**February 28 2011** 

# Earnings season: Headwinds aplenty

## Corporate profit season

- The profit-reporting season has largely concluded, although there are a small number of ASX 200 companies to report. CommSec has assessed the results of the 120 companies that reported half year (HY) results (results for the six months to December) and 32 companies that reported for the full year (FY) to December. (Results are up to and including February 25). Aggregate half-year profits are up 25.2 per cent on a year ago while aggregate FY earnings are up 183 per cent.
- Overall 101 companies or 84 per cent of HY companies produced a profit for the half year while only two of the FY companies didn't report a profit. And 59 per cent of the HY companies reported an improvement in profit while 83 per cent of FY companies reported a similar lift in earnings.
- As at June the 152 companies had cash balances of \$102.5 billion, up 25 per cent on the previous reporting periods.
- The vast majority of ASX 200 companies paid dividends. Of the HY reporting companies, 83 per cent issued a dividend while 80 per cent of the FY reporting companies issued a dividend.
- Just like last reporting season, aggregate earnings results for Corporate Australia were solid, but analysts wanted more. Bloomberg reports that 29 per cent of companies beat market expectations for earnings per share (positive surprises) while 49 per cent disappointed.

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

- In the last profit-reporting season in August 2010, analysts under-estimated the pressures being faced by Australian companies. That is, more companies fell short of earnings forecasts (negative earnings 'surprises') than those reporting better-than-expected results (positive earnings 'surprises'). And it has been a similar story in the latest reporting period.
- Sure, Aussie companies continue to do well, with aggregate profits for ASX 200 companies up 25.2 per cent on a
  year ago. But analysts were expecting even better results. It is clear that rising interest rates, a high Australian
  dollar, increases in raw material prices, variable weather conditions and conservative consumers have all
  provided headwinds for Australian companies over the past six months.
- Domestic-focussed companies have hardly been effusive about the outlook, with most of the headwinds that were
  in operation over the past six months still present. And resources companies have also expressed a few
  reservations despite generally favourable operating conditions. The main concern relates to inflation in developing
  nations, especially China, and the risk that this could prompt overly tight monetary conditions and a marked
  slowdown of economic activity.
- Interestingly it has been the variability of the weather over summer that has been frequently been noted by companies in the latest reporting season and across a range of sectors.
- A raft of companies expressed disappointment that summer arrived late with wet weather dominating across the
  eastern and southern states. Retailers, food manufacturers and mining companies were amongst those to be
  affected by the La Nina conditions.
- In aggregate, the 120 companies reporting for the half year (FY) to December posted earnings of \$28.2 billion (up 25.2 per cent) while the 29 companies reporting for the full year (HY) to June posted earnings of \$23.7 billion (up 183 per cent).

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- And, as was apparent last earnings season, companies have elected to maintain high cash balances. Of course
  this may prove to be good or bad news, depending on your perspective. Companies can't just sit on the cash;
  otherwise they will earn the ire of investors. And this is especially a problem for resource companies given the
  significant income being reaped from China and other Asian nations.
- The HY companies have cash balances of just over \$76 billion (up 23.6 per cent on the previous year). The FY companies have cash balances of just over \$26.4 billion (up 29.8 per cent on a year ago).
- The HY companies achieved a 25.2 per cent aggregate lift in earnings with a 10.6 per cent increase in revenue outpacing a near 9 per cent lift in expenses. The FY companies did better with a 16.4 per cent lift in sales outpacing a 4.6 per cent lift in expenses or cost of sales, reflected in a 183 per cent rise in earnings. Certainly strong conditions in the first half of calendar 2010 served to offset any weakness in the second half of the year.
- Compared with analyst forecasts, earnings per share (EPS) results tended to disappoint with the main errors being made on expenses. Bloomberg indicates that 29 per cent of HY reporting ASX 200 companies beat analyst forecasts on earnings per share while 49 per cent fell short. But while only 35 per cent of companies beat net income forecasts, 44 per cent beat analyst sales forecasts.
- In terms of EPS, positive surprises marginally outweighed negative surprises in financials while health care and technology sectors had an even number of positive and negative 'surprises'. By contrast negative surprises dominated in consumer goods (83 per cent of results) and in telecommunications and utilities (66 per cent of results).
- Companies also continue to put the global financial crisis behind them with most issuing dividends. And of those HY reporting companies that paid dividends, only 16 per cent have chose to reduce the interim dividend compared with the same period of a year earlier.
- Attached are tables showing the earnings results for the ASX 200 companies that have so far reported either full year or half-year results to December 2010.

#### **Outlook:**

- This may be as good as it is going to get. While mining and energy companies will continue to benefit from
  industrialisations in China and India and firmer Asian economies, domestic-focussed companies are facing more
  challenging conditions. Consumers are cautious about parting with their cash, are pushing hard for bargains and
  causing companies to trim prices and margins. The lofty Australian dollar is also adding to the deflationary
  influences in force in the domestic economy.
- At the same time all companies are competing hard for available resources, especially labour. The challenge is to keep costs under control at a time when top line sales are harder to come by. And then there is the issue of rising raw material costs for manufacturers with agricultural, mining and energy prices marching higher.
- Resources companies certainly don't have it all their own way. While there is super-strong demand for their
  products, cyclones and wet weather have played havoc with iron ore and coal production in north Queensland
  and northern Western Australia over the summer months, crimping earnings.
