ANNUAL FINANCIAL REPORT 2004

Diversified United Investment Limited

ABN 33 006 713 177



ANNUAL FINANCIAL REPORT

2004

Diversified United Investment Limited

Directors

C B Goode AC - Chairman

G E Moir M K Myer R H Myer

Company Secretary

Andrew Justin Hancock FCA

Principal Office

Level 4
45 Exhibition Street
Melbourne VIC 3000
Tel: (613) 9654 0499
Fax: (613) 9654 3499
Email: info@dui.com.au

Website: www.dui.com.au

Registered Office

Diversified United Investment Limited C/- KPMG 161 Collins Street Melbourne VIC 3000

Bankers

Australia and New Zealand Banking Group Limited National Australia Bank Limited

Auditors

KPMG Chartered Accountants

Share Registry

Computershare Investor Services Pty Ltd Yarra Falls 452 Johnston Street Abbotsford Vic 3067

Tel: 1300 850 505 or (613) 9415 5000

Fax: (613) 9473 2500 Website: www.computershare.com

Stock Exchange

The Company is listed on the Australian Stock Exchange Ltd.

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Diversified United Investment Limited FOR THE YEAR ENDED 30 JUNE 2004

(ABN 33 006 713 177)

Chairman's Report

I am pleased to present the twelfth Annual Report of Diversified United Investment Ltd which is for the year ended 30 June 2004.

The objective of the Company is to seek a mixture of income and longer term capital gain within an acceptable level of risk.

The investment philosophy of the Company is to take a medium to long term view and to invest in Australian equities, fixed interest securities, listed property trusts and short term deposits. During the year the Company did not hold any investments in international equities.

Operating profit after tax was \$10,891,000 which is an increase of 48% on the previous year or 11.3% excluding special dividends of \$2,686,982 received through the Company's participation in the Foster's Group Ltd and Telstra Corporation Ltd share buy back arrangements.

The earnings per share based on weighted average number of shares on issue for the year was 10.9 cents per share, or 8.2 cents excluding the Telstra and Foster's special buy-back dividends - an increase of 10.8% over the previous year.

Income earned during the year was \$12,932,000 comprising \$12,511,000 dividends and trust distributions, \$402,000 interest and \$19,000 from trading activities. The Company incurred operating expenses of \$677,000 before interest which is equivalent to 0.30% of the average value of the portfolio.

Leaving aside the Telstra and Foster's group special dividends, the year's result reflects a slight increase in income from dividends and trust income, an increase in interest income and a small profit on trading activities compared to a loss on trading and options activities last year. The Company closed its option trading portfolio at 30 June 2003.

Bank borrowings were \$34.5 million at the end of the financial year (previous year \$25 million) modestly gearing the portfolio by around 14%.

The net asset backing per share before provision for the final dividend was \$2.15 at 30 June 2004, compared to \$1.79 at 30 June 2003.

The year saw a significant recovery in world equity markets with the Dow Jones Index rising by 16.1% and the Standard & Poors 500 by 17.1%, the FTSE 100 by 10.7% and the Australian S&P/ASX 200 Index by 16.7%.

The Directors have declared a fully franked final dividend of 4.75 cents per share for the year to 30 June 2004, which with the interim dividend of 2.75 cents per share fully franked makes a total fully franked dividend of 7.5 cents

per share for the year. This is an increase of 7.1% over the previous year.

Dividends paid or payable for each of the last 5 financial years are as follows:

| 1999/00 | 6.00 cents per share |
|---------|----------------------|
| 2000/01 | 6.25 cents per share |
| 2001/02 | 6.50 cents per share |
| 2002/03 | 7.00 cents per share |
| 2003/04 | 7.50 cents per share |

The Company's net tangible asset backing per share after provision for the final dividend (based on investments at market values and after provision for tax on net realised gains but not on unrealised gains) over the last 5 years was as follows:

| 30 June 2000 | \$1.91 |
|--------------|--------|
| 30 June 2001 | \$2.14 |
| 30 June 2002 | \$1.94 |
| 30 June 2003 | \$1.74 |
| 30 June 2004 | \$2.10 |

The investment portfolio at market values was invested as follows:

| | Target | As at 30.6.04 | As at 30.6.03 |
|----------------------------------|--------|---------------|---------------|
| | % | % | % |
| Australian Equities | 95.0 | 97.0 | 88.0 |
| International Equities | 0.0 | 0.0 | 0.0 |
| Fixed Interest Securities & Cash | 2.0 | 0.5 | 7.0 |
| Property Companies and Trusts | 3.0 | 2.5 | 5.0 |
| | 100.0 | 100.0 | 100.0 |

Chairman's Report (Continued)

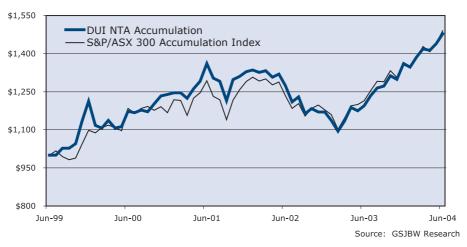
The Australian equities portfolio is mainly in leading companies and at 30 June 2004, in terms of market values, 74% of the Australian equities portfolio was in the leading 50 companies (44% in the top 20 companies and 30% in the next 30 companies), with a further 12% invested in the second 50 companies and 14% invested in companies other than the largest 100 companies.

The Company's net asset backing accumulation performance in recent years (assuming all dividends were re-invested) is as follows:

| | DUI NTA Accumulation % p.a. | S&P ASX 300 Accumulation Index % p.a. |
|---------|--------------------------------|---|
| 1 Year | 24.73 | 22.40 |
| 3 Years | 3.07 | 4.96 |
| 5 Years | 8.31 | 8.00 |
| 7 Years | 9.34 | 7.81 |

The following graphs show the accumulation performance of the Company's net asset backing (before provision for tax on unrealised gains) assuming all dividends were re-invested, as compared to the S & P/ASX 300 Accumulation Index over the last five years and seven years.

Diversified United Investment Limited 5 year NTA Accumulation After Provision for Tax on Realised Gains



Diversified United Investment Limited 7 Year NTA Accumulation After Provision for Tax on Realised Gains



Chairman's Report (Continued)

As at 30 June 2004 the twenty-five largest shareholdings of the company, at market values were:

| Со | mpany | Market Value | % of Market Value |
|-----|--|--------------|----------------------|
| | | \$'000 | of Total Investments |
| 1. | ANZ Banking Group Ltd | 18,280 | 7.3% |
| 2. | Commonwealth Bank of Australia Ltd | 16,290 | 6.5% |
| 3. | Woodside Petroleum Ltd | 15,003 | 6.0% |
| 4. | Westpac Banking Corporation Ltd | 14,080 | 5.7% |
| 5. | National Australia Bank Ltd | 11,936 | 4.8% |
| 6. | QBE Insurance Group Ltd | 11,520 | 4.6% |
| 7. | Tabcorp Holdings Ltd | 11,392 | 4.6% |
| 8. | Perpetual Trustees Ltd | 9,398 | 3.8% |
| 9. | Rio Tinto Ltd | 8,988 | 3.6% |
| 10. | Alumina Ltd | 8,976 | 3.6% |
| 11. | Southern Cross Broadcasting (Aust) Ltd | 8,260 | 3.3% |
| 12. | BHP Billiton Ltd | 7,518 | 3.0% |
| 13. | Australian Gas Light Company Ltd | 7,278 | 2.9% |
| 14. | Foodland Associated Ltd | 7,200 | 2.9% |
| 15. | Australand Holdings Ltd | 5,565 | 2.2% |
| 16. | St George Bank | 5,505 | 2.2% |
| 17. | Telstra Corporation Ltd | 5,030 | 2.0% |
| 18. | TAB Limited | 4,920 | 2.0% |
| 19. | WMC Resources Ltd | 4,920 | 2.0% |
| 20. | Transurban Group | 4,870 | 2.0% |
| 21. | Westfield Trust | 4,851 | 2.0% |
| 22. | Macquarie Infrastructure Group | 4,290 | 1.7% |
| 23. | Suncorp Metway Ltd | 4,260 | 1.7% |
| 24. | Foster's Group Ltd | 4,248 | 1.7% |
| 25. | Brambles Industries Ltd | 4,200 | 1.7% |
| | | 208,778 | 83.8% |

The total investment portfolio including cash and bills of exchange had a market value at 30 June 2004 of \$249,189,000 (2003: \$200,470,000).

Charles Goode Chairman

Corporate Governance Statement

In July 2003 the Company adopted corporate governance principles in accordance with the Australian Stock Exchange Corporate Governance Council's "Principle of Good Corporate Governance and Best Practice Recommendations." Any material departures from the recommendations are referred to in this statement.

1. Accountability and Responsibility

The Board is accountable to the shareholders and is responsible for:

- Setting strategic and financial objectives;
- Monitoring the Company's performance and financial position and overseeing the financial accounts and reporting;
- Identifying and managing business and compliance risks;
- Managing the Company's investment portfolio;
- Overseeing relationships with outside service providers;
- Appointing the Company Secretary, and setting and overseeing responsibilities delegated to the Company Secretary; and
- Setting ethical standards for the Company.

