

# Appendix 4B (rule 4.13(a))

## Half yearly/preliminary final report

Introduced 1/12/97. Origin: Appendices 3, 4. Amended 1/7/98, 1/9/99, 1/7/2000.

Name of entity

CAMPBELL BROTHERS LIMITED

ACN, ARBN or ARSN

009 657 489

Half yearly  
(tick)

Preliminary  
final (tick)

Half year/financial year ended ('current  
period')

31 MARCH 2001

### Equity accounted results for announcement to the market

*Extracts from this report for announcement to the market (see note 1).*

\$A'000

Sales (or equivalent operating) revenue ( <i>item 1.1</i> )	up/down	17.4%	to	319,146
Abnormal items after tax attributable to members ( <i>item 2.5</i> )	gain (loss) of			5,427
+Operating profit (loss) after tax (before amortisation of goodwill) attributable to members ( <i>item 1.26</i> )	up/down	50.6%	to	19,566
+Operating profit (loss) after tax attributable to members ( <i>item 1.10</i> )	up/down	49.1%	to	17,985
Extraordinary items after tax attributable to members ( <i>item 1.13</i> )	gain (loss) of			
+Operating profit (loss) and extraordinary items after tax attributable to members ( <i>item 1.16</i> )	up/down	49.1%	to	17,985

Dividends (distributions)	Amount per security	Franked amount per security at 34% tax (34% tax prior year)
Final dividend ( <i>Preliminary final report only - item 15.4</i> ) Interim dividend ( <i>Half yearly report only - item 15.6</i> )	17¢	17¢
Previous corresponding period ( <i>Preliminary final report - item 15.5; half yearly report - item 15.7</i> )	16¢	16¢

+Record date for determining entitlements to the dividend, (in the case of a trust, distribution) (*see item 15.2*)

8 JUNE 2001

Brief explanation of omission of directional and percentage changes to profit in accordance with Note 1 and short details of any bonus or cash issue or other item(s) of importance not previously released to the market:

It is proposed to issue approximately 6,297,000 fully paid ordinary shares to shareholders for \$4.35 cash per share in the ratio of one for every five shares held at 24 May 2001. These shares will not participate in the final dividend declared in respect of the year ended 31 March 2001, but will participate in all dividends payable thereafter. The issue will raise approximately \$26.9 million.

+ See chapter 19 for defined terms.

**Appendix 4B (rule 4.13(a))**  
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**Consolidated profit and loss account**

	Current period - \$A'000	Previous corresponding period - \$A'000
1.1 Sales (or equivalent operating) revenue	319,146	271,736
1.2 Share of associates' "net profit (loss) attributable to members" (equal to item 16.7)	-	-
1.3 Other revenue	2,765	984
<b>1.4 +Operating profit (loss) before abnormal items and tax</b>	<b>18,825</b>	<b>18,560</b>
1.5 Abnormal items before tax (detail in item 2.4)	822	-
1.6 +Operating profit (loss) before tax (items 1.4 + 1.5)	19,647	18,560
1.7 Less tax	(3,028)	(6,295)
1.8 +Operating profit (loss) after tax but before outside +equity interests	16,619	12,265
1.9 Less outside +equity interests	1,366	(203)
<b>1.10 +Operating profit (loss) after tax attributable to members</b>	<b>17,985</b>	<b>12,062</b>
1.11 Extraordinary items after tax (detail in item 2.6)	-	-
1.12 Less outside +equity interests	-	-
1.13 Extraordinary items after tax attributable to members	-	-
<b>1.14 Total +operating profit (loss) and extraordinary items after tax (items 1.8 + 1.11)</b>	<b>16,619</b>	<b>12,265</b>
1.15 +Operating profit (loss) and extraordinary items after tax attributable to outside +equity interests (items 1.9 + 1.12)	1,366	(203)
<b>1.16 +Operating profit (loss) and extraordinary items after tax attributable to members (items 1.10 + 1.13)</b>	<b>17,985</b>	<b>12,062</b>
1.17 Retained profits (accumulated losses) at beginning of financial period	19,767	16,071
1.18 If change in accounting policy as set out in clause 11 of AASB 1018 Profit and Loss Accounts, adjustments as required by that clause (include brief description)	-	-
Adjustment to retained profits at the beginning of the financial year on initial adoption of revised AASB1016 Accounting for Investments in Associates	527	-
1.19 Aggregate of amounts transferred from reserves	-	-

+ See chapter 19 for defined terms.

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1.20 Total available for appropriation ( <i>carried forward</i> )	38,279	28,133
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+ See chapter 19 for defined terms.

