4	201.8	69.2	199.1	132.1	50.7	6.1	30.1	-79.8	0.7	5.8	0.0	0.0	377.2	365.6
GBG	Gindalbie Metals Ltd	Steel - 15104050	0.0	0.1	-100.0	-3.8	-3.1	-20.6	-13.6	0.3	-4451.4	-1.2	0.0	0.0	0.0	264.4	149.3
EHL	Emeco Holdings	Trading Companies & Distributors - 20107010	273.0	253.6	7.7	139.6	122.0	14.4	28.9	24.1	19.7	4.7	3.9	2.5	7.0	16.6	9.7
SVW	Seven Group Holdings	Trading Companies & Distributors - 20107010	2003.7	1541.6	30.0	1800.4	1425.4	26.3	52.1	123.6	-57.8	11.0	35.0	18.0	18.0	157.2	103.7

* USD; + NZD



FULL YEAR TO DECEMBER 2011

			SALES			CC	ST OF SALE	S		PROFIT		EP	S	Final Di	vidend	Cash B	alance
			2011	2010	%	2011	2010	%	2011	2010	%	2011	2010	2011	2010	2011	2010
			\$M	\$M		\$М	\$М		\$M	\$M		cents	cents	cents	cents	\$М	\$M
ABC	Adelaide Brighton	Construction Materials - 15102010	1100.4	1072.9	2.6	840.7	811.1	3.6	148.4	141.4	5.0	23.3	23.9	9.0	11.5	11.0	2.0
ALL	Aristocrat Leisure	Casinos & Gaming - 25301010	704.3	680.5	3.5	319.4	315.5	1.2	66.9	77.8	-14.0	12.3	14.5	4.0	1.5	29.4	19.8
ALZ	Australand Property	Diversified REITs - 40402010	692.8	749.3	-7.5	526.4	561.3	-6.2	140.6	165.8	-15.2	24.4	28.7	11.0	10.5	93.3	50.9
AMP	AMP Limited	Life & Health Insurance - 40301020	5683.0	7664.0	-25.8	6132.0	4448.0	37.9	676.0	755.0	-10.5	26.3	37.9	14.0	15.0	8736.0	8168.0
APN	APN News & Media	Publishing - 25401040	1096.9	1063.8	3.1	1001.9	917.2	9.2	-45.1	93.8	-148.1	-7.3	16.4	5.0	7.0	23.9	63.5
AWC	Alumina Limited*	Aluminum - 15104010	0.2	1.4	-85.7	17.3	14.7	17.7	126.6	34.6	265.9	5.2	1.4	6.0	6.0	19.0	112.1
BLY	Boart Longyear*	Construction & Engineering - 20103010	2020.3	1475.9	36.9	1456.0	1103.6	31.9	159.9	84.5	89.2	35.1	18.5	5.6	3.4	82.3	94.9
CCL	Coca-Cola Amatil	Soft Drinks - 30201030	4856.1	4609.4	5.4	4199.3	3766.0	11.5	591.8	497.3	19.0	78.1	66.0	30.5	28.0	664.9	381.6
CTX	Caltex Australia	Oil & Gas Refining & Marketing - 10102030	22105.2	18671.9	18.4	20904.0	17600.5	18.8	-713.2	318.0	-324.3	-264.3	117.4	28.0	30.0	1.8	18.4
ERA	Energy Resources	Coal & Consumable Fuels - 10102050	667.8	586.0	14.0	874.2	526.5	66.0	-153.6	47.0	-426.8	-48.4	16.8	0.0	8.0	632.6	187.7
GPT	GPT Group	Diversified REITs - 40402010	110.9	106.5	4.2	164.6	138.6	18.8	-46.6	616.3	-107.6	1.9	23.1	4.9	4.6	14.5	15.1
HDF	Hastings Diversified	Multi-Utilities - 55103010	141.3	108.9	29.7	159.5	135.2	18.0	-29.9	-37.0	19.3	28.0	-16.7	10.0	12.0	299.8	259.9
ILU	Iluka Resources	Diversified Metals & Mining - 15104020	1639.3	973.1	68.5	842.8	885.8	-4.9	541.8	36.1	1400.8	130.1	8.6	55.0	8.0	320.7	30.1
MQA	Macq Atlas Roads Grp	Highways & Railtracks - 20305020	91.9	103.1	-10.9	309.3	192.0	61.1	-289.5	-226.9	-27.6	-49.8	-15.1	0.0	0.0	56.1	66.0
OGC	OceanaGold Corp.*	Gold - 15104030	395.6	305.6	29.4	216.8	150.7	43.9	44.2	44.4	-0.6	17.0	20.0	0.0	0.0	170.0	181.3
OSH	Oil Search Ltd*	Oil & Gas Exploration & Production - 10102020	732.9	583.6	25.6	161.1	141.9	13.5	202.5	185.6	9.1	15.4	14.2	2.0	2.0	1047.5	1263.6
OZL	OZ Minerals	Diversified Metals & Mining - 15104020	1115.9	1128.4	-1.1	317.0	277.4	14.3	274.5	586.9	-53.2	85.6	187.2	30.0	40.0	886.1	1334.2
PNA	PanAust Limited	Diversified Metals & Mining - 15104020	575.7	591.2	-2.6	312.4	274.2	13.9	146.6	160.1	-8.5	22.5	24.5	0.0	0.0	155.5	184.8
QBE	QBE Insurance Group	Property & Casualty Insurance - 40301040	18291.0	13629.0	34.2	17699.0	11959.0	48.0	704.0	1278.0	-44.9	64.9	123.7	25.0	66.0	1457.0	1686.0
RIO	Rio Tinto Limited	Diversified Metals & Mining - 15104020	60537.0	55171.0	9.7	36260.0	35262.0	2.8	5826.0	14238.0	-59.1	301.5	726.1	84.2	61.9	9654.0	9959.0
SKI	Spark Infrastructure	Electric Utilities - 55101010	290.4	289.1	0.5	72.7	50.6	43.5	82.6	80.9	2.0	6.2	7.4	5.3	6.8	32.9	89.3
STO	Santos Ltd	Oil & Gas Exploration & Production - 10102020	2530.0	2228.0	13.6	1562.0	1462.0	6.8	753.0	500.0	50.6	84.8	59.7	15.0	15.0	3332.0	4319.0
WDC	Westfield Group	Retail REITs - 40402060	4006.0	3625.6	10.5	2625.5	1341.5	95.7	1532.7	1114.0	37.6	66.6	48.4	24.2	31.6	190.5	185.6
WPL	Woodside Petroleum	Oil & Gas Exploration & Production - 10102020	4802.0	4193.0	14.5	1657.0	1669.0	-0.7	1509.0	1577.0	-4.3	190.0	204.0	55.0	55.0	41.0	963.0

^{*} USD; + NZD