2. Composition

The Board currently comprises 4 directors. The Company's constitution requires 3 to 6 directors. The Company has no executives or executive directors. If a vacancy arises the Nomination and Remuneration Committee chooses the best available candidate after wide and, if necessary, professional consultation.

The Chairman, M K Myer and R H Myer are associated with substantial shareholders. These directors bring significant relevant experience to the Board. However in that the Chairman of the Board is not independent and there is not a majority of independent directors, the Company departs from the Australian Stock Exchange Corporate Governance Council's "Best Practice Recommendations". A lead independent director is not considered necessary given the small size of the Board. Appointed directors must stand for election at the next Annual General Meeting. One third of directors stand for re-election at each Annual General Meeting. There is no set retirement age or term for directors. Extensive experience in the investment markets is valued. Directors are not required to own shares in the Company.

3. Operation

The Board usually meets eleven times each year and consults on investment matters between meetings. The Board has day-to-day responsibility for management of the investment portfolio. Transaction levels are low as the portfolio is held for the long term. The Board reviews financial statements, forecasts, the investment portfolio, the net asset backing per share, and compliance reports monthly. The Company Secretary is responsible for either providing the information or co-ordinating it from outside service providers. The Chairman leads the investment management process at and between the meetings.

4. Delegation

The duties and responsibilities of the Company Secretary are set out in his letter of engagement, which the Board approves. The Board also approves letters of engagement for accounting, tax, custody and audit services. Share registry services are purchased on commercial terms.

5. Director's Terms of Appointment, Remuneration and Performance

Director's fees are reviewed annually by the Nomination and Remuneration Committee in the light of Company activity, changing responsibilities and in comparison to fee levels of a peer group of companies. Independent remuneration advice may be sought. The maximum total of director's fees is set by the shareholders in general meeting.

Each director appointed before 1 July 2003 is entitled to receive a retirement benefit set out in an agreement, the terms of which have been approved by shareholders in Annual General Meeting. Fees for directors appointed after this date take into account the absence of a retirement agreement.

Each director is entitled to enter a Deed of Access, Indemnity and Insurance with the Company and to be covered by the Company's Directors and Officers Liability Insurance.

The duties of directors are as set out in the Corporations Law and in this statement. Directors are expected to attend at least 11 board meetings and approximately 2 committee meetings per year where applicable. They are expected to make a pro-active contribution to the management of the Company's investment portfolio by reading, research, and information collected outside of board meetings. Directors are expected to be available for board committee work, for no additional fee.

Corporate Governance Statement (Continued)

5. Director's Terms of Appointment, Remuneration and Performance (continued)

After prior discussion with the Chairman, directors are entitled to seek independent advice at the expense of the Company, which advice will then be made available to all other directors. Directors are entitled to unlimited access to the Company's records.

The Board reviews its performance annually by discussion and by individual communication with the Chairman and by reference to generally accepted Board performance standards. The Board also conducts an annual review of the performance of the Board Committees, the Company Secretary, and outside service providers.

6. Board Committees

The Board has a Nomination and Remuneration Committee comprising all directors and an Audit Committee comprising all directors except the Chairman. The Audit Committee meets at least twice and the Nomination and Remuneration Committee at least once per annum. The terms of reference of each committee is reviewed by the Board annually. The Audit Committee terms include interalia, appointment of the auditor, assessing his independence, managing the audit relationship, and overseeing risk management. The external audit partner rotates every 5 years.

The Audit Committee has an independent Chairman and a majority of independent directors. Mr M K Myer is regarded as independent for the purposes of the audit committee as he does not have a financial interest in the substantial shareholder, Myer Family Investments Pty Ltd, which could materially affect his duties as a member of the Audit Committee. All members are non-executive. The Committee is considered to have sufficient relevant expertise and to comply with the Australian Stock Exchange Corporate Governance Council's "Best Practice Recommendations" and Australian Stock Exchange listing rule 12.7.

The Nomination and Remuneration Committee considers and makes recommendations to the Board regarding Board composition and remuneration of the directors and the Company Secretary.

7. Disclosure Procedures

The Company has established procedures to ensure compliance with the Australian Stock Exchange listing rule disclosure requirements including monthly disclosure of the Company's net tangible asset backing per share.

8. Shareholder Communication

The Company communicates adequately with shareholders through:

- The annual report
- The half year report
- The website, including email contact
- Telephone availability of the Company Secretary at the representative office
- Annual General Meeting including Chairman's address and question time
- Mailing of Chairman's address to all shareholders and posting to website.

The external auditor is to be available for questioning at the Annual General Meeting.

9. Risk Management

The Audit Committee reviews the Company's risk management procedures half yearly.

10. Ethical Conduct

The Company has no employees other than directors and the Company Secretary. Each director and the Company Secretary is expected to adopt high ethical standards in acting for the Company and in the interests of the shareholders. Directors are required to disclose any potential conflict of interest and to refrain from involvement in Board discussions, or leave the room, during the conflicted matter. The directors and the Company Secretary are aware of the Corporations Law regarding dealing in securities in which they possess market sensitive information. The Company's net tangible asset backing per share is announced monthly to the Australian Stock Exchange and the Company has procedures to ensure compliance with Australian Stock Exchange continuous disclosure requirements.

Directors' Report

The directors present their report together with the financial report of Diversified United Investment Limited for the year ended 30 June 2004 and the auditors' report thereon.

Directors

The directors of the Company at any time during or since the end of the financial year are:

Charles B. Goode AC, B.Com (Hons) (Melb), MBA (Columbia), Hon LLD (Melb), Hon LLD (Mon). Non-Executive Chairman Age 65 Appointed Chairman September 1991.

Mr Goode is the Chairman of the Boards of Australia and New Zealand Banking Group Limited, Woodside Petroleum Limited, Australian United Investment Company Limited and The Ian Potter Foundation Limited. He is a director of Singapore Airlines Limited.

Graeme E. Moir B.Com (Univ. of NZ), ACA (NZ), ACIS. Non-Executive Director Age 72 Appointed September 1991.

Mr Moir is the principal of the investment management firm Moir's Investment Service Pty. Ltd., and is a director of Graeme Moir and Associates Pty. Ltd., and Australian United Investment Company Limited.

Martyn K. Myer B.Eng, MESc.(Mon), MSM (MIT), FIE (Aust). Non-Executive Director Age 46 Appointed September 1991.

Mr Myer is Chairman of CogState Ltd and is a director of Coles Myer Ltd, Neuroscience Australia Ltd and a number of private companies.

Rupert Myer B.Com (Hons) (Melb), MA Cantab Non-Executive Director Age 46 Appointed 18 November 2002.

Mr Myer is a Director of AMCIL Limited. He serves as Chairman of The Myer Family Company Pty Ltd (Group) and is a Vice President of The Myer Foundation. Graeme W. Sinclair B.Com, ACA, ACIS. Non-Executive Alternate Director for Martyn K. Myer Age 56 Appointed 1 August 2002.

Resigned 6 May 2004.

John W. Hopkins A.S.I.A. Non-Executive Director Age 57 Appointed November 1996.

Retired 31 December 2003.

Directors' and Officer's Emoluments

Details of the nature and amount of each major element of the emoluments of each director of the Company are detailed below:

| Non- executive Directors | Base Emolument \$ | Superannuation Contributions \$ | Retirement Benefits \$ | Total \$ |
|-----------------------------|-------------------------|---------------------------------------|------------------------------|-------------|
| Charles Goode | 1,000 | 79,000 | 36,000 (1) | 116,000 |
| John Hopkins | 18,348 | 1,652 | 93,333 (2) | 113,333 |
| Graeme Moir | 40,000 | - | 18,000 ⁽¹⁾ | 58,000 |
| Martyn Myer | 36,697 | 3,303 | 18,000 ⁽¹⁾ | 58,000 |
| Rupert Myer | 36,697 | 3,303 | 18,000 (1) | 58,000 |
| Total | 132,742 | 87,258 | 183,333 | 403,333 |

(1) Provided

(2) Paid

Directors' Meetings

The number of directors' meetings held (including meetings of committees of directors) and number of meetings attended by each of the directors of the Company during the financial year were:

| Director | Directors' Audit Meetings Committee Meetings | | nittee | Remun Comr | ation & eration nittee tings | |
|---------------|--|--------------------------------|--------------------------------|--------------------------------|---------------------------------------|--------------------------------|
| | No. of Meetings attended | No. of Meetings eligible | No. of Meetings attended | No. of Meetings eligible | No. of Meetings attended | No. of Meetings eligible |
| Charles Goode | 11 | 11 | 2 | 2 | 3 | 3 |
| John Hopkins | 6 | 6 | 1 | 1 | 1 | 1 |
| Graeme Moir | 11 | 11 | 2 | 2 | 3 | 3 |
| Martyn Myer | 9 | 11 | 2 | 2 | 3 | 3 |
| Rupert Myer | 11 | 11 | 2 | 2 | 3 | 3 |

Directors' Report (Continued)

Principal Activity

The principal activity of the Company is that of investment. The directors have sought to invest in a diversified portfolio of investments with the objective of obtaining current income and longer term capital gain within an acceptable level of risk.