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**Consolidated profit and loss account continued**

1.20	Total available for appropriation ( <i>brought forward</i> )	38,279	28,133
1.21	Dividends provided for or paid	(9,429)	(8,366)
1.22	Aggregate of amounts transferred to reserves		
1.23	<b>Retained profits (accumulated losses) at end of financial period</b>	<b>28,850</b>	<b>19,767</b>

**Profit restated to exclude amortisation of goodwill**

	Current period \$A'000	Previous corresponding period \$A'000	
1.24	+Operating profit (loss) after tax before outside equity interests (items 1.8) and amortisation of goodwill	18,200	13,199
1.25	Less (plus) outside +equity interests	(1,366)	203
1.26	+Operating profit (loss) after tax (before amortisation of goodwill) attributable to members	19,566	12,996

**Intangible, abnormal and extraordinary items**

	<i>Consolidated - current period</i>				
	Before tax \$A'000	Related tax \$A'000	Related outside +equity interests \$A'000	Amount (after tax) attributable to members \$A'000	
2.1	Amortisation of goodwill	1,581	-	-	1,581
2.2	Amortisation of other intangibles	-	-	-	-
2.3	<b>Total amortisation of intangibles</b>	1,581	-	-	1,581
2.4	Abnormal items	822	3,465	1,140	5,427
2.5	<b>Total abnormal items</b>	822	3,465	1,140	5,427
2.6	Extraordinary items	-	-	-	-
2.7	<b>Total extraordinary items</b>	-	-	-	-

**Comparison of half year profits**

*(Preliminary final report only)*

	Current year - \$A'000	Previous year - \$A'000	
3.1	Consolidated +operating profit (loss) after tax attributable to members reported for the <i>1st</i> half year (item 1.10 in the half yearly report)	10,220	5,560
3.2	Consolidated +operating profit (loss) after tax attributable to members for the <i>2nd</i> half year	7,765	6,502

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<b>Consolidated balance sheet</b> (See note 5)		At end of current period \$A'000	As shown in last annual report \$A'000	As in last half yearly report \$A'000
<b>Current assets</b>				
4.1	Cash	5,228	4,792	4,821
4.2	Receivables	55,343	45,933	58,344
4.3	Investments	13	1,148	90
4.4	Inventories	25,599	22,462	24,903
4.5	Other (provide details if material)	4,345	2,638	4,484
4.6	<b>Total current assets</b>	<b>90,528</b>	<b>76,973</b>	<b>92,642</b>
<b>Non-current assets</b>				
4.7	Receivables	6	5	5
4.8	Investments in associates	972	-	-
4.9	Other investments	663	137	104
4.10	Inventories	-	-	-
	Exploration and evaluation expenditure capitalised (see para .71 of AASB 1022)	-	-	-
4.12	Development properties (*mining entities)	-	-	-
4.13	Other property, plant and equipment (net)	77,361	65,863	70,617
4.14	Intangibles (net)	51,445	41,319	49,018
4.15	Other (provide details if material)	19,509	5,272	7,173
4.16	<b>Total non-current assets</b>	<b>149,956</b>	<b>112,596</b>	<b>126,917</b>
4.17	<b>Total assets</b>	<b>240,484</b>	<b>189,569</b>	<b>219,559</b>
<b>Current liabilities</b>				
4.18	Accounts payable	34,568	26,539	35,647
4.19	Borrowings	6,195	5,168	7,756
4.20	Provisions	11,885	13,369	19,246
4.21	Other (provide details if material)	407	5,589	426
4.22	<b>Total current liabilities</b>	<b>53,055</b>	<b>50,665</b>	<b>63,075</b>
<b>Non-current liabilities</b>				
4.23	Accounts payable	-	-	-
4.24	Borrowings	83,922	47,790	58,410
4.25	Provisions	2,966	2,505	2,151
4.26	Other (provide details if material)	-	-	-
4.27	<b>Total non-current liabilities</b>	<b>86,888</b>	<b>50,295</b>	<b>60,561</b>
4.28	<b>Total liabilities</b>	<b>139,943</b>	<b>100,960</b>	<b>123,636</b>

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4.29	Net assets	100,541	88,609	95,923
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+ See chapter 19 for defined terms.

**Consolidated balance sheet continued**

<b>Equity</b>				
4.30	Capital	67,049	65,186	66,184
4.31	Reserves	4,576	3,505	3,332
4.32	Retained profits (accumulated losses)	28,850	19,767	25,908
4.33	Equity attributable to members of the parent entity	100,475	88,458	95,424
4.34	Outside +equity interests in controlled entities	66	151	499
4.35	<b>Total equity</b>	<b>100,541</b>	<b>88,609</b>	<b>95,923</b>
4.36	Preference capital included as part of 4.33			

**Exploration and evaluation expenditure capitalised**

*To be completed only by entities with mining interests if amounts are material. Include all expenditure incurred regardless of whether written off directly against profit.*

	Current period \$A'000	Previous corresponding period - \$A'000
5.1	Opening balance	
5.2	Expenditure incurred during current period	
5.3	Expenditure written off during current period	
5.4	Acquisitions, disposals, revaluation increments, etc.	
5.5	Expenditure transferred to Development Properties	
5.6	<b>Closing balance as shown in the consolidated balance sheet (item 4.11)</b>	

