

# Preliminary Final Report Appendix 4E

# Results for announcement to the market

Reporting Period:	Year Ended 30 June 2005
Previous Reporting Period:	Year Ended 30 June 2004

			\$A	\'000
Revenues from ordinary activities	up	56%	to	\$70,518
Profit (loss) from ordinary activities after tax attributable to members	up	57%	to	\$ 13,131
Net profit (loss) for the period attributable to members	up	57%	to	\$ 13,131

Ordinary Dividends (distributions)	Amount per security	Franked amount per security
Interim dividend	3¢	3¢
Final dividend	3¢	3¢
Total	6¢	6¢
Record date for determining entitlements to the ordinary dividend	6 <sup>th</sup> September 2005	
Preference Dividends (distributions)	Amount per security	Franked amount per security
PINES Coupon 31 March 2005	\$2.53	\$2.53



### **REVIEW OF OPERATIONS**

The Company recorded a full year Net Profit, after tax, of \$13.1m from total revenue of \$70.5m compared to the previous year of \$8.4m from revenues of \$45.3m.

#### Managed investment activities

The Company circulated two complying offer documents in FY2005. Both were well supported by the company's Dealer Network. As a result Woodlot sales revenue reached \$42.1 million (up 18 % on 2004). Of this revenue \$7.1 million has been recognised as income at 30 June 2005 and the balance of \$35.0 million has been carried forward to the 2006 financial year. (FY 2004: Woodlot sales \$35.7m, of this \$5.4m recognised as income as at 30 June 2004, balance \$30.3m carried forward to FY 2005)

The company's retail Woodlot Product Disclosure Statement under the Willmott Forests Project was highly rated by two independent research houses (Adviser Edge and Australian Agribusiness Group), assisting to deliver increased sales. The Willmott Forests Professional Investor Project was also well received and supported, providing a sound and attractive alternative for larger investment amounts.

#### Forestry operations

Plantation establishment and maintenance activities have been completed in accordance with contractual obligations set out in the Forestry Management Agreements entered into with Growers and, are in accordance with Australian Taxation Office Product Rulings issued to the company.

All land has been selected in accordance with the land selection criteria. This is to ensure that the plantations have the best possible growing environment in order to produce the best quality timber.

Drought continued to adversely affect much of rural Australia, however 2004/2005 annual rainfalls in Bombala and Tumbarumba were 82% and 97% respectively of long term historical rainfall averages in those regions. Although good rainfall was not always received at the optimum time and conditions have not been ideal the company's strict land selection criteria has held the company in good stead.

The company has maintained its status as a registered Forestry Industry Brigade of the Country Fire Authority (CFA) within Victoria and has substantially increased its in-house fire fighting capacity in the last 12 months across all geographic areas of operation.

#### Timber processing activities

The company operated two timber processing facilities in Bombala that produced structural, landscape and fencing timber for the Australian market.

These mills receive wood supply from State Forests of New South Wales under long-term supply contacts and wood in-take was also received from plantations managed by the company.

Production of structural timber improved in response to equipment upgrades, sound management and a stable work force. The company's timber products were sold predominantly into New South Wales, the A.C.T. and Victoria.

Weakness in the housing sector, particularly in New South Wales, led to slower sales than expected and a softening of margins.

Revenue from these operations was \$20.57 million producing an EBITDA of \$862,076.

#### Forward outlook

The company will continue to pursue its policy of increasing profitability whilst not moving away from its core business.