Results and Review of Operations

The Company's target asset allocation and the portfolio's actual asset allocation will both vary from time to time and at 30 June 2004 were as follows:

| | Target % | Investments At Market Value % |
|----------------------------------|----------|----------------------------------|
| Australian Equities | 95 | 97.0 |
| International Equities | 0 | 0.0 |
| Fixed Interest Securities & Cash | 2 | 0.5 |
| Property Companies and Trusts | 3 | 2.5 |

The Company's profitability in its twelfth full year of operations has been positive. For the year ended 30 June 2004 the Company earned an operating profit after tax of \$10,891,000 (compared to \$7,372,000 in 2003).

The operating profit includes special dividends of \$2,686,982 received through the Company's participation in the Foster Group Ltd and Telstra Corporation Ltd share buy back schemes.

During the year the unrealised gain in the value of listed non-current assets increased from \$38,482,000 to \$81,975,000. The net tangible asset backing of each of the Company's shares at 30 June 2004 was \$2.15 (2003: \$1.79) before provision for the final dividend not booked at 30 June 2004 in accordance with AASB 1044. This net tangible asset backing calculation is based on investments at market value and is after provision for tax on net realised gains and before tax on unrealised gains. The Company is a long-term investor and does not intend disposing of its total portfolio. If however estimated tax on unrealised portfolio gains were to be deducted, the net tangible asset backing per share would be \$1.90 (2003: \$1.64).

The Board has increased the Company's borrowings to \$34.5 million which means the investment portfolio at market value is geared to the extent of around 14%.

The composition of the operating profit after income tax was as follows:

| | 2004 \$'000 | 2003 \$'000 |
|---------------------------------------|----------------|----------------|
| INCOME | | |
| Dividends | 11,553 | 8,564 |
| Trust Distributions | 958 | 1,086 |
| Interest | 402 | 246 |
| Sub Underwriting Commission | - | 9 |
| Trading and Options Related Net | | |
| Profits/(Losses) | 19 | (626) |
| | 12,932 | 9,279 |
| EXPENSES | | |
| Operating expenses: | | |
| Accounting & Custody Fees | 117 | 118 |
| Audit | 37 | 35 |
| Share Registry | 43 | 44 |
| Directors' Fees | 220 | 225 |
| Directors' Retirement Provision | 90 | 80 |
| ASX Fees | 39 | 31 |
| Company Secretary Fees | 55 | 42 |
| Insurance | 32 | 27 |
| Other | 37 | 30 |
| Borrowing Costs: | 4 405 | 4.047 |
| Interest | 1,485 7 | 1,317 |
| Other | , | 27 1,976 |
| | 2,162 | 1,970 |
| Profit from ordinary activities | | |
| before related income tax expense | 10,770 | 7,303 |
| Income tax expense/(benefit) | (121) | (69) |
| Profit from ordinary activities after | | |
| related income tax expense | 10,891 | 7,372 |

Operating expenses (excluding borrowing costs) were 0.30% of the average market value of the investment portfolio (2003: 0.30%)

Dividends

Dividends paid or declared by the Company since the end of the previous financial year were:

| | \$'000 |
|---|--------|
| Paid or declared during the year | |
| A final dividend in respect of the year ended | |
| 30 June 2003 of 4.50¢ per share fully franked paid on 9 October 2003 | 4,473 |
| An interim dividend in respect of the year ended | |
| 30 June 2004 of 2.75¢ per share fully franked paid on 13 April 2004. | 2,751 |
| Paid or declared after end of year | |
| A final dividend in respect of the year ended 30 June 2004 of 4.75¢ per share fully franked | |
| payable on 8 October 2004 | 4,766 |

Directors' Report (Continued)

State of Affairs

In the opinion of the directors, there were no significant changes in the state of affairs of the Company that occurred during the financial year under review.

Environmental Regulation

The Company's operations are not subject to any significant environmental regulations under either Commonwealth or State legislation.

Events Subsequent to Balance Date

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 Company, the results of those operations, or the state of affairs of the Company, in subsequent financial years.

Likely Developments

The directors do not anticipate any particular developments in the operations of the Company which will affect the results of future financial years.

Directors' Interests

As at the date of this report the relevant interest of each director in the share capital of the Company as notified by the directors to the Australian Stock Exchange in accordance with Section 205G(1) of the Corporations Act 2001 is as follows:-

| | SHARES | |
|-----------------|---------|-----------|
| | 1 | 2 |
| Charles B Goode | 984,527 | 1,202,423 |
| Graeme E Moir | 62,500 | - |
| Martyn K Myer | 5,008 | - |
| Rupert H Myer | - | 47,675 |

Note:

- 1. Beneficial in own name
- Held by an entity/related party in which the director has a relevant interest

Except as stated above, no director -

- (a) has any relevant interest in shares of the Company or a related body corporate;
- (b) has any relevant interests in debentures of, or interests in a registered scheme made available by, the Company or a related body corporate;

- (c) has any rights or options over shares in, debentures of or interests in a registered scheme made available by, the Company or a related body corporate;
- (d) is a party to a contract, or is entitled to a benefit under a contract, that confers a right to call for or deliver shares in, or debenture of or interests in a registered scheme made available by the Company or a related body corporate.

Indemnification

Details of directors' indemnification are set out in Note 21 to the financial statements.

Rounding Of Amounts

The Company is of a kind referred to in ASIC Class Order 98/100 dated 10 July 1998 and amounts in this report and accompanying financial statements have been rounded to the nearest one thousand dollars in accordance with that Class Order.

Dated at Melbourne this 12th day of August 2004

Signed in accordance with a resolution of the directors:

Charles Tools.

Charles Goode Director

Statement of Financial Performance for the year ended 30 June 2004

| | Note | 2004 | 2003 |
|--|------------|---------------------------------------|----------|
| | | \$'000 | \$'000 |
| Revenue from operating activities | | 13,456 | 13,229 |
| Revenue from the sale of long term investments | | 33,218 | 26,140 |
| | | | |
| Total ordinary revenue | 3 | 46,674 | 39,369 |
| | | | |
| Operating expenses | | (670) | (632) |
| Borrowing costs | | (1,492) | (1,344) |
| Carrying value of investments sold- trading stock | | (524) | (3,950) |
| Carrying value of investments sold- long term investments | | (33,218) | (26,140) |
| | | 40.770 | 7.000 |
| Profit from ordinary activities before related income tax expense | | 10,770 | 7,303 |
| Income tax (benefit) relating to ordinary activities | E/a) | (121) | (60) |
| | 5(a) | (121) | (69) |
| Profit from ordinary activities after related income tax expense | | 10,891 | 7,372 |
| , | | · · · · · · · · · · · · · · · · · · · | , |
| Net profit | 1 (b) (ii) | 10,891 | 7,372 |
| New purpos transportion changes in aguity | | | |
| Non-owner transaction changes in equity | | | |
| Increase/(decrease) in retained earnings arising from the sale of | | | |
| non-current assets net of tax | 17 | (10,496) | 103 |
| | | | |
| Increase/(decrease) in reserves | | | |
| Asset revaluation reserve | 16 | 43,493 | (20,249) |
| | 40 | 40.000 | (40.774) |
| Total changes in equity from non-owner related transactions | 18 | 43,888 | (12,774) |
| Basic earnings per share before net gains on long term investments | | | |
| (cents per share) | 24 | 10.9 | 7.4 |
| | | | |

There are no factors which cause diluted earnings per share to be different from basic earnings per share.

The statement of financial performance is to be read in conjunction with the notes to the financial statements set out on pages 13 to 21.

Statement of Financial Position as at 30 June 2004

| | Note | 2004 \$'000 | 2003 \$'000 |
|-------------------------------|------|----------------|----------------|
| CURRENT ASSETS | | \$ 000 | φ 000 |
| Cash assets | 7 | 1,166 | 7,118 |
| Receivables | 8 | 1,705 | 1,491 |
| Investments | 9(a) | - | 261 |
| Other | 10 | 80 | 1,268 |
| Total Current Assets | - | 2,951 | 10,138 |
| NON-CURRENT ASSETS | | | |
| Investments | 9(b) | 248,023 | 193,091 |
| Deferred tax assets | 5(d) | 322 | 166 |
| Total Non-Current Assets | - | 248,345 | 193,257 |
| TOTAL ASSETS | - | 251,296 | 203,395 |
| CURRENT LIABILITIES | | | |
| Payables | 11 | 38 | 72 |
| Interest-bearing liabilities | 12 | - | 25,000 |
| Total Current Liabilities | - | 38 | 25,072 |
| NON-CURRENT LIABILITIES | | | |
| Deferred tax liability | 5(c) | 405 | 367 |
| Interest-bearing liabilities | 12 | 34,500 | - |
| Provisions | 14 | 527 | 530 |
| Total Non-Current Liabilities | - | 35,432 | 897 |
| TOTAL LIABILITIES | - | 35,470 | 25,969 |
| NET ASSETS | = | 215,826 | 177,426 |
| EQUITY | | | |
| Contributed equity | 15 | 109,079 | 107,343 |
| Asset revaluation reserve | 16 | 81,975 | 38,482 |
| Retained profits | 17 | 24,772 | 31,601 |
| TOTAL EQUITY | 18 | 215,826 | 177,426 |
| | - | | |

The statement of financial position is to be read in conjunction with the notes to the financial statements set out on pages 13 to 21.

