

Group Financial Highlights

FIVE YEAR PERFORMANCE AT A GLANCE

\$m	2012	2013	2014	2015	2016	% change
Aggregated revenue ¹	7,362.6	7,627.0	7,363.7	7,227.5	5,892.9	(18.5)
EBIT	537.9	527.0	428.2	87.1	128.9	48.0
EBIT margin	7.3%	6.9%	5.8%	1.2%	2.2%	1.0pp
Net profit after tax	353.2	322.1	249.1	(54.9)	23.5	-
Net profit margin	4.8%	4.2%	3.4%	(0.8%)	0.4%	1.2pp
Cash flow from operations	437.5	443.5	550.1	251.3	192.0	(23.6)
Return on equity	18.0%	16.2%	12.5%	9.2%	6.9%	(2.3pp)
Basic EPS normalized (cents) ²	152.7	137.8	108.5	(14.7)	16.3	-
Basic EPS (cents)	143.7	130.8	101.0	(22.2)	9.5	-
Dividends (cents per share)	91.0	92.5	85.0	56.0	0.0	(100.0)

¹ Aggregated revenue is defined as statutory revenue and other income plus share of revenue from associates less procurement services revenue at nil margin, interest income and net gain on revaluation of investments previously accounted for as equity accounted associates and joint operations. The directors believe the disclosure of revenue attributable to associates provides additional information in relation to the financial performance of the Group.

² Before amortization of intangibles including tax effect of amortization expense.

Aggregated revenue

\$5,892.9m

EBIT

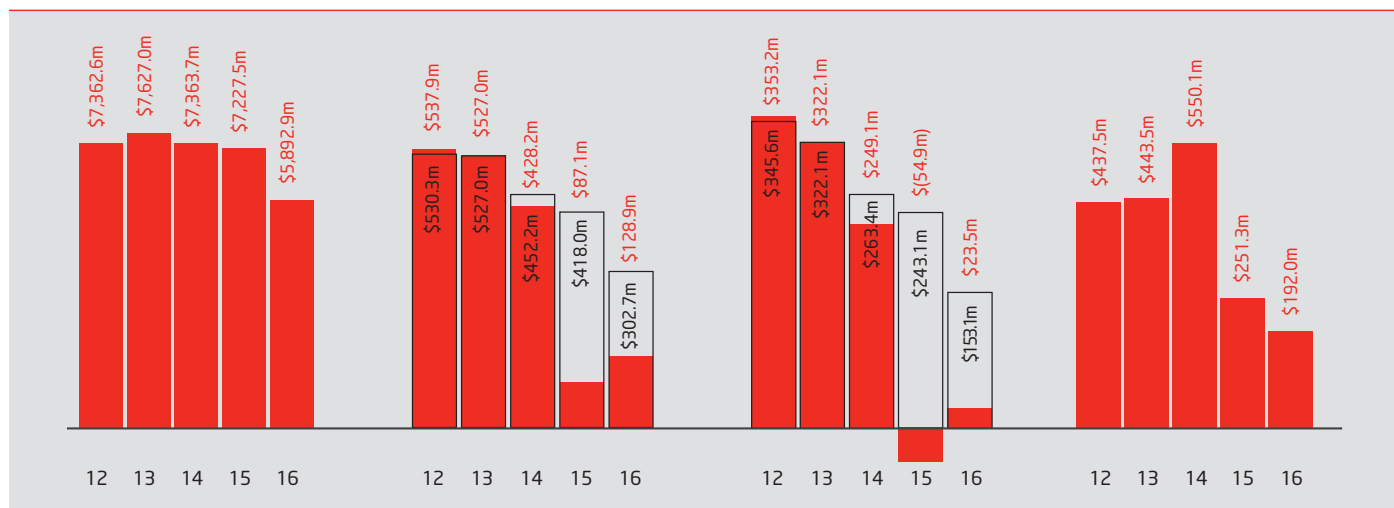
\$128.9m

Net profit after tax

\$23.5m

Cash flow from operations

\$192.0m



The result was earned on aggregated revenue of \$5,892.9m, a decrease of 18.5% on the \$7,227.5m reported in 2015.

EBIT for the year was \$128.9m, an increase of 48.0% on the \$87.1m reported in 2015.

Underlying EBIT, excluding restructuring and other costs, for the year was \$302.7m, a decrease of 27.6% on the \$418.0m reported in 2015.

The full year result for 2016 was \$23.5m compared with a net loss of \$54.9m reported in 2015.

Underlying NPAT, excluding restructuring and other costs, for the year was \$153.1m, a decrease of 37.0% on the \$243.1m reported in 2015.

Cash flow from operations was \$192.0m, a decrease of 23.6% on the \$251.3m reported in 2015.