**Development properties**

*(To be completed only by entities with mining interests if amounts are material)*

	Current period \$A'000	Previous corresponding period - \$A'000
6.1	Opening balance	
6.2	Expenditure incurred during current period	
6.3	Expenditure transferred from exploration and evaluation	
6.4	Expenditure written off during current period	
6.5	Acquisitions, disposals, revaluation increments, etc.	
6.6	Expenditure transferred to mine properties	
6.7	<b>Closing balance as shown in the consolidated balance sheet (item 4.12)</b>	

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**Consolidated statement of cash flows**

(See note 6)

		Current period \$A'000	Previous corresponding period - \$A'000
<b>Cash flows related to operating activities</b>			
7.1	Receipts from customers	322,151	260,530
7.2	Payments to suppliers and employees	(300,343)	(237,175)
7.3	Dividends received from associates	-	-
7.4	Other dividends received	-	-
7.5	Interest and other items of similar nature received	348	206
7.6	Interest and other costs of finance paid	(4,423)	(3,027)
7.7	Income taxes paid	(7,432)	(6,127)
7.8	Other (provide details if material)	-	-
7.9	<b>Net operating cash flows</b>	10,301	14,407
<b>Cash flows related to investing activities</b>			
7.10	Payment for purchases of property, plant and equipment	(23,042)	(19,262)
7.11	Proceeds from sale of property, plant and equipment	14,176	235
7.12	Payment for purchases of equity investments	(618)	-
7.13	Proceeds from sale of equity investments	-	-
7.14	Payments for net assets on acquisition of businesses and controlled entities	(8,899)	(16,789)
7.15	Deposit paid for purchase of controlled entity	(13,037)	(700)
7.16	Payments of relocation costs	(5,097)	-
7.17	Other (Deposit received: conditional contract for sale of property))	-	5,110
7.17	<b>Net investing cash flows</b>	(36,517)	(31,406)
<b>Cash flows related to financing activities</b>			
7.18	Proceeds from issues of +securities (shares, options, etc.)	260	416
7.19	Proceeds from borrowings	31,926	26,352
7.20	Dividends paid	(7,377)	(6,163)
7.21	Other (provide details if material)	(742)	(182)
7.22	<b>Net financing cash flows</b>	24,067	20,423
7.23	<b>Net increase (decrease) in cash held</b>	(2,149)	3,424
7.24	Cash at beginning of period (see Reconciliation of cash)	5,251	1,677
7.25	Exchange rate adjustments to item 7.24	540	145
	Monetary correction in South American countries	-	5
7.26	<b>Cash at end of period</b> (see Reconciliation of cash)	3,642	5,251

+ See chapter 19 for defined terms.

## Non-cash financing and investing activities

*Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows are as follows. If an amount is quantified, show comparative amount.*

During the financial year the consolidated entity acquired property, plant and equipment with an aggregate fair value of \$798,000 (2000: Nil) by means of finance leases.

## Reconciliation of cash

Reconciliation of cash at the end of the period (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.	Current period \$A'000	Previous corresponding period - \$A'000
8.1 Cash on hand and at bank	5,228	4,792
8.2 Deposits at call	13	1,148
8.3 Bank overdraft	(1,599)	(689)
8.4 Other (provide details)	-	-
8.5 <b>Total cash at end of period</b> (item 7.26)	<b>3,642</b>	<b>5,251</b>

## Ratios

	Current period	Previous corresponding period
<b>Profit before abnormals and tax / sales</b>		
9.1 Consolidated +operating profit (loss) before abnormal items and tax (item 1.4) as a percentage of sales revenue (item 1.1)	5.90%	6.83%
<b>Profit after tax / +equity interests</b>		
9.2 Consolidated +operating profit (loss) after tax attributable to members (item 1.10) as a percentage of equity (similarly attributable) at the end of the period (item 4.33)	17.90%	13.64%

## Earnings per security (EPS)

	Current period	Previous corresponding period
10.1 Calculation of the following in accordance with AASB 1027: <i>Earnings per Share</i>		
(a) Basic EPS – before abnormals	40.04	39.04
Basic EPS – after abnormals	57.34	39.04
(b) Diluted EPS (if materially different from (a))		
(c) Weighted average number of ordinary shares outstanding during the period used in the calculation of the Basic EPS	31,365,471	30,898,946

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<b>NTA backing</b> <i>(see note 7)</i>	Current period	Previous corresponding period
11.1 Net tangible asset backing per +ordinary security	\$1.56	\$1.52

**Details of specific receipts/outlays, revenues/ expenses**

	Current period \$A'000	Previous corresponding period - \$A'000
12.1 Interest revenue included in determining item 1.4	348	206
12.2 Interest revenue included in item 12.1 but not yet received (if material)		-
12.3 Interest expense included in item 1.4 (include all forms of interest, lease finance charges, etc.)	4,551	3,027
12.4 Interest costs excluded from item 12.3 and capitalised in asset values (if material)	-	-
12.5 Outlays (except those arising from the +acquisition of an existing business) capitalised in intangibles (if material)	-	-
12.6 Depreciation and amortisation (excluding amortisation of intangibles)	9,968	7,976