- Domestic-focussed companies face uncertain conditions over the next six months. While the job market is in good shape, wages are outstripping prices and wealth is at record highs, consumers are more inclined to put the dollars in the bank than either spend it or put it to work in the property or sharemarket. At the same time, home construction is weak with approvals to build new homes down in five of the past seven months. Competition for the increasingly rare consumer dollar has certainly heated up in retail and financial sectors, keeping downward pressure on margins and profitability.
- CommSec remains cautious on prospects for the ASX 200. While profitability and cash-flow are strong, there is a
  growing dichotomy between domestic-focussed and resources sectors. And non-resource globally-focussed
  companies still have to contend with a high Australian dollar.
- The domestic economy is expected to strengthen over 2011, driven by business investment, the farm sector and rebuilding/repair work after the floods/cyclones. But the Australian sharemarket is hardly cheap with the historic price earnings ratio standing at 15.38, slightly below the long-term average of 15.5. Arguably, given the conservatism of investors, a far lower PE ratio may be necessary to attract funds into the sharemarket than fixed interest.
- Further, the high Australian dollar is still a barrier to foreign investors. Our currency strategists expect the Aussie dollar to ease against the greenback but not until the second half of the year.
- Overall CommSec remains comfortable with current forecasts with the ASX 200/All Ordinaries tipped to lift to 5,100 points by mid-year and to 5,400 by the end of 2011.



## FULL YEAR TO DECEMBER 2010

				SALES		CC	ST OF SALE	s		PROFIT		EP	s	Final Di	vidend	Cash Ba	lance
			2010	2009	%	2010	2009	%	2010	2009	%	2010	2009	2010	2009	2010	2009
			\$M	\$M		\$M	\$M		\$M	\$M		cents	cents	cents	cents	\$M	\$M
MAP	MAp Group	Airport Services - 20305010	1006.3	946.4	6.3	998.7	1465.4	-31.8	100.8	-572.7	117.6	5.4	-33.1	10.0	8.0	1256.5	1459.6
AWC	Alumina Limited	Aluminum - 15104010	1.4	4.4	-68.2	14.7	10.5	40.0	34.6	-23.7	246.0	1.4	-1.1	4.0	1.8	112.1	305.6
HGG	Henderson Group PLC.	Asset Management & Custody Banks - 40203010	362.9	287.6	26.2	262.2	213.9	22.6	77.4	14.5	433.8	10.2	7.5	4.7	4.3	176.6	119.0
AUN	Austar United Communications Limited	Cable & Satellite - 25401025	711.2	674.6	5.4	576.5	559.8	3.0	99.7	58.8	69.5	7.9	4.7	0.0	0.0	108.7	94.7
ALL	Aristocrat Leisure Limited	Casinos & Gaming - 25301010	680.5	908.6	-25.1	315.5	413.6	-23.7	77.2	-157.8	148.9	14.5	-31.3	5.0	4.5	19.8	59.0
ERA	Energy Resources of Australia Limited	Coal & Consumable Fuels - 10102050	586.0	780.6	-24.9	526.5	398.6	32.1	47.0	272.6	-82.8	24.6	142.9	0.0	25.0	187.7	253.7
BLY	Boart Longyear Limited	Construction & Engineering - 20103010	1475.9	978.2	50.9	1103.6	747.3	47.7	84.5	-14.9	667.8	18.5	-6.1	3.4	0.0	94.9	87.6
ABC	Adelaide Brighton Limited	Construction Materials - 15102010	1072.9	987.2	8.7	667.4	635.0	5.1	151.4	123.2	22.9	23.9	20.4	11.5	8.0	2.0	25.5
IRE	IRESS Market Technology Limited	Data Processing&Outsourced Services - 4510202	183.0	171.4	6.8	115.2	115.5	-0.3	50.5	42.8	17.9	40.3	34.8	27.5	21.0	99.1	73.2
OMH	OM Holdings Limited	Diversified Metals & Mining - 15104020	307.5	280.3	9.7	190.1	185.4	2.5	48.8	27.0	80.4	9.6	5.6	2.0	2.0	16.1	79.7
