



Analyst Presentation 2005

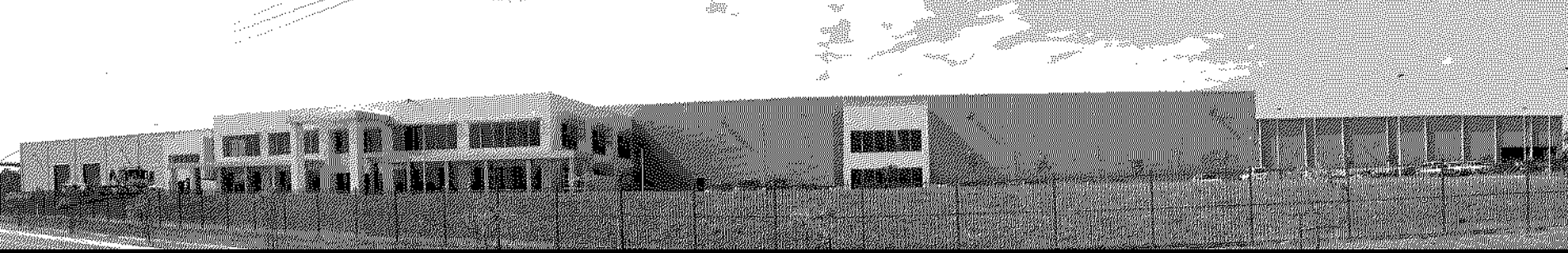
**Full Year Results
Year Ended 31 December 2004**





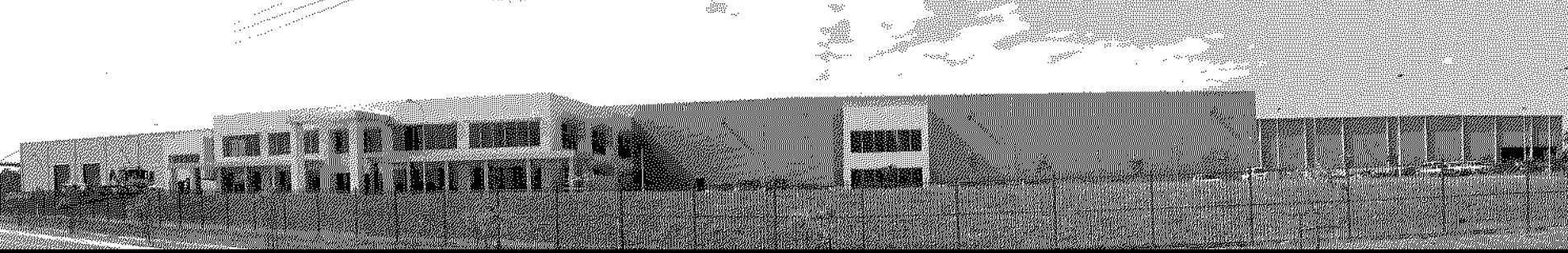
2004 Issues

- Capacity
- Bremer Delays
- Market Dynamics
- Product / Price Mix



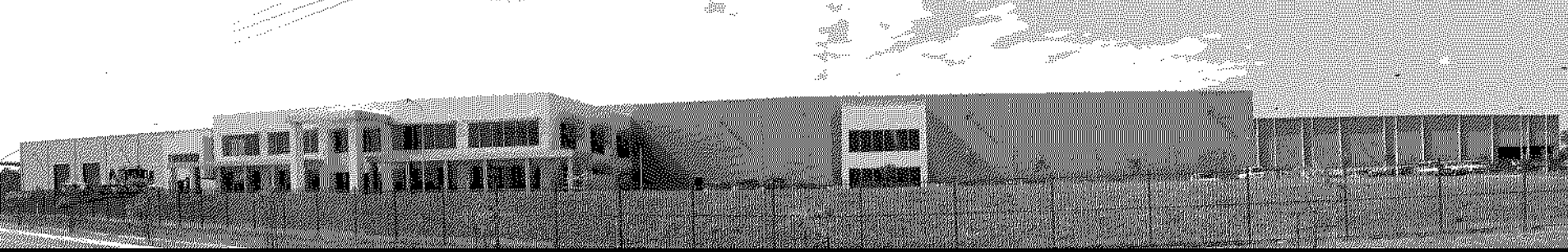
Capacity

- Minto closure – too early
- Qtr 4 capacity impacted
- Transition plan not well managed
- Mitigation plans in place for 2005



Bremer Delays

- Software issues impacted production
- Commissioning issues with Packaging lines and Aging Ovens
- Recruitment and training has been more complex than anticipated



Market Dynamics

- Imports continued to take market share
- LME increased in 2004 – time lag between cost increase and price recovery
- Import volume led to aggressive domestic pricing



Product / Customer Mix

- Sales mix skew towards lower margin larger customers
- Finishing margins low
- Capacity constraints resulted in stock outs in trade centres and warehouses



2005 Priorities

- Appoint CEO
- Complete Bremer
- East Coast closures
- Manage customer expectations
- Achieve budget milestones