**Control gained over entities having material effect**

*(See note 8)*

13.1 Name of entity (or group of entities)	National Service Providers Pty Ltd
13.2 Consolidated +operating profit (loss) and extraordinary items after tax of the entity (or group of entities) since the date in the current period on which control was +acquired	\$A000's \$(2,284)
13.3 Date from which such profit has been calculated	1 APRIL 2000
13.4 +Operating profit (loss) and extraordinary items after tax of the entity (or group of entities) for the whole of the previous corresponding period (15 Months 1 January 1999 to 31 March 2000)	\$567

+ See chapter 19 for defined terms.

**Loss of control of entities having material effect**

(See note 8)

14.1	Name of entity (or group of entities)	
14.2	Consolidated +operating profit (loss) and extraordinary items after tax of the entity (or group of entities) for the current period to the date of loss of control	\$
14.3	Date to which the profit (loss) in item 14.2 has been calculated	
14.4	Consolidated +operating profit (loss) and extraordinary items after tax of the entity (or group of entities) while controlled during the whole of the previous corresponding period	\$
14.5	Contribution to consolidated +operating profit (loss) and extraordinary items from sale of interest leading to loss of control	\$

**Reports for industry and geographical segments**

*Information on the industry and geographical segments of the entity must be reported for the current period in accordance with AASB 1005: Financial Reporting by Segments. Because of the different structures employed by entities, a pro forma is not provided. Segment information should be completed separately and attached to this report. However, the following is the presentation adopted in the Appendices to AASB 1005 and indicates which amounts should agree with items included elsewhere in this report.*

**Segments**

Operating Revenue

Sales to customers outside the economic entity

Inter-segment sales

Unallocated revenue

Total revenue

Segment result (including abnormal items where relevant)

Unallocated expenses

Consolidated +operating profit before tax (equal to item 1.6)

Segment assets	)	Comparative data for segment assets should be
Unallocated assets	)	as at
Total assets (equal to item 4.17)	)	the end of the previous corresponding period.

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**Dividends (in the case of a trust, distributions)**

15.1	Date the dividend (distribution) is payable	29 JUNE 2001
15.2	+Record date to determine entitlements to the dividend (distribution) (ie, on the basis of registrable transfers received by 5.00 pm if +securities are not +CHESS approved, or security holding balances established by 5.00 pm or such later time permitted by SCH Business Rules if +securities are +CHESS approved)	8 JUNE 2001

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15.3 If it is a final dividend, has it been declared?  
*(Preliminary final report only)*

YES
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+ See chapter 19 for defined terms.

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**Amount per security**

		Amount per security	Franked amount per security at 36% tax	Amount per security of foreign source dividend
15.4	<i>(Preliminary final report only)</i> <b>Final dividend:</b> Current year	17¢	17¢	-¢
15.5	Previous year	16¢	16¢	-¢
15.6	<i>(Half yearly and preliminary final reports)</i> <b>Interim dividend:</b> Current year	13¢	13¢	-¢
15.7	Previous year	11¢	11¢	-¢

**Total dividend (distribution) per security (interim plus final)**

*(Preliminary final report only)*

	Current year	Previous year
15.8 +Ordinary securities	30¢	27¢
15.9 Preference +securities	-¢	-¢

**Half yearly report - interim dividend (distribution) on all securities or  
Preliminary final report - final dividend (distribution) on all securities**

	Current period \$A'000	Previous corresponding period - \$A'000
15.10 +Ordinary securities	5,353	4,965
15.11 Preference +securities	-	-
15.12 <b>Total</b>	<b>5,353</b>	<b>4,965</b>

The +dividend or distribution plans shown below are in operation.

CBL DIVIDEND REINVESTMENT PLAN

The last date(s) for receipt of election notices for the +dividend or distribution plans

8 JUNE 2001

Any other disclosures in relation to dividends (distributions)

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NIL

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+ See chapter 19 for defined terms.

**Details of aggregate share of profits (losses) of associates**

Entity's share of associates'	Current period \$A'000	Previous corresponding period - \$A'000
16.1 Operating profit (loss) before income tax	517	Not equity accounted in previous period
16.2 Income tax expense	137	
16.3 Operating profit (loss) after income tax	380	
16.4 Extraordinary items net of tax	-	
16.5 Net profit (loss)	380	
16.6 Outside equity interests	-	
16.7 Net profit (loss) attributable to members	380	

**Material interests in entities which are not controlled entities**

*The economic entity has an interest (that is material to it) in the following entities. If the interest was acquired or disposed of during either the current or previous corresponding period, indicate date of acquisition ("from xx/xx/xx") or disposal ("to xx/xx/xx").*

Name of entity	Percentage of ownership interest held at end of period or date of disposal		Contribution to +operating profit (loss) and extraordinary items after tax (item 1.14)	
	Current period	Previous corresponding period	Current period - \$A'000	Previous corresponding period- \$A'000
17.1 <b>Equity accounted associates</b>				
ALS Technichem (Malaysia) Sdn Bhd. (a company incorporated in Malaysia)	40%	Not equity Accounted in previous period	380	Not equity Accounted in previous period
17.2 <b>Total</b>			380	-
17.3 <b>Other material interests</b>				

+ See chapter 19 for defined terms.