ILU	Iluka Resources Limited	Diversified Metals & Mining - 15104020	964.6	602.6	60.1	885.8	717.2	23.5	36.1	-82.4	143.8	8.6	-20.2	8.0	0.0	30.1	86.3
RIO	Rio Tinto Limited	Diversified Metals & Mining - 15104020	60323.0	44036.0	37.0	36700.0	33800.0	8.4	15184.0	5335.0	184.6	735.4	301.7	108.0	45.0	9959.0	4142.0
PNA	PanAust Limited	Diversified Metals & Mining - 15104020	573.9	348.1	64.9	328.5	256.8	27.9	143.4	19.0	654.8	4.9	0.9	0.0	0.0	184.8	88.2
OZL	OZ Minerals Limited	Diversified Metals & Mining - 15104020	1128.4	608.5	85.4	532.2	386.6	37.7	586.9	512.4	14.5	18.7	-16.6	4.0	4.0	1334.2	1076.2
GPT	GPT Group	Diversified REITs - 40402010	827.8	638.4	29.7	394.7	496.6	-20.5	707.3	-1070.6	166.1	40.1	-65.4	4.6	1.0	41.1	40.3
ALZ	Australand Property Group	Diversified REITs - 40402010	749.2	686.7	9.1	561.3	1035.1	-45.8	165.8	-298.2	155.6	28.7	-67.2	10.5	2.0	50.9	123.6
SKI	Spark Infrastructure Group	Electric Utilities - 55101010	289.1	283.4	2.0	50.6	42.0	20.6	80.9	122.5	-33.9	7.4	12.1	6.8	6.8	89.3	114.3
OGC	OceanaGold Corp.	Gold - 15104030	305.6	237.1	28.9	150.7	121.3	24.2	44.4	54.5	-18.5	20.0	32.0	0.0	0.0	181.2	42.4
EAU	Eldorado Gold	Gold - 15104030	791.2	358.5	120.7	492.3	215.5	128.4	205.7	102.4	100.9	38.0	26.0	4.3	0.0	314.3	265.4
MQA	Macq Atlas Roads Grp	Highways & Railtracks - 20305020	103.1	1.4		192.0	6.8		-68.3	0.0		-15.1	0.0	0.0	0.0	66.0	7.0
AMP	AMP Limited	Life & Health Insurance - 40301020	7664.0	10915.0	-29.8	1099.0	1068.0	2.9	755.0	723.0	4.4	37.9	37.1	15.0	15.0	2785.0	2409.0
AXA	AXA Asia Pacific Holdings Limited	Life & Health Insurance - 40301020	5314.0	6105.0	-13.0	4558.0	5232.0	-12.9	597.0	680.0	-12.2	29.2	35.0	9.3	9.3	1816.0	3323.0
HDF	Hastings Diversified Utilities Fund	Multi-Utilities - 55103010	108.9	73.5	48.1	135.2	96.4	40.2	39.9	29.9	33.3			12.0	12.0	259.9	202.6
STO	Santos Limited	Oil & Gas Exploration & Production - 10102020	2228.0	2181.0	2.2	1462.0	1423.0	2.7	500.0	434.0	15.2	59.8	52.0	15.0	20.0	4319.0	2240.0
WPL	Woodside Petroleum Limited	Oil & Gas Exploration & Production - 10102020	4193.0	2487.0	68.6	1669.0	1481.0	12.7	1577.0	1468.0	7.4	204.0	210.0	55.0	49.0	963.0	1203.0
OSH	Oil Search Limited	Oil & Gas Exploration & Production - 10102020	583.6	512.2	13.9	141.9	195.2	-27.3	421.8	304.0	38.8	14.2	11.5	2.0	2.0	1263.6	1288.1
ROC	ROC Oil Company Limited	Oil & Gas Exploration & Production - 10102020	235.4	204.5	15.1	166.3	169.1	-1.6	-35.9	-115.4	68.9	-5.0	-17.9	0.0	0.0	81.0	67.1
CTX	Caltex Australia Limited	Oil & Gas Refining & Marketing - 10102030	18671.9	17740.3	5.3	17600.5	16615.8	5.9	318.0	314.8	1.0	117.4	116.3	30.0	25.0	18.4	22.4
APN	APN News & Media Limited	Publishing - 25401040	507.4	504.8	0.5	422.5	432.7	-2.4	39.0	37.2	4.9	6.5	7.2	5.0	0.0	41.6	30.0
WDC	Westfield Group	Retail REITs - 40402060	3625.6	4123.0	-12.1	1341.5	1690.9	-20.7	1114.0	-457.8	343.3	48.4	-20.4	31.6	47.0	185.6	173.0
CCL	Coca-Cola Amatil Limited	Soft Drinks - 30201030	4490.3	4436.0	1.2	3766.0	3770.4	-0.1	497.3	449.0	10.8	66.0	60.5	28.0	25.0	385.3	864.4
IVC	InvoCare Limited	Specialized Consumer Services - 25302020	267.4	255.7	4.6	202.2	196.6	2.9	27.4	48.1	-43.2	26.9	47.7	13.0	11.5	5.1	5.5



				REVENUE		CO	ST OF SALE	s		PROFIT		EP	s	Interim I	Dividend	Cash B	alance
			2010	2009	%	2010	2009	%	2010	2009	%	2010	2009	2010	2009	2010	2009
			\$M	\$М		\$M	\$M		\$M	\$M		cents	cents	cents	cents	\$M	\$M
TOL	Toll Holdings Limited	Air Freight & Logistics - 20301010	4238.5	3304.8	28.3	4014.6	3157.7	27.1	163.9	107.0	53.2	23.3	15.4	11.5	11.5	539.2	580.4
