

Campbell Brothers Limited

Investors Overview

Full Year – 2005-06

- Greg Kilmister (Managing Director)

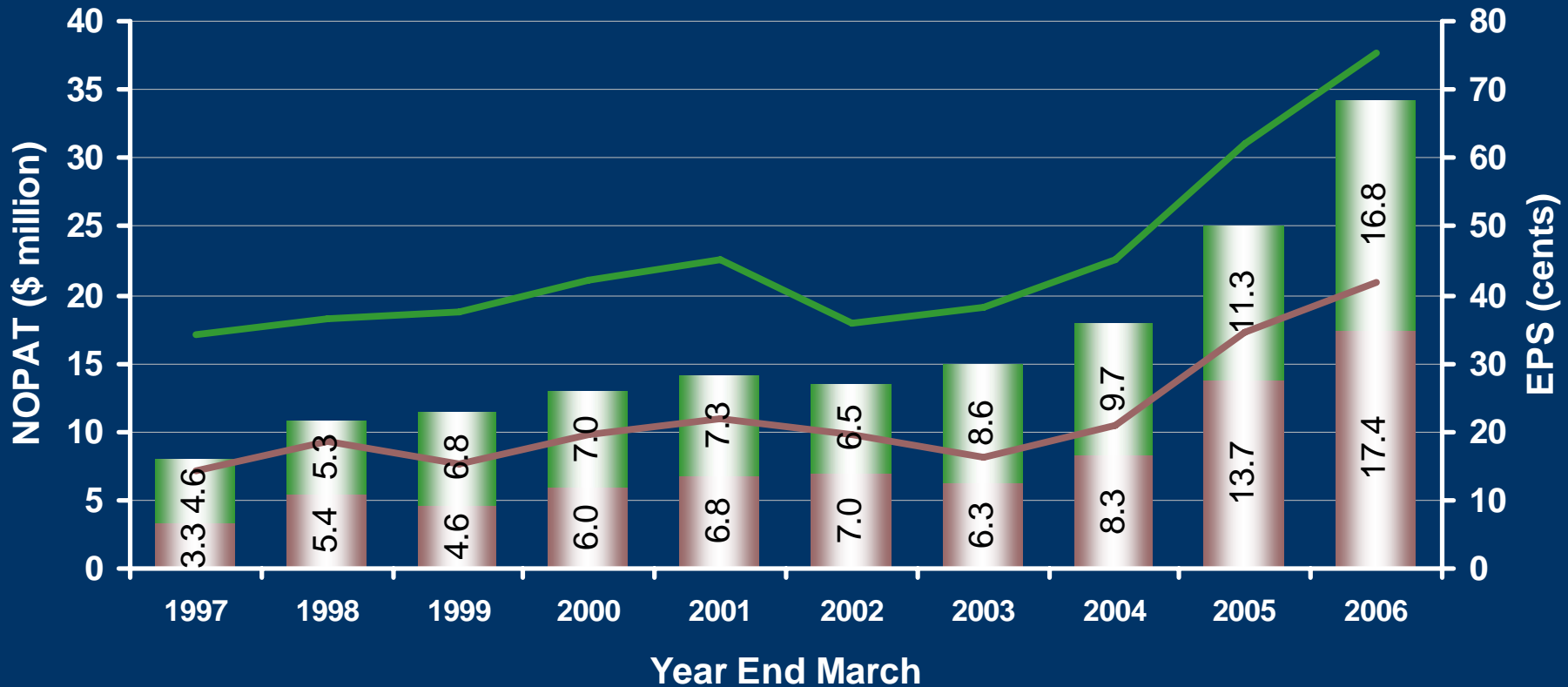


Full Year Results - Overview

	<u>Mar 05</u>	<u>Mar 06</u>	<u>Change</u>
Revenue (\$m)	436	523	20%
EBITDA (\$m)	56.9	73.2	29%
Profit before tax (\$m)	37.4	51.1	37%
Net profit after tax (\$m)	25.0	34.2	37%
Wtd. ave. number of shares	40,834,000	45,343,000	11%
Earnings per share (c)	61.2	75.4	23%
Full Year Dividend (c)	42	50	19%
Number of employees	3,090	4,268	38%
Safety Statistic - LTIFR	12	12	0%