Statement of Cash Flows for the year ended 30 June 2004

| | Note | 2004 | 2003 |
|--|-------|---------------|----------------|
| CACIL FLOVAGE FROM A ORFRATING A CTIVITIES | | \$'000 | \$'000 |
| CASH FLOWS FROM OPERATING ACTIVITIES Interest received | | 420 | 177 |
| Dividends & trust distributions received | | 420 12,237 | 9,489 |
| Proceeds from the trading portfolio | | 279 | 9,469 3,181 |
| Other items | | 2/9 | 3,101 |
| Cash payments in the course of operations | | - (756) | (551) |
| Interest paid | | (255) | (1,506) |
| Income taxes (paid)/refunded | | (233) 51 | (1,300) |
| income taxes (paid)/retunded | - | J1 | (230) |
| Net cash provided by operating activities | 23(b) | 11,976 | 10,509 |
| | | | |
| CASH FLOWS FROM INVESTING ACTIVITIES | | | |
| Payments for investments | | (55,158) | (11,077) |
| Proceeds from the sale of investments | - | 33,218 | 12,648 |
| | | | |
| Net cash provided by/(used in) investing activities | - | (21,940) | 1,571 |
| CASH FLOWS FROM FINANCING ACTIVITIES | | | |
| Dividends paid (excluding dividend re-investment plan) | | (5,488) | (4,856) |
| Proceeds from drawdown of bank bills | | 9,500 | (1,000) |
| Trocode from drawdown or bank bind | - | 0,000 | |
| Net cash provided by/(used in) financing activities | - | 4,012 | (4,856) |
| Net increase/(decrease) in cash held | | (5,952) | 7,224 |
| Cash at beginning of the financial year | 23(a) | 7,118 | (106) |
| active and an area interioral your | 20(0) | 7,110 | (100) |
| Cash at the end of the financial year | 23(a) | 1,166 | 7,118 |

This statement of cash flows is to be read in conjunction with the notes to the financial statements set out on pages 13 to 21.

1. Statement of Significant Accounting Policies

The significant accounting policies which have been adopted in the preparation of this financial report are:

a) BASIS OF PREPARATION

This financial report is a general purpose financial report which has been prepared in accordance with Accounting Standards, Urgent Issues Group Consensus Views, other authoritative pronouncements of the Australian Accounting Standards Board and the Corporations Act 2001. It has been prepared on the basis of historical costs and does not take into account changing money values or, except where stated, current valuations of non-current assets. The accounting policies have been consistently applied and, except where otherwise noted, are consistent with those of the previous year.

b) INVESTMENTS

- (i) Statement of Financial Position Classification Investments classified as "Current Assets" describe holdings of short term trading securities or assets which are intended to be converted to cash within 12 months. Investments classified as "Non-Current Assets" describe holdings of securities which are intended to be retained on a long term basis.
- (ii) Valuation of Non-Current Assets

 The Company has elected to revalue its noncurrent investments to market value continuously.

 This means that realised gains and losses arising
 from the disposal of non-current investments are
 transferred from the Asset Revaluation Reserve to
 Retained Profits and are not recognised in the
 Statement of Financial Performance.
- (iii) Revaluation of Non-Current Investments

 An increase in the value of non-current assets is credited to the Asset Revaluation Reserve. A decrease is debited to the Asset Revaluation Reserve to the extent of the balance of the Reserve, with any amount in excess of the balance debited to the Statement of Financial Performance for the year.
 - No provision for any potential capital gains tax liability is made when investments are revalued. Capital gains tax is provided for in the period in which an asset is sold.
- (iv) Valuation of Current Assets

 Realised gains and losses on sales of trading securities are taken into account in determining the operating profit. Current assets are carried at the lower of cost or net realisable value on an

individual basis, or in aggregate for the options trading portfolio which includes shares and open option positions.

c) TAXATION

(i) Income Tax

The Company adopts the income statement liability method of tax effect accounting. Income tax expense is calculated on operating profit adjusted for permanent differences between taxable and accounting income. The tax effect of timing differences which arise from items being brought to account in different periods for income tax and accounting purposes, is carried forward in the statement of financial position as a future tax benefit or a provision for deferred income tax. Future tax benefits are not brought to account unless realisation of the asset is assured beyond reasonable doubt.

(ii) Capital Gains Tax
Capital gains tax is included in the period in which an asset is sold as shown in Note 17.

d) FOREIGN CURRENCY

Foreign currency transactions are translated to Australian currency at the rates of exchange ruling at the dates of the transactions. Investments, receivables and payables in foreign currencies at balance date are translated at the rates of exchange ruling on that date. Exchange differences relating to current amounts payable and receivable in foreign currencies are brought to account as exchange gains or losses, in the statement of financial performance in the financial year in which the exchange rates change.

e) BORROWING COSTS

Borrowing costs include amortisation of premiums related to borrowings, amortisation of ancillary costs incurred in connection with the arrangement of such borrowings and all interest costs. Borrowing costs are expensed as incurred.

f) DERIVATIVES AND HEDGES

The Company from time to time uses derivatives principally to hedge specific exposures. All hedge transactions are initially recorded at the market value on the date of the transaction. Hedges outstanding at balance date are translated at the market value ruling on that date and any differences are brought to account in the statement of financial performance.

g) COMPARATIVES

Where necessary comparative information has been reclassified to achieve consistency in disclosure with current financial year amounts and other disclosures.

h) BANK LOANS

Bank loans are carried on the statement of financial position at their principal amount. Interest expense is prepaid at a contracted rate and included in "other current assets".

i) REVENUE

Revenue from operating activities

The activity of the Company is that of an investment company, returns being in the form of dividends, interest income, trust income, trading income, options income and sub-underwriting income. Dividend income is recognised at the exdividend date and in accordance with Generally Accepted Accounting Principles.

Revenue from other than operating activities
The proceeds on sale of long term investments
are considered to be other revenue of the
Company.

2. Changes in Accounting Policy

There have been no material changes in the accounting policies of the Company from those adopted at 30 June 2003.

3. Revenue from Ordinary Activities

| | 2004 \$'000 | 2003 \$'000 |
|--|----------------|----------------|
| From operating activities | | |
| Dividends received or due and receivable | 11,553 | 8,564 |
| Trust distributions received or due and receivable | 958 | 1,086 |
| Interest received or due and receivable | 402 | 246 |
| Revenue from trading portfolio and options dealing | 543 | 3,324 |
| Other | - | 9 |
| | 13,456 | 13,229 |
| From other than operating activities | | |
| Gross proceeds from sale of long | | |
| term investments | 33,218 | 26,140 |
| Total revenue from ordinary | | |
| activities | 46,674 | 39,369 |
| | | |

Profit from ordinary activities before income tax expense:

Profit from ordinary activities before income tax expense has been arrived at after (charging)/crediting the following items:

Borrowing costs:

| - Interest | (1,485) | (1,317) |
|--|---------|---------|
| - Other | (7) | (27) |
| Trading and options related net profits | 19 | (626) |
| Provision for directors' retirement benefits | (90) | (80) |

4. Auditors' Remuneration

| Audit services | 37 | 35 |
|----------------|----|----|
| Other services | 4 | 4 |
| | 41 | 39 |

5. Taxation

a)

| Mation | | |
|---|----------------|----------------|
| Note | 2004 \$'000 | 2003 \$'000 |
| INCOME TAX EXPENSE | | |
| Prima facie income tax expens calculated at 30% on the profi from ordinary activities Increase in income tax expens due to: | it 3,231 | 2,191 |
| Imputation gross up on divider received | nds 1,360 | 938 |
| Decrease in income tax expendue to: | se | |
| Sundry items | (174) | (67) |
| Franking credits on dividends received | (4,535) | (3,128) |
| Income tax expense/(benefit) on operating profit Under/(Over) provision | (118) | (66) |
| prior year | (3) | (3) |
| Income tax expense/(benefit) attributable to operating profit | (121) | (69) |
| Income tax expense/(benefit) attributable to operating profit is made up of: | | |
| Current income tax provision | - | (97) |
| Deferred income tax provision | 38 | 58 |
| Future income tax benefit | (156) | (27) |
| Under/(Over) provision | (0) | (2) |
| prior year . | (3) | (3) |
| | (121) | (69) |

b) PROVISION FOR CURRENT INCOME TAX

| Movements during the year were as follows: | | |
|--|---------|-------|
| Balance at the beginning of the year | (93) | 196 |
| Tax (paid)/refunded | 51 | (286) |
| Withholding Tax | - | (4) |
| Under/(Over) provision prior ye | ear (3) | (3) |
| Current years income tax on operating profit | - | (97) |
| Tax on disposal of long term investments | - | 101 |
| 8 | (45) | (93) |
| • | | |

c) PROVISION FOR DEFERRED INCOME TAX

| | 2004 \$'000 | 2003 \$'000 |
|---|----------------|----------------|
| Provision for deferred income tax comprises the estimated expense at the applicable rate of 30% | | |
| Balance at the beginning of the year | 367 | 385 |
| Timing difference on tax on disposal of long term investments | - | (76) |
| Other timing differences | 38 | 58 |
| | 405 | 367 |

d) FUTURE INCOME TAX BENEFIT

| Future income tax benefit comprises the estimated expense at the applicable rate of 30% | | |
|---|-----|-----|
| Balance at the beginning of the year | 166 | 139 |
| Other timing differences | 156 | 27 |
| | 322 | 166 |

e) FUTURE INCOME TAX BENEFIT NOT TAKEN TO ACCOUNT

In 2004 the potential future income tax benefit to the Company arising from capital tax losses was not recognised as an asset because recovery of capital tax losses is not virtually certain.