QAN	Qantas Airways Limited	Airlines - 20302010	7590.0	6910.0	9.8	7227.0	6766.0	6.8	241.0	58.0	315.5	10.6	2.6	0.0	0.0	3337.0	3704.0
VBA	Virgin Blue Holdings Limited	Airlines - 20302010	1692.7	1512.0	12.0	1616.5	1410.7	14.6	23.8	62.5	-61.9	1.1	3.3	0.0	0.0	772.3	841.9
AIX	Australian Infrastructure Fund	Airport Services - 20305010	96.8	142.1	-31.9	7.8	7.4	4.6	88.2	129.8	-32.0	14.2	23.0	5.0	5.0	55.4	73.8
BBG	Billabong International Limited	Apparel, Accessories & Luxury Goods - 25203010	837.1	723.6	15.7	381.8	320.9	19.0	57.2	69.7	-18.0	22.8	27.9	16.0	8.0	203.9	208.7
PPT	Perpetual Limited	Asset Management & Custody Banks - 40203010	262.5	241.4	8.8	181.8	150.1	21.2	35.0	49.2	-28.8	86.6	123.8	105.0	105.0	175.3	187.5
IFL	IOOF Holdings Limited	Asset Management & Custody Banks - 40203010	379.2	422.1	-10.2	305.6	368.8	-17.1	46.9	38.6	21.7	20.1	16.2	21.0	17.0	153.6	137.3
PTM	Platinum Asset Management Limited	Asset Management & Custody Banks - 40203010	135.0	122.7	10.0	21.5	21.4	0.6	78.4	69.9	12.2	14.0	12.5	10.0	8.0	217.8	170.9
FWD	Fleetwood Corporation Limited	Automobile Manufacturers - 25102010	226.6	130.1	74.2	183.8	100.3	83.3	24.4	16.8	45.3	43.3	31.8	32.0	30.0	19.6	6.4
CSL	CSL Limited	Biotechnology - 35201010	2116.3	2317.4	-8.7	1059.7	1097.5	-3.5	500.2	617.4	-19.0	91.5	106.3	35.0	35.0	719.4	955.8
FGL	Foster's Group Limited	Brewers - 30201010	2238.0	2398.9	-6.7	1250.1	1378.5	-9.3	312.1	355.7	-12.3	16.2	18.4	12.0	12.0	225.5	352.3
SXL	Southern Cross Media	Broadcasting - 25401020	218.7	208.3	5.0	149.1	147.6	1.1	33.6	-148.1	122.7	8.9	-55.6	7.0	3.5	47.0	38.1
HIL	Hills Industries Limited	Building Products - 20102010	558.9	591.1	-5.5	535.6	554.0	-3.3	-40.9	24.4	-267.5	-16.8	9.4	5.5	7.0	21.0	51.3
CRG	Crane Group Limited	Building Products - 20102010	986.7	933.4	5.7	951.4	906.1	5.0	18.2	15.9	14.6	23.5	20.8	22.0	18.0	23.9	40.1
GWA	GWA Group Ltd	Building Products - 20102010	368.3	326.7	12.7	236.1	209.6	12.6	33.2	25.5	29.8	11.0	8.5	9.5	9.5	43.8	39.4
TAH	TABCORP Holdings Limited	Casinos & Gaming - 25301010	2257.6	2180.7	3.5	1813.3	1747.7	3.8	265.5	257.9	2.9	41.6	42.5	24.0	30.0	386.9	241.7
ΠS	Tatts Group Limited	Casinos & Gaming - 25301010	1896.6	1615.2	17.4	1896.6	1615.4	17.4	149.9	145.0	3.4	11.6	11.4	10.5	101.0	247.3	393.3
CWN	Crown Limited	Casinos & Gaming - 25301010	1205.8	1196.6	0.8	995.0	939.7	5.9	153.1	115.3	32.9	20.2	15.2	18.0	18.0	144.6	431.4
EXT	Extract Resources Ltd	Coal & Consumable Fuels - 10102050	1.2	1.1	6.5	37.8	19.9	89.5	-33.5	-13.4	-149.9	-13.8	-5.7	0.0	0.0	36.3	99.3
ICL	Inter Coal Hold Ltd	Coal & Consumable Fuels - 10102050	0.7	0.4	73.9	13.5	0.9	1485.5	-339.8	10.1	-3459.7	-132.7	4.1	0.0	0.0	37.0	238.3
PDN	Paladin Energy Ltd	Coal & Consumable Fuels - 10102050	115.8	101.2	14.4	71.6	61.7	16.0	-33.8	-19.4	-74.2	-4.1	-2.9	0.0	0.0	251.8	432.6
WHC	Whitehaven Coal Limited	Coal & Consumable Fuels - 10102050	318.3	198.5	60.3	279.2	126.3	121.1	-68.0	56.4	-220.5	-7.1	18.1	3.3	2.8	192.1	141.0
RIV	Riversdale Mining Limited	Coal & Consumable Fuels - 10102050	42.2	41.7	1.3	38.5	35.3	9.1	-11.5	-4.2	-172.6	-5.0	-2.2	0.0	0.0	493.6	247.3
JBH	JB Hi-Fi Limited	Computer & Electronics Retail - 25504020	1682.6	1553.8	8.3	1320.2	1226.0	7.7	87.9	76.0	15.6	80.6	70.5	48.0	33.0	180.0	127.4
UGL	UGL Limited	Construction & Engineering - 20103010	2141.1	2074.5	3.2	2053.2	1999.2	2.7	64.9	55.2	17.6	39.4	33.6	32.0	29.0	248.5	278.4
MAH	Macmahon Holdings Limited	Construction & Engineering - 20103010	504.2	505.2	-0.2	485.0	486.6	-0.3	-13.2	21.5	-161.6	-1.8	2.9	0.0	1.5	96.5	102.2