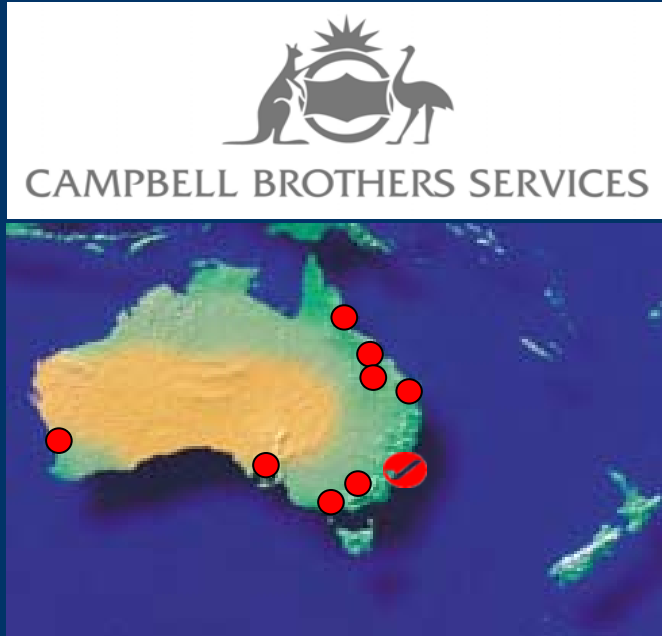
*All results reported in compliance with AIFRS and excluding unusual items
(March 05 full year results reported as \$25.3 million but restated to \$25.0 million under AIFRS)*

CBL Full Year Performance



First Half
 Second Half
 EPS H1
 EPS H2

Segment Results

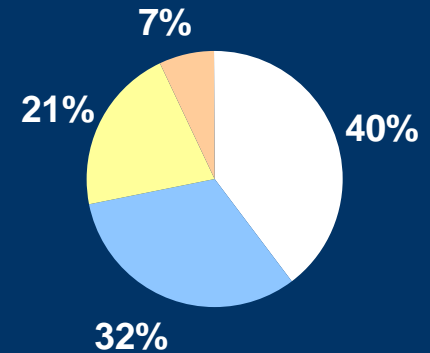


Full Year Results

Revenue up 66% to \$37.2 million

EBIT up 43% to \$3.1 million

Revenues



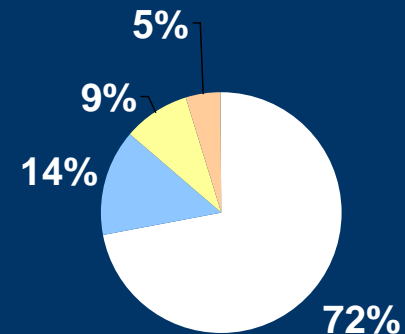
ALS Laboratory Group

Campbell Chemical

Reward Distribution Group

Campbell Brothers Services

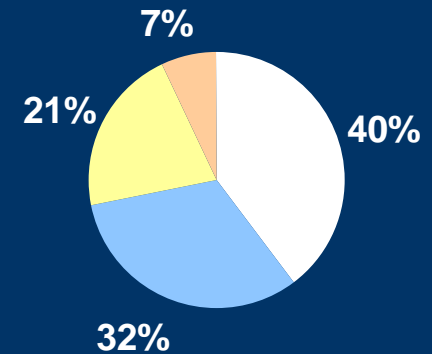
EBIT



Segment Results

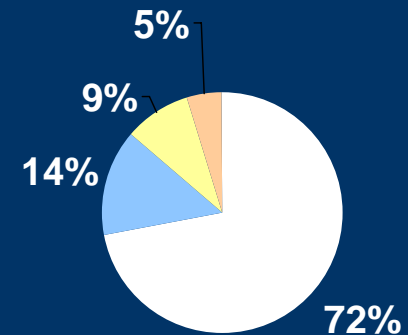


Revenues



ALS Laboratory Group
Campbell Chemical
Reward Distribution Group
Campbell Brothers Services