# **STATEMENT OF FINANCIAL PERFORMANCE** - FOR THE YEAR ENDED 30 JUNE 2005 (The accompanying notes form part of these financial statements)

	Note	30 June 2005 \$	30 June 2004 \$
Revenue from ordinary activities	1	70,518,082	45,282,277
Changes in inventories of finished goods and WIP		(1,628,118)	(2,779,576)
Raw materials and consumables		(11,928,886)	(8,006,645)
Employee costs		(12,548,622)	(9,007,851)
Depreciation and amortisation		(1,687,872)	(1,454,888)
Borrowing cost expense		(3,460,512)	(1,885,618)
Other expenses from ordinary activities		(20,714,650)	(10,039,331)
Profit from ordinary activities before income tax expense	2	18,549,422	12,108,368
Income tax attributable to ordinary activities		(5,418,111)	(3,721,095)
Net Profit from ordinary activities after income tax expense		13,131,311	8,387,273
Net Loss attributable to outside equity interests		80	39
Net Profit attributable to members of the parent entity		13,131,391	8,387,312
Total changes in equity other than those resulting from transactions with owners as owners		13,131,391	8,387,312



# **STATEMENT OF FINANCIAL POSITION** - FOR THE YEAR ENDED 30 JUNE 2005 (The accompanying notes form part of these financial statements)

	30 June 2005	30 June 2004
	\$	\$
Current Assets		
Cash	36,879,227	8,487,509
Receivables	17,532,862	12,903,463
Inventories	5,115,349	3,604,407
Other	15,209,389	14,208,345
Total Current Assets	74,736,827	39,203,724
Non-Current Assets		
Receivables	116,431,111	91,156,510
Investments	9,259,472	8,171,392
Property, plant and equipment	49,482,205	30,070,269
Self-generating and regenerating assets	6,082,144	5,151,868
Intangibles	1,546,690	1,632,316
Other	267,545	256,807
Total Non-Current Assets	183,069,167	136,439,162
TOTAL ASSETS	257,805,994	175,642,886
Current Liabilities		
Accounts payable	12,726,615	11,896,175
Interest Bearing Liabilities	1,333,834	1,083,673
Provisions	45,924,406	47,680,345
Total Current Liabilities	59,984,855	60,660,193
Non-Current Liabilities		
Interest Bearing Liabilities	61,273,645	26,633,602
Provisions	22,973,405	24,182,510
Total Non-Current Liabilities	84,247,050	50,816,112
TOTAL LIABILITIES	144,231,905	111,476,305
NET ASSETS	113,574,089	64,166,581
EQUITY		
Contributed equity	79,031,236	38,735,282
Retained profits	34,538,006	25,426,411
Outside Equity Interest	4,847	4,888
TOTAL EQUITY	113,574,089	64,166,581



# STATEMENT OF CASH FLOWS - FOR THE YEAR ENDED 30 JUNE 2005 (The accompanying notes form part of these financial statements)

	30 June 2005	30 June 2004
	\$	\$
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from customers	62,876,826	50,052,129
Interest received	9,063,952	7,649,555
Payments to suppliers & employees	(46,414,606)	(27,548,711)
Borrowing costs paid	(3,692,082)	(1,932,109)
Income taxes paid	(13,902,929)	(3,214,319)
Net cash provided by (used in) operating activities	7,931,161	25,006,545
CASH FLOWS FROM INVESTING ACTIVITIES		
Payments for property, plant & equipment	(20,592,223)	(15,961,177)
Proceeds from (payments for) investments	(30,709,957)	(28,221,003)
Net cash provided by (used in) investing activities	(51,302,180)	(44,182,180)
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from issue of shares	40,295,954	11,056,644
Proceeds from (repayment of) borrowings	34,956,803	12,875,747
Dividends paid	(3,490,020)	(2,298,772)
Net cash provided by (used in) financing activities	71,762,737	21,633,619
Net increase (decrease) in cash held	28,391,718	2,457,984
Cash at beginning of year	8,487,509	6,029,525
Cash at end of year	36,879,227	8,487,509