MND	Monadelphous Group Limited	Construction & Engineering - 20103010	702.5	621.5	13.0	616.2	545.1	13.0	45.5	40.5	12.3	52.3	47.3	40.0	35.0	161.9	149.2
LEI	Leighton Holdings Limited	Construction & Engineering - 20103010	7370.5	7029.9	4.8	7020.0	6650.5	5.6	218.3	288.7	-24.4	72.0	96.9	60.0	65.0	1167.5	901.3
BLD	Boral Limited	Construction Materials - 15102010	2359.3	2276.6	3.6	1623.1	1539.3	5.4	92.7	68.4	35.5	13.0	11.4	7.5	7.0	483.5	172.7
BKN	Bradken Limited	Constructn&Farm Machinery&Heavy Trucks - 20106010	532.5	463.0	15.0	406.2	366.2	10.9	26.0	26.0	0.3	18.7	20.0	18.5	13.0	6.4	5.4
CPU	Computershare Limited	Data Processing&Outsourced Services - 45102020	774.9	800.8	-3.2	604.5	570.7	5.9	119.6	173.5	-31.0	21.0	30.6	14.0	14.0	320.5	226.0
PBG	Pacific Brands Limited	Distributors - 25501010	852.1	941.4	-9.5	452.4	571.5	-20.8	-166.1	22.2	-847.6	-17.9	2.4	3.1	8.5	188.6	150.0
CBA	Commonwealth Bank of Australia	Diversified Banks - 40101010	23095.0	21029.0	9.8	18773.0	16606.0	13.0	3052.0	2914.0	4.7	196.5	190.3	132.0	120.0	11043.0	5559.0



				REVENUE		CC	ST OF SALE	S		PROFIT		EP	s	Interim Di	/idend	Cash E	Balance
			2010	2009	%	2010	2009	%	2010	2009	%	2010	2009	2010	2009	2010	2009
			\$M	\$M		\$M	\$M		\$M	\$M		cents	cents	cents	cents	\$M	\$M
BHP	BHP Billiton Limited	Diversified Metals & Mining - 15104020	34166.0	24576.0	39.0	14515.0	9120.0	59.2	10524.0	6135.0	71.5	189.2	110.3	46.0	42.0	16156.0	8382.0
ASL	Ausdrill Limited	Diversified Metals & Mining - 15104020	416.0	259.3	60.4	364.9	227.9	60.1	36.4	21.2	71.7	13.9	11.9	5.5	5.0	67.6	42.5
PAN	Panoramic Resources Limited	Diversified Metals & Mining - 15104020	129.2	135.6	-4.7	96.2	94.2	2.2	17.5	23.1	-24.1	8.5	11.3	4.0	5.0	94.8	49.8
MCR	Mincor Resources NL	Diversified Metals & Mining - 15104020	80.4	94.4	-14.8	83.5	74.4	12.2	-2.1	14.2	-114.8	-1.1	7.1	2.0	3.0	100.1	126.8
WSA	Western Areas NL	Diversified Metals & Mining - 15104020	230.9	85.5	169.9	101.7	68.7	48.0	67.2	10.7	529.2	37.6	6.0	10.0	3.0	125.1	90.7
KZL	Kagara Ltd	Diversified Metals & Mining - 15104020	90.9	116.6	-22.0	82.4	109.3	-24.6	2.5	78.0	-96.8	0.4	0.0	0.0	0.0	60.0	82.7
MCC	MacArthur Coal Limited	Diversified Metals & Mining - 15104020	420.4	318.5	32.0	228.7	197.9	15.6	141.3	39.6	256.3	0.5	0.2	24.0	24.0	507.6	348.2
IG0	Independence Group NL	Diversified Metals & Mining - 15104020	73.2	52.0	40.7	41.4	34.3	20.5	22.6	12.7	78.5	19.0	11.2	2.0	4.0	300.2	144.0
LLC	Lend Lease Group	Diversified Real Estate Activities - 40403010	4318.7	5557.3	-22.3	3859.6	6088.6	-36.6	226.5	204.9	10.5	42.2	46.8	20.0	20.0	1439.4	1635.9
MGR	Mirvac Group	Diversified REITs - 40402010	857.2	703.5	21.8	1074.9	857.9	25.3	-12.4	49.0	-125.3	-0.4	1.7	4.0	4.0	583.2	582.0
DXS	Dexus Property Group	Diversified REITs - 40402010	343.3	366.6	-6.4	123.5	126.1	-2.1	294.4	-107.0	375.1	3.7	3.8	2.6	2.7	44.1	84.4
ABP	Abacus Property Group	Diversified REITs - 40402010	140.9	71.5	97.1	131.6	50.2	162.0	10.4	22.5	-53.7	2.8	7.0	8.3	1.5	35.6	21.8
SGP	Stockland	Diversified REITs - 40402010	1412.8	773.0	82.8	960.2	550.5	74.4	425.1	213.7	98.9	17.9	9.0	11.8	10.8	586.0	1078.2
CHC	Charter Hall Group	Diversified REITs - 40402010	18.1	19.3	-6.2	8.9	9.2	-3.0	42.3	-67.9	162.3	13.6	-32.3	8.0	6.4	2.2	19.1
SPT	Spotless Group Limited	Diversified Support Services - 20201070	1353.4	1211.9	11.7	1278.6	1130.3	13.1	17.4	25.0	-30.4	6.7	10.0	5.0	5.0	83.7	48.6