EBIT



Full Year Results

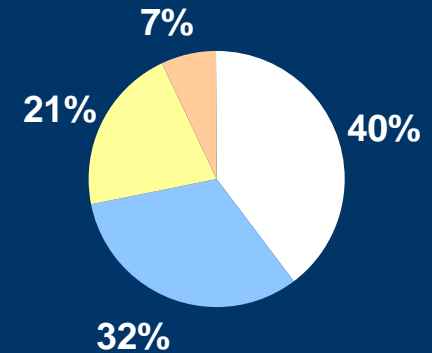
Revenue up 39% to \$112 million

EBIT up 23% to \$5.9 million

Segment Results



Revenues



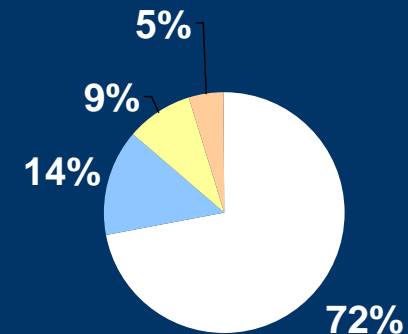
ALS Laboratory Group
Campbell Chemical
Reward Distribution Group
Campbell Brothers Services

Full Year Results

Revenue down 6% to \$167 million

EBIT up 19% to \$9.5 million

EBIT



Segment Results

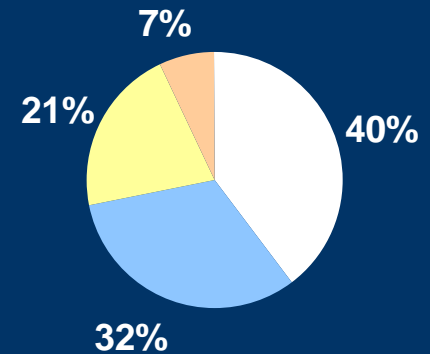


Full Year Results

Revenue up 33% to \$209 million

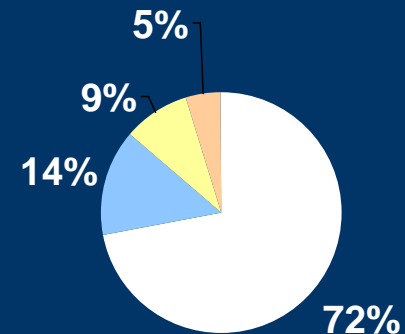
EBIT up 33% to \$47 million

Revenues



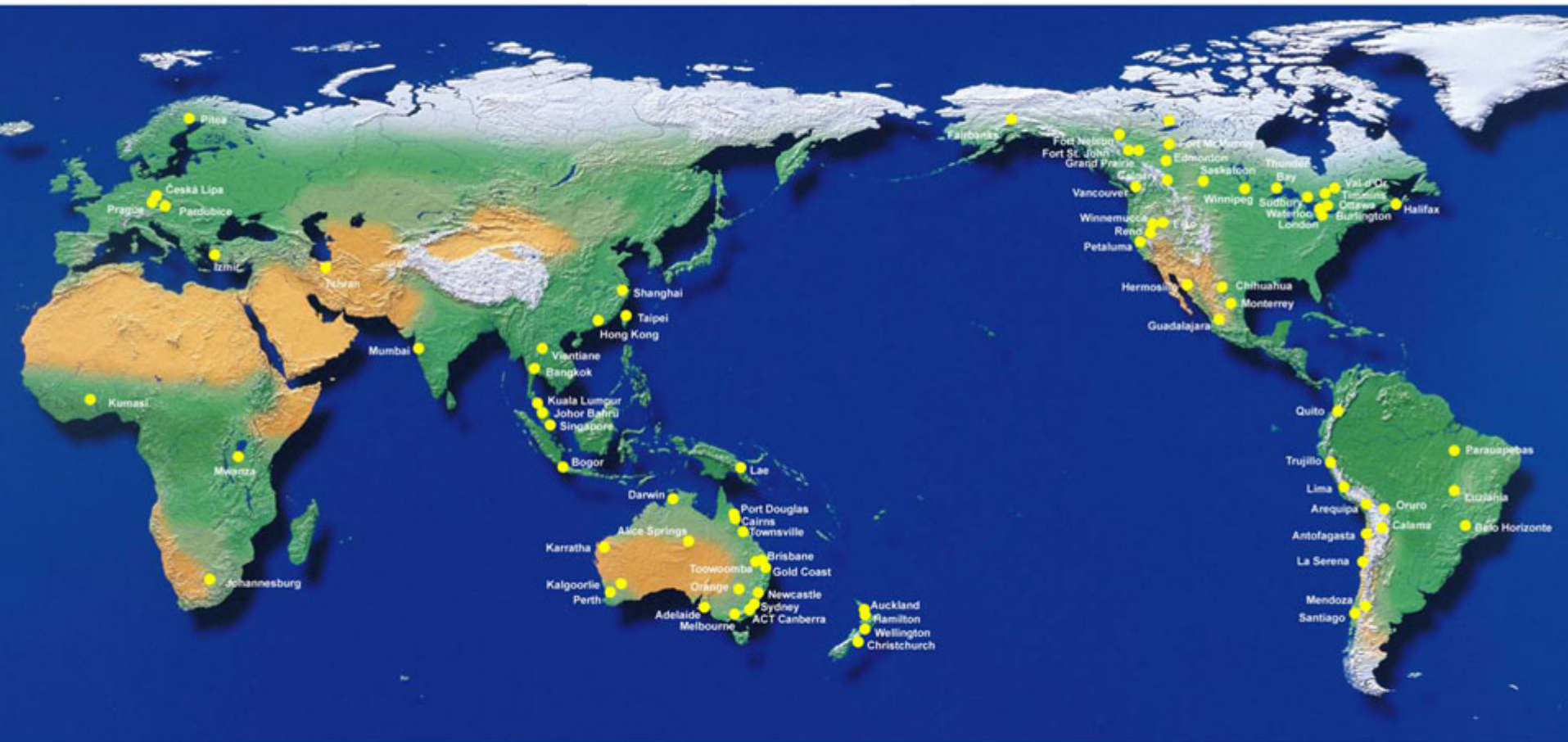
ALS Laboratory Group
Campbell Chemical
Reward Distribution Group
Campbell Brothers Services