# NOTES TO THE FINANCIAL STATEMENTS - FOR THE YEAR ENDED 30 JUNE 2005

NOTE 1 : REVENUE FROM ORDINARY ACTIVITIES		
	30 June 2005	30 June 2004
_	\$	\$
Included in operating profit are the following items of operating revenue:		
Plantation Income	39,302,133	21,909,645
Timber & Products Sales	20,377,641	14,329,181
Interest	9,502,652	7,262,694
Increment in Net Market Value – Forest Plantations	685,913	783,814
Dividends	-	189,326
Other Income	649,743	807,617
	70,518,082	45,282,277
NOTE 2 : PROFIT FROM ORDINARY ACTIVITIES		
Profit from ordinary activities before income tax has been determined after:		
Crediting as Income:		
Interest received		
Bank	1,035,517	527,926
Growers and Other	8,467,135	6,734,769
Net gain on disposal of non-current assets:		
Property, plant and equipment	82,136	-
Charging as Expense:		
Cost of Goods sold	13,035,812	8,006,645
Depreciation:		
Plant & equipment	1,221,584	1,228,084
Fixtures & fittings	133,457	22,133
Roads	225	-
Total Depreciation	1,355,266	1,250,217
Write-off non-current assets	-	20,423
Net loss on disposal of non-current assets	18,985	12,094
Amortisation:		
Plant & equipment under lease	246,979	104,016
Goodwill	85,627	80,232
Total Amortisation	332,606	184,248
	002,000	107,240



# NOTES TO THE FINANCIAL STATEMENTS - FOR THE YEAR ENDED 30 JUNE 2005

# NOTE 2 : PROFIT FROM ORDINARY ACTIVITIES - continued

# Profit from ordinary activities before income tax has been determined after:

Borrowing costs:		
Unrelated entities	3,460,512	1,885,618
Bad Debts - Trade	61,929	64,134
Bad Debts - Loan Book	-	27,187
Foreign Currency Translation	15,291	15,237
Rental on Properties	438,016	148,570
Remuneration of the auditors:		
Auditing or reviewing the financial report	88,000	81,850
Other Audit Services	17,300	8,650
Other Services	68,977	16,188



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Class	Туре	Record Date	Payment Date	Amount Per Security	Total Dividend	Franked Amount Per Security
Ordinary	Final	6 September 2004	17 September 2004	\$0.02	\$ 991,268	\$0.02
Preference		16 March 2005	31 March 2005	\$2.53	\$1,012,000	\$2.53
Ordinary	Interim	4 March 2005	23 March 2005	\$0.03	\$1,494,039	\$0.03
Ordinary	Final	6 September 2005	20 September 2005	\$0.03	\$1,513,757	\$0.03

# ORDINARY DIVIDEND or DISTRIBUTION REINVESTMENT PLAN

Туре	Payment Date	Total Dividend	Paid In Cash	Satisfied By Issue Of Ordinary Shares
Final	17 September 2004	\$ 991,268	\$ 898,181	\$ 93,087
Interim	23 March 2005	\$1,494,039	\$1,358,940	\$135,099
Final	20 September 2005	\$1,513,757	Not yet paid	Not yet paid

The Company operates a Dividend Reinvestment Plan to provide shareholders with a choice of reinvesting their dividends in new securities at 5% discount to the prevailing market price.

RETAINED EARNINGS		
	30 June 2005	30 June 2004
	\$	\$
Detained Dustite at the start of the financial year	05 400 444	40.005.050
Retained Profits at the start of the financial year	25,426,411	19,005,653
Net profit attributable to members of the economic entity Dividends on ordinary shares paid or provided - fully	13,131,391	8,387,312
franked	(3,007,796)	(1,966,554)
Preference share dividends	(1,012,000)	-
Retained Profits at the end of the financial year	34,538,006	25,426,411