MIN	Mineral Resources.	Diversified Support Services - 20201070	337.3	108.3	211.6	249.6	70.2	255.6	60.6	27.4	120.7	36.4	21.4	15.0	6.4	153.3	92.4
TSE	Transfield Services Limited	Diversified Support Services - 20201070	1439.1	1532.3	-6.1	1424.3	1488.7	-4.3	14.1	40.1	-64.9	3.2	9.4	5.0	5.0	186.6	109.3
CAB	Cabcharge Australia Limited	Diversified Support Services - 20201070	93.3	87.8	6.2	71.7	53.2	34.8	16.4	29.7	-44.7	13.6	24.7	10.0	17.0	24.4	37.2
BXB	Brambles Limited	Diversified Support Services - 20201070	2147.2	2086.1	2.9	1830.4	1788.9	2.3	219.6	207.1	6.0	15.4	14.8	13.0	12.5	69.0	92.9
TPI	Transpacific Industries Group Ltd	Environmental & Facilities Services - 20201050	1063.6	995.3	6.9	362.9	347.5	4.4	24.3	24.3	-0.2	2.5	2.5	0.0	0.0	74.7	141.0
WOW	Woolworths Limited	Food Retail - 30101030	28370.9	27246.6	4.1	21000.8	20206.9	3.9	1175.6	1109.2	6.0	95.2	89.1	57.0	53.0	1139.5	713.4
GNS	Gunns Limited	Forest Products - 15105010	363.4	325.9	11.5	414.8	339.0	22.4	-4.6	0.4	-1250.0	-1.1	-0.4	0.0	0.0	4.0	7.4
ENV	Envestra Limited	Gas Utilities - 55102010	226.5	206.7	9.6	63.4	61.4	3.3	35.0	32.2	8.7	2.5	2.4	2.8	2.8	7.3	4.5
APA	APA Group	Gas Utilities - 55102010	535.4	482.9	10.9	460.3	409.6	12.4	70.3	63.7	10.3	12.8	12.6	16.5	15.8	59.0	157.1
HVN	Harvey Norman Holdings Limited	General Merchandise Stores - 25503020	804.1	715.6	12.4	588.7	521.9	12.8	134.0	160.5	-16.5	12.4	15.0	6.0	7.0	83.5	95.4
TRS	The Reject Shop Limited	General Merchandise Stores - 25503020	275.9	250.5	10.1	251.9	223.8	12.6	15.9	18.9	-15.9	61.1	73.1	23.0	39.0	2.9	10.0
SBM	St Barbara Limited	Gold - 15104030	173.0	137.6	25.7	101.8	90.7	12.2	41.5	803.0	-94.8	12.7	0.3	0.0	0.0	96.0	102.2
RSG	Resolute Mining	Gold - 15104030	204.1	154.3	32.2	142.8	100.2	42.5	20.2	14.6	38.5	4.8	4.0	0.0	0.0	32.3	18.3
NCM	Newcrest Mining Limited	Gold - 15104030	1966.3	1187.5	65.6	1115.4	727.3	53.4	466.3	192.6	142.1	65.3	36.4	10.0	5.0	205.6	271.6
PRU	Perseus Mining Ltd	Gold - 15104030	1.6	1.1	48.3	44.1	7.6	478.2	-42.4	-6.5	-550.9	-10.0	-2.1	0.0	0.0	88.8	67.2
MML	Medusa Mining	Gold - 15104030	78.3	41.3	89.5	16.0	10.5	52.7	58.1	28.3	105.0	31.0	16.8	5.0	0.0	49.2	32.5
KCN	Kingsgate Consolidated Limited	Gold - 15104030	66.2	88.5	-25.2	55.6	56.1	-0.8	11.6	33.2	-65.1	11.5	34.4	10.0	15.0	21.7	32.3



				REVENUE		CO	ST OF SALE	s		PROFIT		EP:	S	Interim D	ividend	Cash Ba	alance
			2010	2009	%	2010	2009	%	2010	2009	%	2010	2009	2010	2009	2010	2009
			\$M	\$M		\$M	\$M		\$M	\$M		cents	cents	cents	cents	\$M	\$М
RMD	ResMed Inc.	Health Care Equipment - 35101010	588.0	522.1	12.6	228.0	207.7	9.8	360.0	314.4	14.5	76.0	59.0	0.0	0.0	616.2	451.4
COH	Cochlear Limited	Health Care Equipment - 35101010	377.1	347.6	8.5	101.2	97.4	3.9	87.2	75.2	15.9	154.3	134.0	105.0	95.0	63.6	73.7
RHC	Ramsay Health Care Limited	Health Care Facilities - 35102020	1866.2	1685.3	10.7	1660.7	1512.4	9.8	102.8	78.6	30.7	47.6	38.2	22.5	18.5	199.7	185.7
SHL	Sonic Healthcare Limited	Health Care Services - 35102015	1513.7	1489.0	1.7	1332.6	1288.7	3.4	135.0	155.2	-13.0	34.8	40.0	24.0	24.0	238.1	300.4
PRY	Primary Health Care Limited	Health Care Services - 35102015	655.7	655.9	-0.0	503.3	480.9	4.7	20.3	76.6	-73.5	4.1	16.5	3.0	15.0	36.1	25.8
ANN	Ansell Limited	Health Care Supplies - 35101020	621.8	614.3	1.2	544.2	537.2	1.3	64.2	61.4	4.6	48.4	45.6	14.0	13.0	219.0	208.5
TCL	Transurban Group	Highways & Railtracks - 20305020	463.5	428.5	8.2	170.1	140.0	21.5	76.0	54.2	40.3	5.2	3.9	13.0	12.0	369.7	228.9