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17.4 Total				

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+ See chapter 19 for defined terms.

### Issued and quoted securities at end of current period

*Description includes rate of interest and any redemption or conversion rights together with prices and dates.*

Category of +securities	Total number	Number quoted	Issue price per security (see note 15) (cents)	Amount paid up per security (see note 15) (cents)
18.1 <b>Preference +securities</b> <i>(description)</i>				
18.2 Changes during current period (a) Increases through issues (b) Decreases through returns of capital, buybacks, redemptions				
18.3 <b>+Ordinary securities</b>	31,478,916	31,478,916		
18.4 Changes during current period (a) Increases through issues (b) Decreases through returns of capital, buybacks	(a) (i) 170,928 (ii) 197,452 (iii) 80,000	(a) (i) 170,928 (ii) 197,452 (iii) 80,000	\$4.32 \$4.38 \$3.25	- - -
18.5 <b>+Convertible debt securities</b> <i>(description and conversion factor)</i>				
18.6 Changes during current period (a) Increases through issues (b) Decreases through securities matured, converted				
18.7 <b>Options</b> <i>(description and conversion factor)</i>  Executive Options Conversion on a "1 share for 1 option" basis. Not quoted on ASX	(i) 230,000 (ii) 400,000	- -	<i>Exercise price</i> (i) \$3.25 (ii) \$4.50	<i>Expiry date (if any)</i> (i) 30/9/01 (ii) 30/9/04
18.8 Issued during current period	NIL	-		
18.9 Exercised during current period	(i) 80,000	-	(i) \$3.25	(i) 30/9/01
18.10 Expired during current period	(ii) 20,000	-	(ii) \$4.50	(ii) 30/9/04
18.11 <b>Debentures</b> <i>(totals only)</i>				
18.12 <b>Unsecured notes</b> <i>(totals only)</i>				

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**Comments by directors**

*Comments on the following matters are required by ASX or, in relation to the half yearly report, by AASB 1029: Half-Year Accounts and Consolidated Accounts. The comments do not take the place of the directors' report and statement (as required by the Corporations Law) and may be incorporated into the directors' report and statement. For both half yearly and preliminary final reports, if there are no comments in a section, state NIL. If there is insufficient space to comment, attach notes to this report.*

**Basis of accounts preparation**

*If this report is a half yearly report, it is a general purpose financial report prepared in accordance with the listing rules and AASB 1029: Half-Year Accounts and Consolidated Accounts. It should be read in conjunction with the last + annual report and any announcements to the market made by the entity during the period. [Delete if preliminary final statement.]*

Material factors affecting the revenues and expenses of the economic entity for the current period

See attached "Review of Operations" and "State of Affairs".

A description of each event since the end of the current period which has had a material effect and is not related to matters already reported, with financial effect quantified (if possible)

See attached "Matters Since End of Financial Year".

Franking credits available and prospects for paying fully or partly franked dividends for at least the next year

\$18,103,000 balance of franking credits (restated at 30% tax rate) in CBL at 31 March 2001. There will be sufficient credit to pay fully franked dividends for at least the next year.

Changes in accounting policies since the last annual report are disclosed as follows.

*(Disclose changes in the half yearly report in accordance with paragraph 15(c) of AASB 1029: Half-Year Accounts and Consolidated Accounts. Disclose changes in the preliminary final report in accordance with AASB 1001: Accounting Policies-Disclosure.)*

Adjustment to retained profits at the beginning of the financial year on initial adoption of revised AASB1016 Accounting for Investments in Associates.

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+ See chapter 19 for defined terms.

## Additional disclosure for trusts

- 19.1 Number of units held by the management company or responsible entity or their related parties.
- 19.2 A statement of the fees and commissions payable to the management company or responsible entity.
- Identify:
- initial service charges
  - management fees
  - other fees
- 

## Annual meeting

*(Preliminary final report only)*

The annual meeting will be held as follows:

Place

Hilton Hotel – Brisbane

Date

17 July 2001

Time

11.00am

Approximate date the +annual report will be available

15 June 2001

## Compliance statement

- 1 This report has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Law or other standards acceptable to ASX (see note 13).

Identify other standards used

- 2 This report, and the +accounts upon which the report is based (if separate), use the same accounting policies.
- 3 This report does/~~does not~~\* (~~delete one~~) give a true and fair view of the matters disclosed (see note 2).

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+ See chapter 19 for defined terms.

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4 This report is based on +accounts to which one of the following applies.