The potential future income tax benefit will only be obtained if:

- the Company derives future assessable capital gains of a nature and an amount to enable the benefit to be realised;
- (ii) the Company continues to comply with the conditions for deductibility imposed by the law; and
- (iii) no changes in tax legislation adversely affect the Company in realising the benefit.

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6. Dividends

| | | 2004 \$'000 | 2003 \$'000 |
|------|---|----------------|----------------|
| | lends recognised in the current by the Company are: | t | |
| (i) | 2003 final dividend of 4.50¢ per share (2002: 4.00¢) fully franked paid 9 October 2003 | 4,473 | 3,940 |
| (ii) | 2004 interim dividend of 2.750 per share (2003: 2.50¢) fully franked paid 13 April 2004 | ¢ 2,751 | 2,476 |
| | | 7,224 | 6,416 |

Subsequent to reporting date:

Since 30 June 2004, the directors
have declared the following
dividend payable on
8 October 2004:

- Final dividend of 4.75 cents
per share

4,766

4,473

The financial effect of this dividend has not been brought to account in the financial statements for the year ended 30 June 2004.

Dividend Franking Account:

The balance of the Franking Account at 30 June 2004 is \$5,239,246 (compared to \$2,617,886 at 30 June 2003).

The above available amounts are based on the balance of the dividend franking account at year-end adjusted for:

- (a) franking credits that will arise from the payment of the amount of the provision for income tax
- (b) franking debits that will arise from the payment of dividends
- (c) franking credits that will arise from the receipt of dividends recognised as receivables at year-end
- (d) franking credits that the entity may be prevented from distributing in subsequent years

The ability to utilise the franking credits is dependent upon there being sufficient available profits to declare dividends.

LIC Capital Gain Account:

The balance of the Listed Investment Company (LIC) Capital Gain Account at 30 June 2004 was \$129,231 (2003: \$129,231). When distributed, LIC capital gains may entitle certain shareholders to a special deduction in their taxation return, as set out in the relevant dividend statement.

7. Cash Assets

| | 1 | lote | 2004 \$'000 | 2003 \$'000 |
|----|--------------------------|--------|----------------|----------------|
| | Cash at bank | | 522 | 128 |
| | Units in Cash Management | Trusts | | |
| | and Deposits at Call | | 644 | 6,990 |
| | | | 1,166 | 7,118 |
| | | | | |
| 8. | Receivables | | | |
| | Current | | | |
| | Sundry debtors | | 1,660 | 1,398 |
| | Prepaid income tax | | 45 | 93 |

9. Investments

| | | 2004 Book Market Value Value \$'000 \$'000 | | Book Value \$'000 | 003 Market Value \$'000 |
|----|-------------------------------|---|---|-------------------------|----------------------------------|
| a) | CURRENT | | | | |
| | Ordinary shares at cost | - | - | 385 | 261 |
| | Less provision for write down | - | - | (124) | - |
| | Total Current Investments | - | - | 261 | 261 |

1,705

1,491

Ordinary shares are classified as current if they form part of the trading portfolio. These shares are written down to the lower of cost or their estimated realisable value.

b) NON-CURRENT

| | 2004 \$'000 | 2003 \$'000 |
|--|----------------|----------------|
| Investments quoted on prescribed stock exchanges | | |
| (at current market value) | 248,023 | 193,091 |

10. Other Assets

Current

| Prepayments | 80 | 1,268 | |
|-----------------|----|-------|--|
| 11. Payables | | | |
| Current | | | |
| Trade Creditors | 38 | 66 | |
| Other | | 6 | |
| | 38 | 72 | |

12. Interest Bearing Liabilities

| Note | 2004 \$'000 | 2003 \$'000 |
|--|----------------|----------------|
| Current | | |
| Fixed Rate Commercial Bill - Secured | _ | 25,000 |
| Non-Current Multi-option Facility - Secured | 34,500 | _ |
| P. Financing Arrangements | • | |

13.

| The Company has access to the following lines of credit: | | |
|--|--------|--------|
| Total facility available | | |
| Fixed Rate Commercial Bill - Secured | - | 25,000 |
| Multi-option Facility - Secured | 35,000 | - |
| Bank Overdraft - Unsecured | - | 250 |
| Facilities utilised at balance date | | |
| Fixed Rate Commercial Bill - Secured | - | 25,000 |
| Multi-option Facility - Secured | 34,500 | - |
| Bank Overdraft- Unsecured | - | - |
| | | |

14. Provisions

| Non-Current | | | |
|--------------------------|----|-----|-----|
| Provision for directors' | | | |
| retirement benefits | 19 | 527 | 530 |
| | | | |

15. Contributed Equity

| communication =quity | | |
|--|---------|---------|
| Issued and paid-up share capital 100,328,914 (2003: 99,384,743) ordinary fully paid shares | 109,079 | 107,343 |
| Movements in ordinary share capital | | |
| Balance at beginning of the year | 107,343 | 105,783 |
| Shares issued | | |
| - Dividend re-investment | | |
| plan (i), (ii) | 1,736 | 1,560 |
| | 109,079 | 107,343 |

- In respect of the 2003 final dividend 597,584 shares were issued at \$1.82 each under the dividend re-investment plan.
- In respect of the 2004 interim dividend 346,587 shares were issued at \$1.87 each under the dividend re-investment plan.

16. Reserves

| Note Asset revaluation reserve | 2004 \$'000 81,975 | 2003 \$'000 38,482 |
|---|--|---------------------------|
| | | |
| Movements in reserves during the year: | | |
| Asset Revaluation Reserve | | |
| Balance at the beginning of the financial year | 38,482 | 58,731 |
| Revaluation of long term investments | 32,997 | (20,121) |
| Add/Less transfer of (profit)/loss before tax realised on the | | |
| disposal of long term investments | 10,496 | (128) |
| Balance at the end of the financial year | 81,975 | 38,482 |
| 17. Retained Profits | | |
| Retained profits at the beginning of the year | 31,601 | 30,542 |
| Net profit | 10,891 | 7,372 |
| Increase/(decrease) in retained ear arising from the sale of non-current assets | 0 | 128 |
| | (10,490) | 120 |
| Tax benefit/(expense) on disposal of long term investments | - | (25) |
| Dividends paid or declared 6 | (7,224) | (6,416) |
| Retained profits at the end | 0.1 ==== | |

18. Total Equity Reconciliation

of the year

| Total equity at the beginning of year | 177,426 | 195,056 |
|--|---------|----------|
| Total changes in equity recognised in the statement of financial | | |
| performance | 43,888 | (12,774) |
| Dividends paid | (7,224) | (6,416) |
| Dividends re-invested | 1,736 | 1,560 |
| Total equity at end of year | 215,826 | 177,426 |

24,772

31,601

19. Directors' Remuneration

| Non-executive Directors | Direc | tors Fees \$ | Superannua | ation benefits \$ | Retirement benefits (1) | | Total \$ | |
|-------------------------|---------|-----------------|------------|----------------------|-------------------------|--------|-------------|---------|
| | 2004 | 2003 | 2004 | 2003 | 2004 | 2003 | 2004 | 2003 |
| Charles Goode | 1,000 | 1,000 | 79,000 | 79,000 | 36,000 | 26,668 | 116,000 | 106,668 |
| John Hopkins | 18,348 | 36,697 | 1,652 | 3,303 | 93,333 | 13,333 | 113,333 | 53,333 |
| Graeme Moir | 40,000 | 40,000 | - | - | 18,000 | 13,333 | 58,000 | 53,333 |
| Martyn Myer | 36,697 | 36,697 | 3,303 | 3,303 | 18,000 | 13,333 | 58,000 | 53,333 |
| Rupert Myer | 36,697 | 22,521 | 3,303 | 2,027 | 18,000 | 13,333 | 58,000 | 37,881 |
| Total | 132,742 | 136,915 | 87,258 | 87,633 | 183,333 | 80,000 | 403,333 | 304,548 |

⁽¹⁾ Retirement benefits provided for each director during the year, except for John Hopkins in which case the benefit paid on retirement is shown.

