



## FINANCIAL HIGHLIGHTS

### YEAR AT A GLANCE

	2004 \$000	2003 \$000
Sales Revenue	390,269	359,278
Net Profit after tax (before goodwill amortisation) attributable to members	17,939	14,919
Contributed Equity	104,327	100,067
Total Equity	135,746	126,491
Earnings per Share (cents) (before goodwill amortisation) attributable to members	45.14	38.25
Dividends per Share (cents)	33.0	30.0
Net Tangible Asset Backing per Share (\$)	1.56	1.53
Gearing Ratio (%) (net debt/(net debt + total equity))	40.9	40.4
Interest Cover (times)	4.7	4.4

### SALES

Total Sales revenue for the Group was \$390.27 million for 2004, an 8.6% increase on the \$359.28 million recorded in 2003.

The Sales by Division were as follows:

DIVISION	2004 \$000	2003 \$000	CHANGE %
Laboratory Services	123,937	114,403	8.3
Consumer	127,899	132,104	(3.2)
Industrial	141,460	115,540	22.4

### PROFIT

Consolidated net profit after tax (before goodwill amortisation) attributable to members was \$17.94 million for 2004, an increase of 20.2% on the \$14.92 million achieved last year.

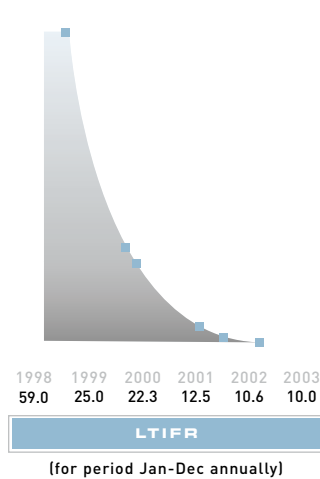
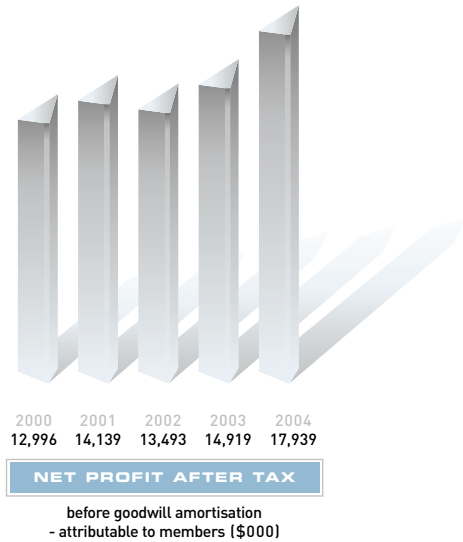
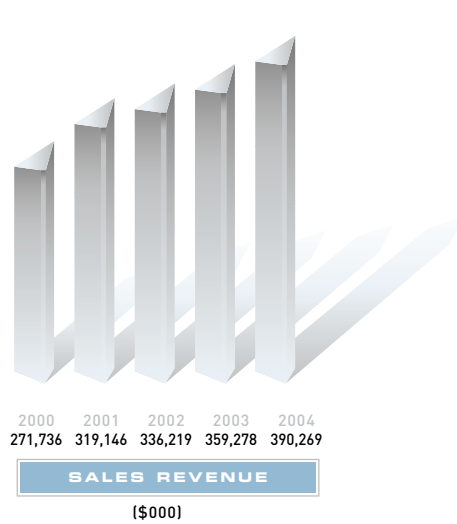
Profit contribution from ordinary activities before goodwill amortisation, tax and corporate overheads for each division was as follows:

DIVISION	2004 \$000	2003 \$000	CHANGE %
Laboratory Services	21,497	16,347	31.5
Consumer	5,212	5,903	(11.7)
Industrial	9,325	7,931	17.6

### DIVIDENDS

The Company will pay a final dividend for 2004 of 19 cents per share (2003: 17 cents), fully franked at the 30% tax rate (2003: 30%). The total dividend for the year will be 33 cents (2003: 30 cents).

Total dividend for the year increased by 3 cents to 33 cents.



#### HEALTH AND SAFETY PERFORMANCE

Injury statistics for the Company continued to show a positive trend in the decrease across most injury measurement indices. The most indicative figure of the health and safety performance of the Company is the Lost Time Injury Frequency Rate (LTIFR), which measures the number of LTI's per million hours of work (Reported as per AS1885).

\* LTI is a work injury which results in an inability to work for at least one full day or shift any time after the day or shift in which the injury occurred.