(Tick one)



The +accounts have been audited.



The +accounts have been subject to review.



The +accounts are in the process of being audited or subject to review.



The +accounts have *not* yet been audited or reviewed.

5 If the audit report or review by the auditor is not attached, details of any qualifications ~~are attached~~ will follow immediately they are available\* ~~(delete one)~~. (*Half yearly report only - the audit report or review by the auditor must be attached to this report if this report is to satisfy the requirements of the Corporations Law.*)

6 The entity has ~~does not have~~\* ~~(delete one)~~ a formally constituted audit committee.

Sign here: .....  
(Director/Company secretary)

Date: .....

Print name: .....

**Notes**

1. **For announcement to the market** The percentage changes referred to in this section are the percentage changes calculated by comparing the current period's figures with those for the previous corresponding period. Do not show percentage changes if the change is from profit to loss or loss to profit, but still show whether the change was up or down. If changes in accounting policies or procedures have had a material effect on reported figures, do not show either directional or percentage changes in profits. Explain the reason for the omissions in the note at the end of the announcement section.
2. **True and fair view** If this report does not give a true and fair view of a matter (for example, because compliance with an Accounting Standard is required) the entity must attach a note providing additional information and explanations to give a true and fair view.
3. **Consolidated profit and loss account**
  - Item 1.1 The definition of "operating revenue" and an explanation of "sales revenue" (or its equivalent) and "other revenue" are set out in *AASB 1004: Disclosure of Operating Revenue*.
  - Item 1.2 'Share of associates' "net profit (loss) attributable to members" would form part of "other revenue" in *AASB 1004* to the extent that a profit is to be reported. ASX has elected to require disclosure of a share of a loss in the same location for consistency of presentation.
  - Item 1.4 "operating profit (loss) before abnormal items and tax" is calculated before dealing with outside +equity interests and extraordinary items, but after deducting interest on borrowings, depreciation and amortisation.

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+ See chapter 19 for defined terms.

- Item 1.7      This item refers to the total tax attributable to the amount shown in item 1.6. Tax includes income tax and capital gains tax (if any) but excludes taxes treated as operating expenses (eg, fringe benefits tax).
4.      **Income tax**    If the amount provided for income tax in this report differs (or would differ but for compensatory items) by more than 15% from the amount of income tax *prima facie* payable on the profit before tax, the entity must explain in a note the major items responsible for the difference and their amounts.
5.      **Consolidated balance sheet**  
**Format**    The format of the consolidated balance sheet should be followed as closely as possible. However, additional items may be added if greater clarity of exposition will be achieved, provided the disclosure still meets the requirements of *AASB 1029* and *AASB 1034*. Banking institutions, trusts and financial institutions identified in an ASIC Class Order dated 2 September 1997 may substitute a clear liquidity ranking for the Current/Non-Current classification.
- Basis of revaluation**    If there has been a material revaluation of non-current assets (including investments) since the last +annual report, the entity must describe the basis of revaluation adopted. The description must meet the requirements of *AASB 1010: Accounting for the Revaluation of Non-Current Assets*. If the entity has adopted a procedure of regular revaluation, the basis for which has been disclosed and has not changed, no additional disclosure is required. Trusts should also note paragraph 10 of *AASB 1029* and paragraph 11 of *AASB 1030: Application of Accounting Standards etc*.
6.      **Statement of cash flows**    For definitions of “cash” and other terms used in this report see *AASB 1026: Statement of Cash Flows*. Entities should follow the form as closely as possible, but variations are permitted if the directors (in the case of a trust, the management company) believe that this presentation is inappropriate. However, the presentation adopted must meet the requirements of *AASB 1026*. +Mining exploration entities may use the form of cash flow statement in Appendix 5B.
7.      **Net tangible asset backing**    Net tangible assets are determined by deducting from total tangible assets all claims on those assets ranking ahead of the +ordinary securities (ie, all liabilities, preference shares, outside +equity interests etc). +Mining entities are *not* required to state a net tangible asset backing per +ordinary security.
8.      **Gain and loss of control over entities**    The gain or loss must be disclosed if it has a material effect on the +accounts. Details must include the contribution for each gain or loss that increased or decreased the entity’s consolidated profit (loss) from ordinary activities and extraordinary items after tax by more than 5% compared to the previous corresponding period.
9.      **Rounding of figures**    This report anticipates that the information required is given to the nearest \$1,000. However, an entity may report exact figures, if the \$A’000 headings are amended. If an entity qualifies under ASIC Class Order 98/0100 dated 10 July 1998, it may report to the nearest million dollars, or to the nearest \$100,000, if the \$A’000 headings are amended.