Remuneration levels are competitively set to attract and retain appropriately qualified and experienced directors. The Nomination and Remuneration Committee may seek independent advice on the appropriateness of remuneration packages, given trends in comparative companies and in light of Company activity and changing responsibilities. Remuneration packages include directors' fees and retirement benefits. The remuneration structures are designed to attract suitably qualified candidates, and to effect the broader outcome of increasing the Company's net profit. Directors' fees are fixed and reviewed annually and the maximum total of directors' fees is set by the shareholders in general meeting.

Each director is entitled to enter a Deed of Access, Indemnity and Insurance with the Company and to be covered by the Company's Directors and Officers Liability Insurance. Amounts disclosed for Directors' remuneration exclude insurance premiums of \$30,740 paid by the Company in respect of Directors' and Officers' liability insurance as the contracts do not specify premiums paid in respect of individual directors and officers. Refer to Note 21 for information relating to the insurance contracts.

Each director appointed before 1 July 2003 is entitled to receive a retirement benefit set out in an agreement, the terms of which have been approved by shareholders in general meeting. Under the retirement scheme, for each three years of service a director will receive one year of directors fees up to a maximum number of completed years of service of fifteen. Fees for directors appointed after 1 July 2003 will take into account the absence of a retirement agreement.

The Company's liability for directors' retirement benefits, which is based on the number of years of service provided at the balance date, has been included in the provision for Directors' Retirement Benefits (Note 14). In accordance with his retirement allowance provision Mr Hopkins, who retired as a director on 31 December 2003, was paid a retirement allowance of \$93,333 based on the Company's retirement scheme.

20. Segment Reporting

GEOGRAPHICAL SEGMENTS- Primary

| | Aust 2004 \$'000 | Foreign 2004 \$'000 | Total 2004 \$'000 | Aust 2003 \$'000 | Foreign 2003 \$'000 | Total 2003 \$'000 |
|------------------------------|------------------------|---------------------------|-------------------------|------------------------|---------------------------|-------------------------|
| Revenue | 46,674 | - | 46,674 | 34,543 | 4,826 | 39,369 |
| Operating profit before tax | 10,770 | - | 10,770 | 7,295 | 8 | 7,303 |
| Income tax benefit/(expense) | | | 121 | | | 69 |
| Operating profit after tax | | | 10,891 | | | 7,372 |
| Segment Assets | 251,296 | - | 251,296 | 203,395 | - | 203,395 |

INDUSTRY SEGMENTS - Secondary

All the Company's operating revenue and operating profit is derived from investment.

21. Related Parties

The names of persons holding the position of director of the Company during the year were Messrs C B Goode, J W Hopkins, G E Moir, M K Myer, R H Myer and G W Sinclair.

The Company has indemnified each current director and the Company Secretary against all liabilities to another person (other than the Company or a related body corporate) that may arise from their position with the Company except where the liability arises out of conduct involving a lack of good faith. The agreements stipulate that the Company will meet the full amount of any such liabilities, including costs and expenses.

The Company has paid insurance premiums in respect of directors' and officers' liability and legal expenses insurance, for current and former directors and officers, insuring them against liabilities, costs and expenses arising out of conduct which does not involve a wilful breach of duty. This insurance premium covers the period from 18 June 2004 to 18 June 2005.

Apart from the details disclosed in this note, no director has entered into a material contract with the Company since the end of the previous financial year and there were no material contracts involving directors' interests existing at year end, other than each director has entered into a director's retirement agreement with the Company as set out in Note 19.

DIRECTORS' HOLDINGS OF SHARES

The relevant interests of directors and their director related entities in shares of the Company at year end are set out below:

| | 20 | 004 | 20 | 003 |
|-------------------|---------|-----------|---------|-----------|
| SHARES | 1 | 2 | 1 | 2 |
| Charles B Goode | 984,527 | 1,202,423 | 984,527 | 1,156,402 |
| John W Hopkins | 6,250 | - | 6,250 | - |
| Graeme E Moir | 62,500 | - | 62,500 | - |
| Martyn K Myer | 5,008 | - | 5,008 | - |
| Rupert H Myer | - | 47,675 | - | 45,850 |
| Graeme W Sinclair | - | 3,000 | - | 3,000 |

- Beneficial in own name
- Held by an entity/related party in which the director has a relevant interest

DIRECTORS' TRANSACTIONS IN SHARES

The movement in directors' holdings of ordinary shares resulted from the issue of shares under the Company's dividend reinvestment plan, which were made on the same terms and conditions offered to other shareholders, and/or purchases on the open market.

OTHER

Mr M K Myer and Mr R H Myer have an interest in The Myer Family Investments Pty Ltd Group of Companies that includes The Myer Family Office Ltd which receives management fees from the Company. These fees were \$114,000 plus GST for the year ended 30 June 2004 and \$115,000 for the year ended 30 June 2003. The Myer Family Office Ltd also earned a fee on short term deposits placed by the Company during the year with the M F Cash Management Fund. During the year the Company maintained loan facilities with ANZ Banking Group Ltd, of which Mr C B Goode is a director

The terms and conditions of the transactions with the ANZ Banking Group Ltd and The Myer Family Office Ltd are no more favourable than those available, or which might reasonably be expected to be available, on similar transactions to non-director related entities on an arm's length basis.

22. Tax Liability on Unrealised Profits

The amount of additional income tax payable had the Company's investments been realised at market values at balance date, after allowing for realisation costs, would have been \$25,378,530 (2003: \$14,750,067).

23. Notes to the Statement of Cash Flows

a) RECONCILIATION OF CASH

For the purposes of the statement of cash flows, cash includes cash on hand and at bank and short term deposits at call. Cash as at the end of the financial year as shown in the statement of cash flows is reconciled to the related items in the balance sheet as follows:

| | Note | 2004 \$'000 | 2003 \$'000 |
|--|------|----------------|----------------|
| Cash at bank | 7 | 522 | 128 |
| Units in Cash Management Trusts and Bills of | | | |
| Exchange | 7 | 644 | 6,990 |
| | | 1,166 | 7,118 |

RECONCILIATION OF OPERATING PROFIT AFTER INCOME TAX TO NET CASH PROVIDED BY OPERATING ACTIVITIES

| Operating profit after income tax: | 10,891 | 7,372 |
|---|--------|--------|
| Add/(less) non cash items: | | |
| Increase/(decrease) in Tax Payable | 48 | (314) |
| Capitalised interest | - | (56) |
| Write (Up)/Down of Trading Portfolio | (124) | (909) |
| Net cash provided by operating activities before changes in assets and liabilities | 10,815 | 6,093 |
| Change in assets and liabilities | es: | |
| (Increase)/decrease in prepayments | 1,188 | (174) |
| (Increase)/decrease in debtors | (262) | (176) |
| (Increase)/decrease in future income tax benefit | (156) | (27) |
| (Increase)/decrease in current investments | 385 | 4,716 |
| Increase/(decrease) in provision for deferred income tax | 38 | (18) |
| Increase/(decrease) in non current provisions | (3) | 80 |
| Increase/(decrease) in creditors | (29) | 15 |
| Net cash provided by operating activities | 11,976 | 10,509 |
| | | |

c) FINANCING FACILITIES

The Company's financing facilities are set out in note 13 of these Financial Statements

24. Earnings Per Share

| | 2004 \$'000 | 2003 \$'000 |
|---|----------------|----------------|
| Earnings used in the calculation of earnings per share before net gate on long term investments | | |
| | 10,891 | 7,372 |
| Basic earnings per share (¢ per share) | 10.9¢ | 7.4¢ |
| Weighted average number of ordinary shares used in the calculation of the basic earnings | | |
| per share | 99,891,283 | 98,957,217 |

There are no factors which would cause the diluted earnings per share to be different from the basic earnings per share.

25. Additional Financial Instruments Disclosure

INTEREST RATE RISK

2004

The Company's exposure to interest risk and the effective weighted average interest rate for classes of financial assets and financial liabilities which bear interest is set out below:

Floating Interest

| Financial Assets | | \$'000 |
|--------------------------------|------|----------------------|
| | 7 | 1 100 |
| Cash | / | 1,166 |
| Weighted average interest rate | | 4.15% |
| 2003 | Note | Floating Interest |
| | | Rate \$'000 |
| Financial Assets | | |
| Financial Assets Cash | 7 | |

Borrowings

On 28 June 2004 the Company entered a Multi-option Facility of \$35,000,000 with ANZ Banking Group Ltd of which \$25,000,000 is fixed within a range rate between 5.59 - 7.00% for a period of three years. The remaining \$10,000,000 is at a floating rate.

CREDIT RISK EXPOSURE

Credit risk represents the loss that would be recognised if counterparties failed to perform as contracted.

The Company minimises concentration of credit risk by undertaking transactions with a number of counterparties which are principally recognised banks or members of the Australian Stock Exchange.

25. Additional Financial Instruments Disclosure (continued)

NET FAIR VALUES OF FINANCIAL ASSETS AND LIABILITIES

Valuation Approach

Listed shares, convertible notes and redeemable preference shares are readily traded on organised markets in a standard form. The unlisted shares and options held by the Company are also readily traded on an organised market.