CEU	ConnectEast Group	Highways & Railtracks - 20305020	108.4	97.8	10.8	34.1	37.6	-9.1	-2.7	-43.3	93.8	-0.1	-1.3	1.0	1.0	173.5	170.2
FLT	Flight Centre Limited	Hotels, Resorts & Cruise Lines - 25301020	916.6	818.5	12.0	802.9	748.7	7.2	70.5	51.1	37.8	70.6	51.3	36.0	26.0	717.7	624.3
GUD	G.U.D. Holdings Limited	Household Appliances - 25201040	300.1	251.5	19.3	176.7	149.9	17.9	23.3	24.8	-5.8	34.4	41.0	29.0	28.0	13.6	18.6
SEK	Seek Limited	Human Resource & Employment Services - 20202010	159.5	131.0	21.8	94.9	80.1	18.4	47.9	36.6	31.0	14.2	10.9	5.2	6.8	41.0	39.7
WES	Wesfarmers Limited	Hypermarkets & Super Centers - 30101040	28074.0	26533.0	5.8	26272.0	25119.0	4.6	1173.0	879.0	33.4	101.7	76.3	65.0	55.0	1637.0	1640.0
EWC	Energy World Corporation Ltd	IndependentPowerProducers&EnergyTrader- 55105010	51.6	42.5	21.3	21.6	19.9	8.3	22.0	15.0	46.4	1.4	1.0	0.0	0.0	42.8	56.2
IFN	Infigen Energy	IndependentPowerProducers&EnergyTrader- 55105010	190.3	197.1	-3.4	224.7	212.9	5.6	-34.4	-15.8	-118.3	-4.5	-2.3	1.0	0.0	163.3	215.7
BWP	Bunnings Warehouse Property Trust	Industrial REITs - 40402020	40.4	39.0	3.6	14.4	13.7	4.8	54.2	41.1	31.8	12.8	10.0	6.2	6.1	17.8	8.2
GMG	Goodman Group	Industrial REITs - 40402020	426.1	715.6	-40.5	229.2	222.7	2.9	262.1	-482.9	154.3	-0.7	-3.3	1.5	1.5	220.7	676.3
IIF	ING Industrial Fund	Industrial REITs - 40402020	124.4	135.4	-8.1	87.3	168.8	-48.3	-92.9	-204.0	54.5	-3.6	-14.3	1.6	0.0	350.6	38.7
ORG	Origin Energy Limited	Integrated Oil & Gas - 10102010	4603.0	4300.0	7.0	4686.0	3882.0	20.7	-136.0	371.0	-136.7	-15.4	42.3	25.0	25.0	695.0	823.0
TEL	Telecom Corporation of New Zealand Li	Integrated Telecommunication Services - 50101020	2601.0	2671.0	-2.6	1731.0	1799.0	-3.8	165.0	243.0	-32.1	9.0	13.0	7.0	12.0	376.0	296.0
TLS	Telstra Corporation Limited	Integrated Telecommunication Services - 50101020	12408.0	12389.0	0.2	7829.0	7072.0	10.7	1207.0	1886.0	-36.0	9.6	15.0	14.0	14.0	2676.0	1648.0
WTF	Wotif.com Holdings Limited	Internet Retail - 25502020	71.0	69.7	1.9	35.3	31.1	13.3	25.4	27.6	-7.9	12.1	13.2	9.5	9.0	119.5	103.6
CRZ	Carsales.com.au	Internet Software & Services - 45101010	72.2	55.2	30.7	33.4	27.8	19.9	27.7	19.1	45.1	11.8	8.2	9.4	6.6	19.6	18.3
SMX	SMS Management & Technology Ltd	IT Consulting & Other Services - 45102010	146.0	117.1	24.7	125.4	99.6	25.9	15.2	13.3	14.7	22.7	20.0	13.5	12.5	23.7	28.6
MRM	Mermaid Marine Australia Limited	Marine - 20303010	135.3	92.9	45.6	108.2	72.6	49.1	20.4	15.6	30.8	10.5	8.4	4.0	3.0	67.3	26.8
NWS	News Corporation	Movies & Entertainment - 25401030	16187.0	15883.0	1.9	14303.0	14620.0	-2.2	1417.0	825.0	71.8	54.0	32.0	7.5	7.5	8456.0	7266.0
AGK	AGL Energy Limited	Multi-Utilities - 55103010	3488.0	3200.8	9.0	3061.2	2890.2	5.9	239.6	183.7	30.4	52.8	41.0	29.0	29.0	467.5	480.4
DUE	Duet Group	Multi-Utilities - 55103010	586.5	581.0	1.0	532.7	495.6	7.5	60.6	94.5	-35.9	2.1	4.1	10.0	10.0	460.5	491.2
IOF	ING Office Fund	Office REITs - 40402040	97.9	112.6	-13.1	38.8	48.5	-20.0	117.6	-42.1	379.3	4.3	-1.6	2.0	2.0	28.8	32.6
CPA	Commonwealth Property Office Fund	Office REITs - 40402040	204.2	157.3	29.8	82.6	124.0	-33.4	121.6	33.3	265.2	5.9	1.8	2.8	2.7	11.2	27.6
CQO	Charter Hall Office	Office REITs - 40402040	156.2	107.3	45.6	76.5	174.8	-56.2	64.8	-30.9	309.7	13.2	-6.6	9.3	10.0	186.9	300.8
WOR	WorleyParsons Limited	Oil & Gas Equipment & Services - 10101020	2799.5	2496.6	12.1	2633.9	2326.6	13.2	128.6	138.0	-6.8	52.4	56.8	36.0	36.0	170.0	140.5