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10. **Comparative figures** Comparative figures are the unadjusted figures from the previous corresponding period. However, if there is a lack of comparability, a note explaining the position should be attached.
11. **Comparative figures when equity accounted information first included in the accounts** There will be a lack of comparability in the figures for the previous corresponding period when equity accounted information is first included if this information has a material effect on the consolidated accounts. If it does have a material effect, attach a note providing a better comparison by restating “Operating profit (loss) after tax attributable to members” (item 1.10) and “Investments in associates” (item 4.8) for the previous corresponding period to incorporate equity accounted information. In addition, as required by Note 1, no directional or percentage changes in profit are to be reported in the “For announcement to the market” section. Where the disclosures were not previously required in Appendix 4B, no comparatives need be shown.
12. **Additional information** An entity may disclose additional information about any matter, and must do so if the information is material to an understanding of the reports. The information may be an expansion of the material contained in this report, or contained in a note attached to the report. The requirement under the listing rules for an entity to complete this report does not prevent the entity issuing reports more frequently. Additional material lodged with the +ASIC under the Corporations Law must also be given to ASX. For example, a directors’ report and statement, if lodged with the +ASIC, must be given to ASX.
13. **Accounting Standards** ASX will accept, for example, the use of International Accounting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if one) must be complied with.
14. **Corporations Law financial statements** As at 1/7/96, this report may be able to be used by an entity required to comply with the Corporations Law as part of its half-year financial statements if prepared in accordance with Australian Accounting Standards.
15. **Issued and quoted securities** The issue price and amount paid up is not required in items 18.1 and 18.3 for fully paid securities.

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+ See chapter 19 for defined terms.

## **Attachment – Appendix 4B**

### **Review of Operations**

The past financial year has been one of substantial change for the consolidated entity. Events of particular note are as follows:

- forced disposal of the Bowen Hills (Qld) manufacturing site and corporate head office;
- consolidation of the Campbell Consumer Products manufacturing operations at Smithfield (NSW);
- establishment of a Campbell Cleantec industrial chemicals manufacturing plant at Darra (Qld);
- preparation for relocation of the corporate head office to Milton (Qld);
- disposal of the Australian soap manufacturing and distribution business;
- acquisitions of an Australian domestic services provider and a Canadian-based laboratory services group;
- negotiation of a joint venture to provide sales and merchandising services to the retail grocery market in Australia; and
- relocation and upgrade of the Sydney environmental laboratory.

These events provide a sound basis for the planned growth and strategic diversification critical to the consolidated entity's future.

### **Operating Profit before Abnormal items**

Net profit after tax (before abnormal items and goodwill amortisation) attributable to members of the Company and its controlled entities improved to \$14.14 million for the year ended 31 March 2001, an 8.8% increase on the \$13.00 million achieved last year. The result was realised from an increased turnover of \$319.15 million, which represented a 17.4% increase from \$271.74 million in 2000.

The directors have declared a final dividend for the year of 17 cents per share fully franked; an increase from last year's 16 cents per share, bringing the total dividend for the year to 30 cents compared with 27 cents in 2000.

All business divisions made significant contributions to the result.

Consumer division recorded sales revenue for the year of \$154.34 million, an increase of 25.1% from \$123.38 million in the 2000 financial year. The division's operating profit fell 3.5% (\$10.56 million to \$10.19 million). This result was affected by the disruption caused by relocation of manufacturing operations to Smithfield and difficult conditions experienced in the retail sectors of the Australian and South Pacific economies.

The Industrial division achieved a 14.5% increase in profit contribution to \$7.09 million (2000: \$6.19 million). Revenue rose 10.0% to \$96.03 million from \$87.31 million the previous year. The result was based on strong cost control in the face of the combined challenges of very competitive markets and a progressive relocation of the division's Bowen Hills operations to Darra.

Laboratory Services increased sales by 12.7% from \$61.04 million to \$68.78 million during the year to March 2001. Divisional net profit of \$8.72 million represented an improvement of 6.9% on the previous year's \$8.16 million. Revenue was boosted by the inclusion of a full 12 months' sales from the Canadian-based Chemex group acquired in October 1999. Growth in the relative contribution of the division's environmental operation had a beneficial effect on both revenue and profitability. Competitive markets and depressed worldwide mineral exploration activity combined to apply pressure to the minerals operation.

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### Abnormal Items

A summary of the abnormal items affecting operating profit during the financial year is as follows:

	<b>\$000</b>
Gain on disposal of land and buildings at Bowen Hills	10,323
Costs incurred or provided in respect of relocation from Bowen Hills	(9,510)
Gain on disposal of Australian soap business	3,326
Write-downs in the values of controlled entities and businesses	(3,048)
Restraint of trade payment to former minority shareholder of a controlled entity	(269)
Net income tax benefit of abnormal items	3,465
	<hr/>
	4,287
Add: Outside equity interest in abnormal losses, net of tax benefits, in controlled entities	1,140
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Net abnormal gain after income tax attributable to members of the Company	5,427
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### State of Affairs

Changes in the state of affairs of the consolidated entity during the financial year were the result of two primary factors. Firstly, the consolidated entity continued its strategy of business expansion through acquisition in non-manufacturing industries. Secondly, the sale of the Company's Bowen Hills site to the Brisbane City Council necessitated the relocation of business divisions to three separate locations. Details are as follows:

- Effective 3 April 2000, the Company purchased a 50.1% interest in National Service Providers Pty Ltd (formerly RGM International Pty Ltd) an Australian domestic service delivery company. Subsequently, the Company acquired the remaining 49.9% interest effective 19 November 2000.
- On 20 April 2000, a controlled entity, Australian Laboratory Services Pty Ltd, purchased the outstanding 22.5% interest in Geolab Peru y Compania S.A., located in Peru, South America.
- Effective 30 June 2000, the Company disposed of its Bowen Hills (Qld) site to the Brisbane City Council.
- On 8 December 2000, the Company disposed of its Australian soap manufacturing and distribution operations.