30 June 2005	30 June 2004
\$	\$
72,027,399	62,534,265
\$1.43	\$1.27
	\$



# ENTITIES OVER WHICH CONTROL GAINED OR LOST DURING THE YEAR N/A

# DETAILS OF ASSOCIATES OR JOINT VENTURE ENTITIES N/A

EARNINGS PER SHARE	30 June 2005 \$	30 June 2004 \$
Weighted average number of ordinary shares outstanding during the year used in calculation of basic EPS	49,509,716	42,193,547
Weighted average number of options outstanding	-	1,552,946
Weighted average number of ordinary shares outstanding used in calculation of diluted EPS	49,509,716	43,746,493
Basic Earnings per share	24.48	19.9c
Diluted Earnings per share	24.48	19.2c

CONTRIBUTED EQUITY	30 June 2005	30 June 2005	
	#	#	
Ordinary shares:			
Number of ordinary shares at the beginning of the reporting period	49,199,073	40,436,226	
Issue of shares:			
Prior Year		8,184,330	
Shares issued under the Employee Share Scheme and Dealer Option Plan	1,173,258	433,898	
Shares issued under the Dividend Reinvestment Plan	86,231	144,619	
Number of ordinary shares on issue at reporting date	50,458,562	49,199,073	
Convertible Preference shares:			
Number of preference shares on issue at the beginning of the reporting period			
Issue of shares:			
400,000 fully paid convertible preference shares	400,000	-	
Number of preference share on issue at reporting date	400,000	-	



### **SEGMENT INFORMATION**

The economic entity operates in the Managed Investment Scheme (MIS) and Timber Processing industries, in the Bombala, Murray Valley and Braidwood regions of South East New South Wales and North East Victoria.

	Managed Ir 2005 \$	nvestments 2004 \$	Timber Pı 2005 \$	rocessing 2004 \$	Conso 2005 \$	lidated 2004 \$
REVENUE						
External income <b>RESULT</b> Segment Earnings before interest, tax, depreciation and	49,947,906	30,871,441	20,570,176	14,410,836	70,518,082	45,282,277
amortisation	22,835,730	14,689,682	862,076	759,192	23,697,806	15,448,874
Interest Expense Depreciation Amortisation	2,864,440 438,518 -	1,358,109 254,349 -	596,072 1,163,727 85,627	527,509 1,120,307 80,232	3,460,512 1,602,245 85,627	1,885,618 1,374,656 80,232
Profit from ordinary activities before income tax	19,532,772	13,077,224	(983,350)	(968,856)	18,549,422	12,108,368
Income tax expense					5,418,111	3,721,095
Profit (loss) from ordinary activities after income tax					13,131,311	8,387,273
Acquisition of land, property plant & equipment and						
intangible assets	20,881,740	9,510,950	797,241	7,480,440	21,678,981	16,991,390
	Managed InvestmentsTimber ProcessingConsolidated2005200420052004				lidated 2004	
Segment assets	241,084,697	159,266,863	16,721,297	16,376,023	257,805,994	175,642,886
Segment liabilities	135,417,653	101,026,116	8,814,252	10,450,189	144,231,905	111,476,305



#### SUBSEQUENT EVENTS

Since the end of the financial year the company has drawn down on its current Commonwealth Bank of Australia facilities an amount of \$11,640,000 taking total facilities utilised to \$67,940,000.

Woodlot sales up to 30 June 2005 equate to \$42,143,500 (2004: \$35,742,000). Of this, \$7,187,103 (2004: \$5,423,628) has been recognised as income at 30 June 2005 and the balance of \$34,956,397 (2004: \$30,318,372) has been carried forward to the 2006 Financial Year.

An unconditional contract for the purchase of land was entered into for consideration of \$5,019,295.

#### Adoption of Australian Equivalents to International Financial Reporting Standards

The company is preparing and managing the transition to Australian Equivalent to International Financial reporting Standards (AIFRS) effective for the financial years commencing from 1 January 2005. The adoption of AIFRS will be reflected in the economic entity's and the parent entity's financial statements for the year ended 30 June 2006. On first time adoption of AIFRS comparatives for the financial year ended 30 June 2005 are required to be restated. The majority of the AIFRS transitional adjustments will be made against assets and liabilities with only limited impact on profit for the year ended 30 June 2005 and no impact on retained earnings at 1 July 2004.