EBIT





CAMPBELL BROTHERS
LIMITED

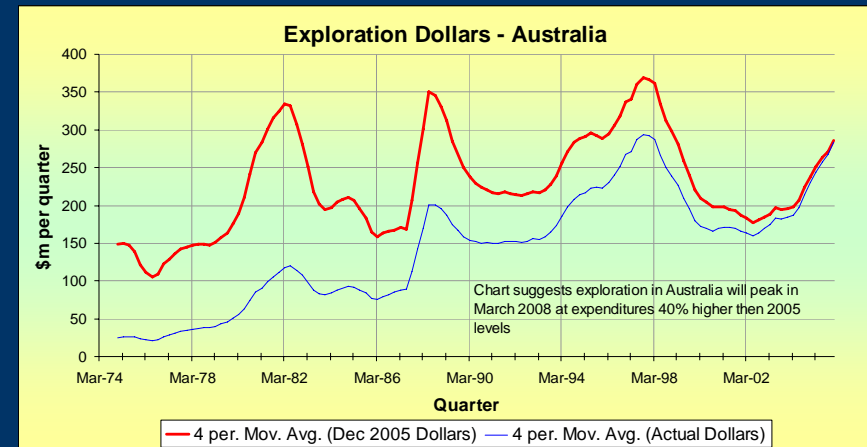


Global Operations



Highlights 2005-06

- Major Acquisitions
 - ETL Laboratory Group in Canada
 - Ecochem Laboratory Group in Czech Republic
 - Dawsons Pest Control in Melbourne
 - QCC Hospitality in Perth
 - Caterworld in Victoria
- Start-up Operations
 - Environmental Lab in Perth
 - Mineral Lab in Winnemucca – USA
 - Mineral Lab – Chihuahua - Mexico
 - Mineral Lab in Sudbury - Canada
 - Mineral Lab in Kumasi - Ghana
 - Mineral Lab in - Suriname
 - Mineral Lab in Belo Horizonte - Brazil
 - Electronics Lab in Bangkok - Thailand
- December 2005 Rights Issue to Raise \$80 million
- Restructuring of ALS into Regions
- Rollout of Webtrieve™
- National Identity – Reward Distribution & Campbell Brothers Services
- Completed Strategic Review of all Business Units
- 100 day Integration Discipline



2006-07 Year

- Implementing actions emanating from the strategic review of each business unit undertaken in 2005-06
- Restructure of the Corporate Group
 - Management Information Systems (MIS) Resource
 - Internal Audit Resource
 - Succession Planning & Executive Development Resource
- Start-up laboratories in Asia, Africa and Australia
- Diversification opportunities through acquisitions
- Back Office Consolidation –
 - Reward Distribution
 - Campbell Brothers Services
- Central Server – National Database
 - Reward Distribution
 - Campbell Brothers Services

Growth Funding

As at 31 March 2006

Equity	\$ 257 million
Net borrowings	\$ 86 million
Gearing Ratio	25%
Gearing – Comfort Level	50%
Net Borrowings – Comfort Level	\$ 257 million
Borrowings Available for Additional Investment	\$ 171 million