In the opinion of the directors there were no other significant changes in the state of affairs of the consolidated entity that occurred during the financial year under review not otherwise disclosed in this report or the consolidated financial statements.

### Matters Since End of Financial Year

Since the end of financial year:

- Effective 1 April 2001, Aurora Laboratory Services Limited (a Canadian-based controlled entity of the Company) acquired a 100% interest in ASL Holdings Limited, a Canadian-based environmental laboratory business for CAD10.2 million (AUD13.0 million) cash.
- Effective 1 April 2001, a joint venture between the consolidated entity and the United States-based Crossmark Holdings Inc, commenced operations as a provider of sales and merchandising services to the retail grocery market in Australia.
- On 15 May 2001, the Company announced it will offer approximately 6,297,000 fully paid ordinary shares to shareholders for \$4.35 cash per share in the ratio of one for every five shares held at 24 May 2001. These shares will not participate in the final dividend declared in respect of the year ended 31 March 2001, but will participate in all dividends payable thereafter. The issue will raise approximately \$26.9 million.

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Other than the above matters, there has not arisen in the interval between the end of the financial year and the date of this report any item, transaction or event of a material and unusual nature likely, in the opinion of the directors of the Company, to affect significantly the operations of the consolidated entity, the results of those operations or the state of affairs of the consolidated entity in subsequent financial years.

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**STATEMENT OF OPERATIONS OF SEGMENTS**

<u>Industry Segments</u>	Segment Revenue	Segment Operating Profit	Unallocated Expenses, Abnormal Items & Income Tax Expense	Consolidated Operating Profit	Segment Assets
<b>2001</b>	<b>\$000</b>	<b>\$000</b>	<b>\$000</b>	<b>\$000</b>	<b>\$000</b>
Consumer	154,336	10,194			102,281
Industrial	96,032	7,093			66,721
Laboratory Services	68,778	8,721			71,471
<b>Total</b>	<b>319,146</b>	<b>26,008</b>	<b>(9,389)</b>	<b>16,619</b>	<b>240,481</b>
<b>2000</b>	<b>\$000</b>	<b>\$000</b>	<b>\$000</b>	<b>\$000</b>	<b>\$000</b>
Consumer	123,379	10,558			83,741
Industrial	87,313	6,190			56,391
Laboratory Services	61,044	8,160			49,421
<b>Total</b>	<b>271,736</b>	<b>24,908</b>	<b>(12,643)</b>	<b>12,265</b>	<b>189,561</b>

The major products/services from which the above segments derive revenue are:

<b>Industry Segments</b>	<b>Products/Services</b>
Consumer	Manufacture and distribution of consumer detergents and cleaning agents. Distribution of consumer products and services to the South Pacific region.
Industrial	Manufacture and distribution of industrial cleaning agents and chemicals. Distribution of non-food consumables to the healthcare, building services, hospitality and leisure industries.
Laboratory Services	Provision of consulting and analytical laboratory services.

Intersegment pricing is determined on an arms-length basis. As a result of diversification of the consolidated entity's operations, industry segments have been revised during the current year. Prior year comparatives have been adjusted accordingly.

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**Geographical Segments**

	<b>Segment Revenue</b>	<b>Segment Operating Profit</b>	<b>Unallocated Expenses &amp; Income Tax Expense</b>	<b>Consolidated Operating Profit</b>	<b>Segment Assets</b>
<b>2001</b>	<b>\$000</b>	<b>\$000</b>	<b>\$000</b>	<b>\$000</b>	<b>\$000</b>
Australasia	256,388	21,192			183,660
Americas	42,960	1,988			37,640
Other	19,798	2,828			19,180
<b>Total</b>	<b>319,146</b>	<b>26,008</b>	<b>(9,389)</b>	<b>16,619</b>	<b>240,480</b>
<b>2000</b>	<b>\$000</b>	<b>\$000</b>	<b>\$000</b>	<b>\$000</b>	<b>\$000</b>
Australasia	242,737	22,297			151,080
Americas	18,862	674			23,230
Other	10,137	1,937			15,250
<b>Total</b>	<b>271,736</b>	<b>24,908</b>	<b>(12,643)</b>	<b>12,265</b>	<b>189,560</b>

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+ See chapter 19 for defined terms.