AWE	AWE Limited	Oil & Gas Exploration & Production - 10102020	135.8	191.0	-28.9	119.0	107.6	10.6	-49.8	17.5	-384.1	-9.6	3.3	0.0	0.0	65.5	135.3
CVN	Carnarvon Petroleum Limited	Oil & Gas Exploration & Production - 10102020	35.9	31.6	13.6	11.8	10.0	18.2	4.8	7.4	-35.6	0.7	1.1	0.0	0.0	28.5	28.6



			REVENUE		CO	ST OF SALE	:S		PROFIT		EP	S	Interim Di	vidend	Cash B	Balance	
			2010	2009	%	2010	2009	%	2010	2009	%	2010	2009	2010	2009	2010	2009
			\$M	\$M		\$M	\$M		\$M	\$M		cents	cents	cents	cents	\$M	\$М
CGF	Challenger Financial Services Group	Other Diversified Financial Services - 40201020	770.8	911.7	-15.5	322.3	347.0	-7.1	117.9	176.7	-33.3	24.7	31.6	7.0	6.0	1149.5	1319.2
AMC	Amcor Limited	Paper Packaging - 15103020	6175.3	4082.5	51.3	5112.2	3384.2	51.1	236.3	102.0	131.7	18.5	8.6	17.0	12.5	225.7	1393.3
PPX	PaperlinX Limited	Paper Products - 15105020	2430.7	2643.1	-8.0	1948.8	2131.3	-8.6	-10.2	-175.3	94.2	-3.4	-29.0	0.0	0.0	130.0	137.0
AQP	Aquarius Platinum Limited	Precious Metals & Minerals - 15104040	336.2	206.1	63.1	241.3	161.6	49.3	94.3	3.9	2335.5	20.4	0.9	4.0	0.0	368.5	464.6
IAG	Insurance Australia Group Limited	Property & Casualty Insurance - 40301040	3938.0	3872.0	1.7	3733.0	3485.0	7.1	205.0	387.0	-47.0	7.8	16.0	9.0	9.0	413.0	416.0
SUN	Suncorp-Metway Limited	Property & Casualty Insurance - 40301040	3266.0	3166.0	3.2	3079.0	3304.0	-6.8	356.0	367.0	-3.0	17.5	32.8	15.0	15.0	1496.0	883.0
FXJ	Fairfax Media Limited	Publishing - 25401040	1297.7	1258.9	3.1	952.0	936.1	1.7	172.3	148.8	15.8	7.0	6.1	1.5	1.1	1442.7	1353.3
WAN	West Australian Newspapers Holdings	Publishing - 25401040	209.4	205.1	2.1	138.7	135.2	2.6	50.1	49.5	1.3	23.2	23.5	19.0	19.0	14.6	12.3
AIO	Asciano Group	Railroads - 20304010	1553.8	1430.4	8.6	1164.3	1071.2	8.7	126.0	188.2	-33.0	4.3	7.0	1.0	0.0	338.3	215.3
FKP	FKP Property Group	Real Estate Development - 40403030	185.5	248.8	-25.4	98.9	166.1	-40.5	57.6	50.8	13.4	4.7	4.5	1.4	0.5	18.5	34.4
BEN	Bendigo and Adelaide Bank Limited	Regional Banks - 40101015	619.2	522.6	18.5	390.4	355.4	9.8	173.9	104.1	67.1	46.7	29.7	30.0	28.0	418.0	1117.4
CQR	Charter Hall Retail	Retail REITs - 40402060	100.1	90.6	10.5	87.5	56.0	56.3	32.9	64.8	-49.2	10.8	21.9	12.0	15.0	17.0	41.8
CFX	CFS Retail Property Trust	Retail REITs - 40402060	520.3	304.1	71.1	173.8	211.1	-17.7	346.5	92.9	273.0	13.0	3.8	6.3	6.2	4.0	8.7
ASX	ASX Limited	Specialised Finance - 40201040	397.5	368.6	7.9	153.3	129.6	18.3	172.0	160.1	7.4	98.6	97.8	90.2	89.1	3365.2	3365.0
AAD	Ardent Leisure Group	Specialized REITs - 40402070	196.0	179.0	9.5	195.0	189.0	3.2	22.3	9.7	129.9	7.2	3.3	6.5	6.5	14.0	11.5
MGX	Mount Gibson Iron Limited	Steel - 15104050	382.1	242.3	57.7	189.9	189.1	0.4	140.0	39.6	253.9	13.0	3.7	0.0	0.0	167.9	247.4
SGM	Sims Metal Management Limited	Steel - 15104050	146.0	117.0	24.8	125.4	99.6	25.9	15.2	13.3	14.3	22.7	20.0	13.5	12.5	26.7	31.0
FMG	Fortescue Metals Group Ltd	Steel - 15104050	2532.9	1183.7	114.0	1285.9	954.0	34.8	236.9	43.2	449.0	10.2	1.0	3.0	0.0	2381.9	1235.5
AG0	Atlas Iron Limited	Steel - 15104050	201.8	41.7	383.3	132.1	47.2	179.6	30.1	-23.1	230.2	5.8	-5.8	0.0	0.0	142.8	148.5
OST	OneSteel Limited	Steel - 15104050	3315.1	2973.6	11.5	2668.8	2289.7	16.6	646.3	683.9	-5.5	8.8	8.9	6.0	5.0	141.5	83.4
BSL	BlueScope Steel Limited	Steel - 15104050	4622.0	4103.4	12.6	4719.3	4184.3	12.8	-200.9	-55.5	-262.0	-3.0	-1.6	2.0	0.0	85.1	200.8
EHL	Emeco Holdings Limited	Trading Companies & Distributors - 20107010	253.6	179.5	41.3	122.0	95.4	27.9	24.1	-0.6	4001.5	3.8	1.1	7.0	0.0	9.7	10.3