On Statement of Financial Position Financial Instruments

The net fair value of listed shares, convertible notes and redeemable preference shares are determined by valuing them at current quoted market closing prices at balance date. No adjustment for transaction costs necessary to realise the asset or settle the liability has been included as these are deemed to be immaterial. The net fair value of investments is set out in Note 9.

26. Events Subsequent to Reporting Date

For reporting periods beginning on or after 1 January 2005, the Company must comply with International Financial Reporting Standards (IFRS) as issued by the Australian Accounting Standards Board.

This financial report has been prepared in accordance with Australian accounting standards and other financial reporting requirements (Australian GAAP). The differences between Australian GAAP and IFRS identified to date as potentially having a significant effect on the company's financial performance and financial position are summarised below. The summary should not be taken as an exhaustive list of all the differences between Australian GAAP and IFRS. No attempt has been made to identify all disclosure, presentation or classification differences that would affect the manner in which transactions or events are presented.

The company has not quantified the effects of the differences discussed below. Accordingly, there can be no assurances that the company's financial performance and financial position as disclosed in this financial report would not be significantly different if determined in accordance with IFRS.

Regulatory bodies that promulgate Australian GAAP and IFRS have significant ongoing projects that could affect the differences between Australian GAAP and IFRS described below and the impact of these differences relative to the company's financial reports in the future. The potential impacts on the company's financial performance and financial position of the adoption of IFRS, including implementation costs which may be incurred, have not been quantified as at the transition date of 1 July 2004 due to the short timeframe between finalisation of the IFRS standards and the date of preparing this report. The impact on future years will depend on the particular circumstances prevailing in those years.

The key potential implications of the conversion to IFRS on the Company identified to date are as follows:

- The Company must recognise an additional deferred tax liability amount for the capital gains tax payable on unrealized gains in the investment portfolio. This liability will be offset against the unrealized gains on the investment portfolio recognized in the Asset Revaluation Reserve.
- Revaluation increments or decrements from prior years realised on disposal of investments (net of tax) will be included in the Net Profit of the Company. Previously these amounts were transferred directly from the Asset Revaluation Reserve to Retained Earnings.

Directors' Declaration

In the opinion of the directors of Diversified United Investment Limited:

- (a) the financial statements and notes, set out on pages 10 to 21 are in accordance with the Corporations Act 2001, including:
 - (i) giving a true and fair view of the financial position of the Company as at 30 June 2004 and of its performance, as represented by the results of its operations and its cash flows, for the year ended on that date; and
 - (ii) complying with Accounting Standards in Australia and the Corporations Regulations 2001; and
- (b) there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

Dated at Melbourne this 12th day of August 2004.

Signed in accordance with a resolution of the directors.

Charles Goode

Charles Tools.

Director

Independent Audit Report to the Members of **Diversified United Investment Limited**



Scope

The financial report and directors' responsibility

The financial report comprises the statement of financial position, statement of financial performance, statement of cash flows, accompanying notes to the financial statements and the directors' declaration set out on pages 10 to 22 for the year ended 30 June 2004.

The directors of the Company are responsible for the preparation and true and fair presentation of the financial report in accordance with the Corporations Act 2001. This includes responsibility for the maintenance of adequate accounting records and internal controls that are designed to prevent and detect fraud and error, and for the accounting policies and accounting estimates inherent in the financial report.

Audit approach

We conducted an independent audit in order to express an opinion to the members of the Company. Our audit was conducted in accordance with Australian Auditing Standards in order to provide reasonable assurance as to whether the financial report is free of material misstatement. The nature of an audit is influenced by factors such as the use of professional judgement, selective testing, the inherent limitations of internal control, and the availability of persuasive rather than conclusive evidence. Therefore, an audit cannot guarantee that all material misstatements have been detected.

We performed procedures to assess whether in all material respects the financial report presents fairly, in accordance with the Corporations Act 2001, Australian Accounting Standards and other mandatory financial reporting requirements in Australia, a view which is consistent with our understanding of the Company's financial position, and of their performance as represented by the results by their operations and cash flows.

We formed our audit opinion on the basis of these procedures, which included:

- examining, on a test basis, information to provide evidence supporting the amounts and disclosures in the financial
- assessing the appropriateness of the accounting policies and disclosures used and the reasonableness of significant accounting estimates made by the directors.

While we considered the effectiveness of management's internal controls over financial reporting when determining the nature and extent of our procedures, our audit was not designed to provide assurance on internal controls.

Independence

In conducting our audit, we followed applicable independence requirements of Australian professional ethical pronouncements and the Corporations Act 2001.

Audit opinion

In our opinion, the financial report of Diversified United Investment Limited is in accordance with:

- (a) the Corporations Act 2001, including:
 - (i) giving a true and fair view of the company's financial position as at 30 June 2004 and of their performance for the year ended on that date; and
 - (ii) complying with Accounting Standards in Australia and the Corporations Regulations 2001; and
- (b) other mandatory professional reporting requirements in Australia.

KPMC

KPMG

Don Pasquariello

Melbourne Partner 12 August 2004

Additional Information for the Australian Stock Exchange

Distribution of shareholders as at 31 July 2004.

Ordinary Shares

| Category Holders | Ordinary Shares | | | |
|------------------|-----------------|---------------|--------|--|
| <i>.</i> | Units | No of Holders | % | |
| 1 - 1,000 | 93,572 | 397 | 0.1% | |
| 1,001 - 5,000 | 2,253,876 | 732 | 2.3% | |
| 5,001 - 10,000 | 5,544,801 | 755 | 5.5% | |
| 10,001 - 100,000 | 21,586,004 | 905 | 21.5% | |
| 100,001 and over | 70,850,661 | 65 | 70.6% | |
| | 100,328,914 | 2,854 | 100.0% | |

There were 278 ordinary shareholders holding less than a marketable parcel (257 shares) at 31 July 2004.

Substantial Shareholders

The number of shares held by the substantial shareholders and their associates are set out below:

| Shareholder | Ordinary Shares |
|--|-----------------|
| The Myer Family Investments Pty Ltd | 15,956,371 |
| The Ian Potter Foundation Ltd, Dundee Trading Pty Ltd and Australian United Investment Company Limited | 19,153,590 |
| Perpetual Trustees Australia Ltd | 12,603,310 |

Voting Rights

At 31 July 2004 there were 2,854 holders of ordinary shares of the Company. All ordinary shares carry equal voting rights.

Additional Information for the Australian Stock Exchange

Top Twenty Shareholders

The number of shares held by the top twenty shareholders listed in the Company's register as at 31 July 2004 were:

| Shareholder | Ordinary | % Held |
|--|--|--|
| | Shares | |
| M F Custodians Ltd | 15,956,371 | 15.90 |
| The Ian Potter Foundation Ltd | 9,708,466 | 9.68 |
| RBC Global Services Australia Nominees Pty Ltd | 5,614,433 | 5.60 |
| Dundee Trading Pty Ltd | 5,140,329 | 5.12 |
| Australian Foundation Investment Company Ltd | 4,775,168 | 4.76 |
| Australian United Investment Company Ltd | 4,304,795 | 4.29 |
| Djerriwarrh Investments Ltd | 3,841,871 | 3.83 |
| National Nominees Limited | 3,094,247 | 3.08 |
| RBC Global Services Australia Nominees Pty Ltd | 2,534,626 | 2.53 |
| J P Morgan Nominees Australia Ltd | 1,360,004 | 1.36 |
| Mutual Trust Pty Ltd | 1,184,071 | 1.18 |
| Mr Charles Barrington Goode | 984,527 | 0.98 |
| Beta Gamma Pty Ltd (Walsh Street Super Fund A/C) | 899,115 | 0.90 |
| Mr Richard Raymond Hinds | 669,218 | 0.67 |
| Mr Daryl Albert Dixon & Mrs Katherine Dixon | 612,377 | 0.61 |
| Mr James Vincent Chester Guest | 472,343 | 0.47 |
| RBC Global Services Australia Nominees Pty Ltd | 457,816 | 0.46 |
| Glenshera Pty Ltd (Farm A/C) | 395,082 | 0.39 |
| Questor Financial Services Ltd | 389,921 | 0.39 |
| Primrose Properties Pty Ltd | 362,633 | 0.36 |
| | 62,757,413 | 62.56 |
| | M F Custodians Ltd The lan Potter Foundation Ltd RBC Global Services Australia Nominees Pty Ltd Dundee Trading Pty Ltd Australian Foundation Investment Company Ltd Australian United Investment Company Ltd Djerriwarrh Investments Ltd National Nominees Limited RBC Global Services Australia Nominees Pty Ltd J P Morgan Nominees Australia Ltd Mutual Trust Pty Ltd Mr Charles Barrington Goode Beta Gamma Pty Ltd (Walsh Street Super Fund A/C) Mr Richard Raymond Hinds Mr Daryl Albert Dixon & Mrs Katherine Dixon Mr James Vincent Chester Guest RBC Global Services Australia Nominees Pty Ltd Glenshera Pty Ltd (Farm A/C) Questor Financial Services Ltd | M F Custodians Ltd The lan Potter Foundation Ltd RBC Global Services Australia Nominees Pty Ltd Dundee Trading Pty Ltd Australian Foundation Investment Company Ltd Australian Foundation Investment Company Ltd Australian United Investment Company Ltd Australian United Investment Company Ltd Australian Nominees Limited RBC Global Services Australia Nominees Pty Ltd J P Morgan Nominees Australia Ltd Mutual Trust Pty Ltd Mr Charles Barrington Goode Beta Gamma Pty Ltd (Walsh Street Super Fund A/C) Mr Richard Raymond Hinds Mr Daryl Albert Dixon & Mrs Katherine Dixon Mr James Vincent Chester Guest RBC Global Services Australia Nominees Pty Ltd Glenshera Pty Ltd (Farm A/C) Questor Financial Services Ltd Primrose Properties Pty Ltd 35,914,433 15,916,433 15,926,331 15,927,514,433 15,916,433 15,926,331 |

Brokerage Paid

The amount of brokerage paid or charged to the Company during the financial year ended 30 June 2004 totalled \$143,990 (2003:\$75,296). None of that brokerage was paid to any stock or sharebroker, or any employee or nominee of any stock or sharebroker, who is an officer of the Company.