The economic entity's management, with the assistance of external consultants, has assessed the significance of the expected changes and is preparing for their implementation. The audit committee is overseeing and managing the economic entity's transition to AIFRS. The impact of the alternative treatments and elections under AASB 1: First Time Adoption of Australian Equivalents to International Financial Reporting Standards has been considered where applicable.

The directors are of the opinion that the key material differences in the economic entity's accounting policies on conversion to AIFRS and the financial effect of these differences, where known, are as follows. Users of the financial statements should note, however, that the amounts disclosed could change if there are any amendments by standard-setters to the current AIFRS or interpretation of the AIFRS requirements changes from the continuing work of the economic entity's AIFRS committee.

#### Financial Instruments

Willmott Forests Limited currently recognises its Perpetual INcome Exchange Securities (PINES) as equity in the financial statements under AASB 1033. From 1 July 2005, AASB 139: Financial Instruments: Recognition and Measurement requires preference shares to be disclosed in the financial statements as liabilities.

This requires the reclassification of the \$40,000,000 of PINES from contributed equity to noncurrent liabilities. In addition, the preference dividend of \$1,012,000 will be reclassified from a withdrawal from retained earnings to interest expense in the Statement of Financial Performance.

In addition, issue costs of \$1.8 million associated with PINES will be capitalised as an intangible asset and amortised across 5 years. The impact of these changes on reported earnings is a reduction for the current year of \$1,222,191.

#### Securitisation

Under changes from the introduction of AASB :139 Financial Instruments, loans securitised and currently held off balance sheet will be reintroduced to the Statement of Financial Position. These loans totaling \$7,096,224 will be reintroduced as a financial asset under term loans receivable, with an equivalent liability in borrowings. No impact on profit or equity is expected.



#### **SUBSEQUENT EVENTS - continued**

# Adoption of Australian Equivalents to International Financial Reporting Standards - continued

#### **Goodwill on Consolidation**

Under AASB :3 Business Combinations, goodwill is capitalised in the statement of financial position and subject to an annual impairment test. Amortisation of goodwill is permitted where it is deemed to have a finite life. Current accounting policy of the entity is to amortise goodwill on a straight line basis over a period of 20 years. An impairment test of the goodwill has been carried out and the current amortisation policy deemed acceptable and in line with current standards.

#### Impact of Adoption of Australian Equivalents to International Financial Reporting Standards

On transition to AIFRS the estimated cumulative financial effect of the reliably known differences on the parent and economic entity's reported net profit and equity as at 30 June 2005 is summarised below. As noted above, these amounts represent management's best estimates, and may differ from actuals.

	Economic Entity 2005	Parent Entity 2005
Reconciliation of Net Profit		
Net Profit reported under Australian Accounting Standards	13,131,391	9,533,136
Key Transitional adjustments		
<ul> <li>Recognition of PINES dividend as interest</li> </ul>	(1,012,000)	(1,012,000)
- Amortisation of PINES issue costs	(210,901)	(210,901)
Total transitional adjustments	(1,222,901)	(1,222,901)
Net Profit under AIFRS	11,908,490	8,310,235
<b>Reconciliation of Equity</b> Total Equity reported under Australian Reporting Standards Retrospective adjustments to Equity - Reclassification of PINES to financial liabilities	113,574,089	104,426,180
- Reclassification of PINES Issue costs	1,807,724	1,807,724
- Reclassification of PINES dividend	1,012,000	1,012,000
	(37,180,976)	(37,180,976)
	76,393,113	67,245,204
Decrease in current year profit resulting from transition to AIFRS	(1,222,901)	(1,222,901)
Total Equity under AIFRS	75,170,212	66,022,303

#### AUDIT

This report is based upon accounts which have been audited.

Jonathan David Madgwick Company Secretary

25 August 2005