List of Investments as at 30 June 2004

| | Market Value \$ | 30/6/04 Units Held | % of Portfolio at Market Value | 30/6/03 Units Held |
|--|--------------------|-----------------------|--------------------------------------|-----------------------|
| Australian Equities | | | | |
| Oil & Gas | | | | |
| Woodside Petroleum Ltd | 15,003,000 | 900,000 | 6.0 | 900,000 |
| Containers & Packaging | | | | |
| Amcor Ltd | 2,613,750 | 375,000 | 1.1 | - |
| Metals & Mining | | | | |
| Alumina Ltd | 8,976,000 | 1,700,000 | 3.6 | 1,325,000 |
| BHP Billiton Ltd | 7,518,000 | 600,000 | 3.0 | - |
| Rio Tinto Ltd | 8,987,500 | 250,000 | 3.6 | 200,000 |
| WMC Resources Ltd | 4,920,000 | 1,000,000 | 2.0 | 1,325,000 |
| Paper & Forest Products | | | | |
| Paperlinx Ltd | - | - | - | 500,000 |
| Machinery | | | | |
| Crane Group Ltd | 1,798,000 | 200,000 | 0.7 | 150,000 |
| Trading Co & Distributors | | | | |
| Alesco Corporation Ltd | 3,993,000 | 605,000 | 1.6 | 555,936 |
| Commercial Services Supplies | | | | |
| Brambles Industries Ltd | 4,200,000 | 700,000 | 1.7 | 432,575 |
| Tempo Services Ltd | 1,500,000 | 1,500,000 | 0.6 | - |
| Transportation Infrastructure | | | | |
| Adsteam Marine | - | - | - | 1,000,000 |
| Macquarie Airports | 1,515,000 | 750,000 | 0.6 | - |
| Macquarie Communications Infrastructure Group | 1,840,000 | 500,000 | 0.7 | |
| Macquarie Infrastructure Group | 4,290,000 | 1,300,000 | 1.7 | |
| Transurban Group | 4,870,000 | 1,000,000 | 2.0 | 1,000,000 |
| Hotels Restaurants & Leisure | | | | |
| TAB Ltd | 4,920,000 | 1,000,000 | 2.0 | 1,000,000 |
| Tabcorp Holdings Ltd | 11,392,000 | 800,000 | 4.6 | 1,000,000 |
| Media | | | | |
| Amalgamated Holdings Ltd | - | - | - | 200,000 |
| Fairfax (John) Holdings Ltd | - | - | - | 250,000 |
| News Corporation Ltd (The) - Prefs | 3,539,417 | 301,227 | 1.4 | 257,510 |
| Southern Cross Broadcasting (Aust) Ltd | 8,260,000 | 700,000 | 3.3 | 500,000 |
| · | • | • | | * |

List of Investments as at 30 June 2004

| | Market Value \$ | 30/6/04 Units Held | % of Portfolio at Market Value | 30/6/03 Units Held |
|---|------------------------|-----------------------|--------------------------------------|-----------------------|
| Australian Equities (Continued) | | | | |
| Food & Drug Retailing | | | | |
| AWB Ltd | 1,386,000 | 300,000 | 0.6 | 200,000 |
| Foodland Associated Ltd | 7,200,000 | 400,000 | 2.9 | 250,000 |
| Beverages | | | | |
| Foster's Group Ltd | 4,248,000 | 900,000 | 1.7 | 1,700,000 |
| Health Care Equipment & Supplies | | | | |
| Compumedics Ltd | 270,000 | 1,000,000 | 0.1 | 1,000,000 |
| Resmed Inc | - | - | - | 100,000 |
| Health Care Providers & Services | | | | |
| Mayne Group Ltd | - | - | - | 2,344,000 |
| Biotechnology | | | | |
| CSL Ltd | 3,456,500 | 155,000 | 1.4 | 155,000 |
| Banks | | | | |
| ANZ Banking Group Ltd | 18,280,000 | 1,000,000 | 7.3 | 832,000 |
| Commonwealth Bank of Australia Ltd | 16,290,000 | 500,000 | 6.5 | 400,000 |
| National Australia Bank Ltd | 11,936,000 | 400,000 | 4.8 | 400,000 |
| St George Bank Ltd | 5,505,000 | 250,000 | 2.2 | - |
| Westpac Banking Corporation Ltd | 14,080,000 | 800,000 | 5.7 | 600,000 |
| Diversified Financials | | | | |
| OFM Investment Group Ltd | 525,760 | 248,000 | 0.2 | - |
| Perpetual Trustees Australia Ltd | 9,398,000 | 200,000 | 3.8 | 200,000 |
| Suncorp-Metway Ltd | 4,260,000 | 300,000 | 1.7 | 100,000 |
| Washington H Soul Pattinson & Company Ltd | 4,080,000 | 600,000 | 1.6 | 600,000 |
| Insurance | 4 000 000 | F00,000 | 0.7 | |
| AXA Asia Pacific Holdings Ltd IOOF Holdings Ltd | 1,680,000 1,440,000 | 500,000 300,000 | 0.7 0.6 | - |
| QBE Insurance Group Ltd | 11,520,000 | 900,000 | 4.6 | 900,000 |
| ape insurance droup eta | 11,320,000 | 900,000 | 4.0 | 300,000 |
| Real Estate | F F0F 000 | 2 500 000 | 0.0 | 2 000 000 |
| Australand Property Group Lend Lease Corporation Ltd | 5,565,000 | 3,500,000 | 2.2 | 2,000,000 269,000 |
| Westfield Holdings Ltd | 3,080,000 | 200,000 | 1.2 | 209,000 |
| Electronic Equipment | | | | |
| ERG Ltd def set | - | - | _ | 1,350,000 |
| Vision Systems Ltd | 2,670,000 | 3,000,000 | 1.1 | 3,000,000 |
| , | , , 0 | ,,-20 | | ,,000 |

List of Investments as at 30 June 2004

| | Market Value \$ | 30/6/04 Units Held | % of Portfolio at Market Value | 30/6/03 Units Held |
|--|--------------------|-----------------------|--------------------------------------|-----------------------|
| Australian Equities (Continued) Diversified Telecommunications Services | | | | |
| Telstra Corporation Ltd | 5,030,000 | 1,000,000 | 2.0 | 1,265,000 |
| Capital Goods Lemvest Ltd | - | - | - | 100,000 |
| Gas Utilities | | | | |
| Australian Gas Light Company Ltd | 7,278,000 | 600,000 | 2.9 | 600,000 |
| Total Australian Equities | 239,313,927 | | 96.0 | |
| Listed Property Trusts | | | | |
| AMP Industrial Trust | - | - | - | 1,400,000 |
| AMP Shopping Centre Trust | - | - | - | 500,000 |
| CFS Gandel Retail Trust | - | - | - | 325,000 |
| Deutsche Diversified Trust Deutsche Industrial Trust | - | - | - | 500,000 591,667 |
| Stockland Trust Group | - 1,554,000 | 300,000 | 0.6 | 300,000 |
| Westfield Trust | 4,851,000 | 1,100,000 | 2.0 | 1,100,000 |
| Total Listed Property Trusts | 6,405,000 | | 2.6 | |
| Australian Fixed Interest Converting Prefere | nce Shares | | | |
| Paper & Forest Products CPI Group Ltd 8% Non-Cum Cnv Pref | 249,000 | 300,000 | 0.1 | 300,000 |
| of Faroup Ltd 076 Nort-Gain Gilv Flet | 249,000 | 300,000 | 0.1 | 300,000 |
| Insurance AMP Res Pref Sec Trust 8.62% Res Cpref | - | - | - | 6,500 |
| <i>Media</i> Village Roadshow Ltd 'A' Class Pref | 2,055,000 | 1,500,000 | 0.8 | 2,000,000 |
| Real Estate Australand Holdings Ltd 8.5% Res Cpref | - | - | - | 35,000 |
| — Total Australian Fixed Interest | 2,304,000 | | 0.9 | |
| Cash & Bills of Exchange | 1,165,691 | | 0.5 | |
| = Total | 249,188,618 | | 100.0 | |
| = | | | | |