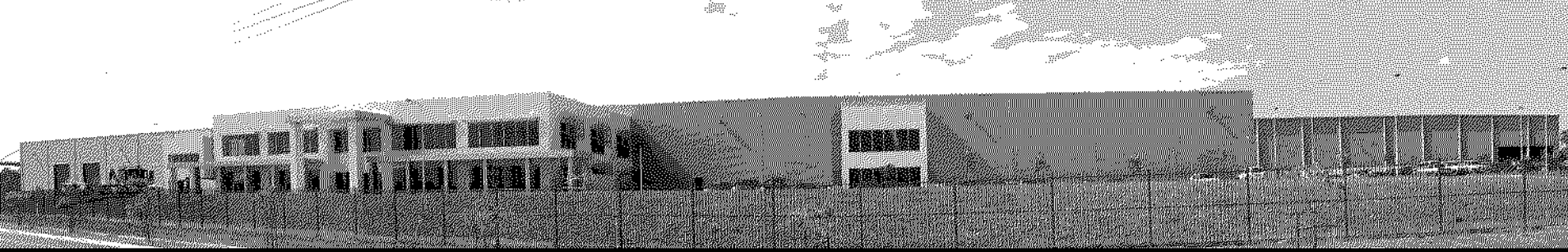
Appoint CEO

- Search agency appointed
- Long list being reviewed
- Anticipate appointment by June 05



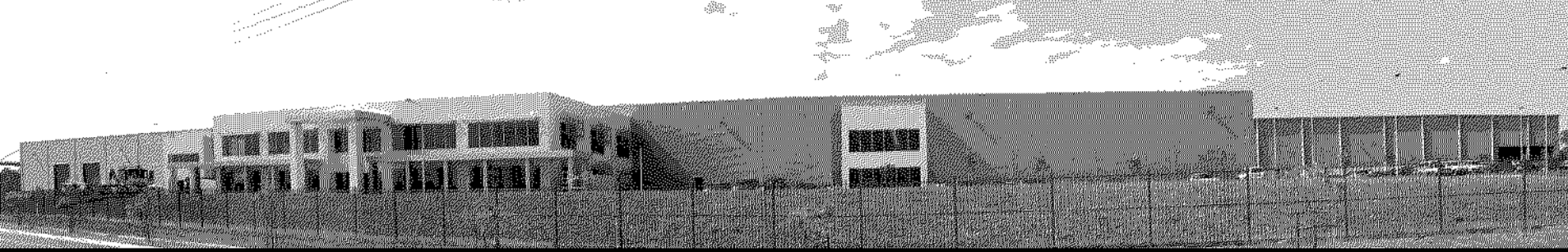
Complete Bremer

- B1 and B2 presses operational by May 05
- Anodising – March 05
- 2nd paintline – March 05
- Warehouse – progressively commissioned through to May 05
- Operational management separated from project management
- Recruitment and training program – completed by June 05



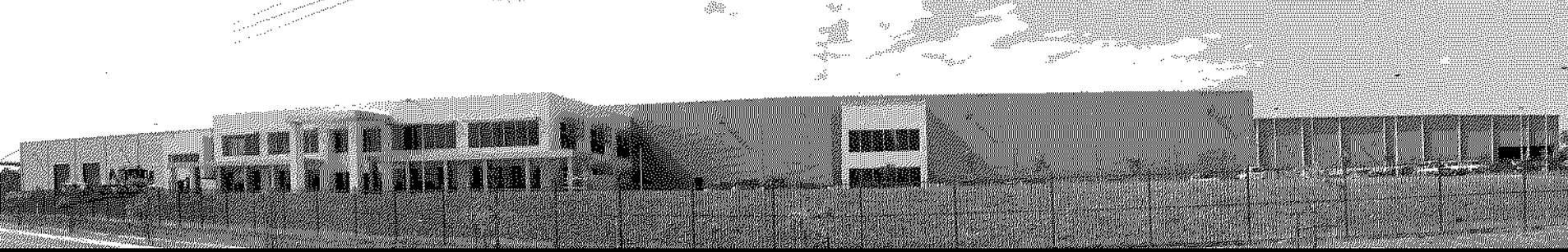
East Coast Closures

- Eagle Farm – closure extended to June 05
- Milperra – phased closure between April 05 – June 05
- Murrarie – closure complete by Feb 05



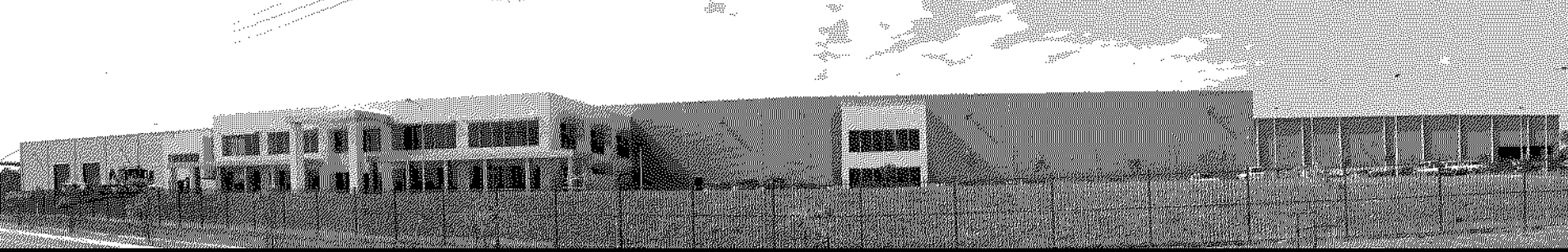
Manage Customer Expectations

- 1st Half 05 – DIFOT improvement
- 2nd Half 05 – begin to capitalise on the “Bremer service opportunity”



Achieve Budget Milestones

- Prudent budget has been set for 2005
- Critical for Capral to deliver on it's 2005 financial targets
- Company wide focus



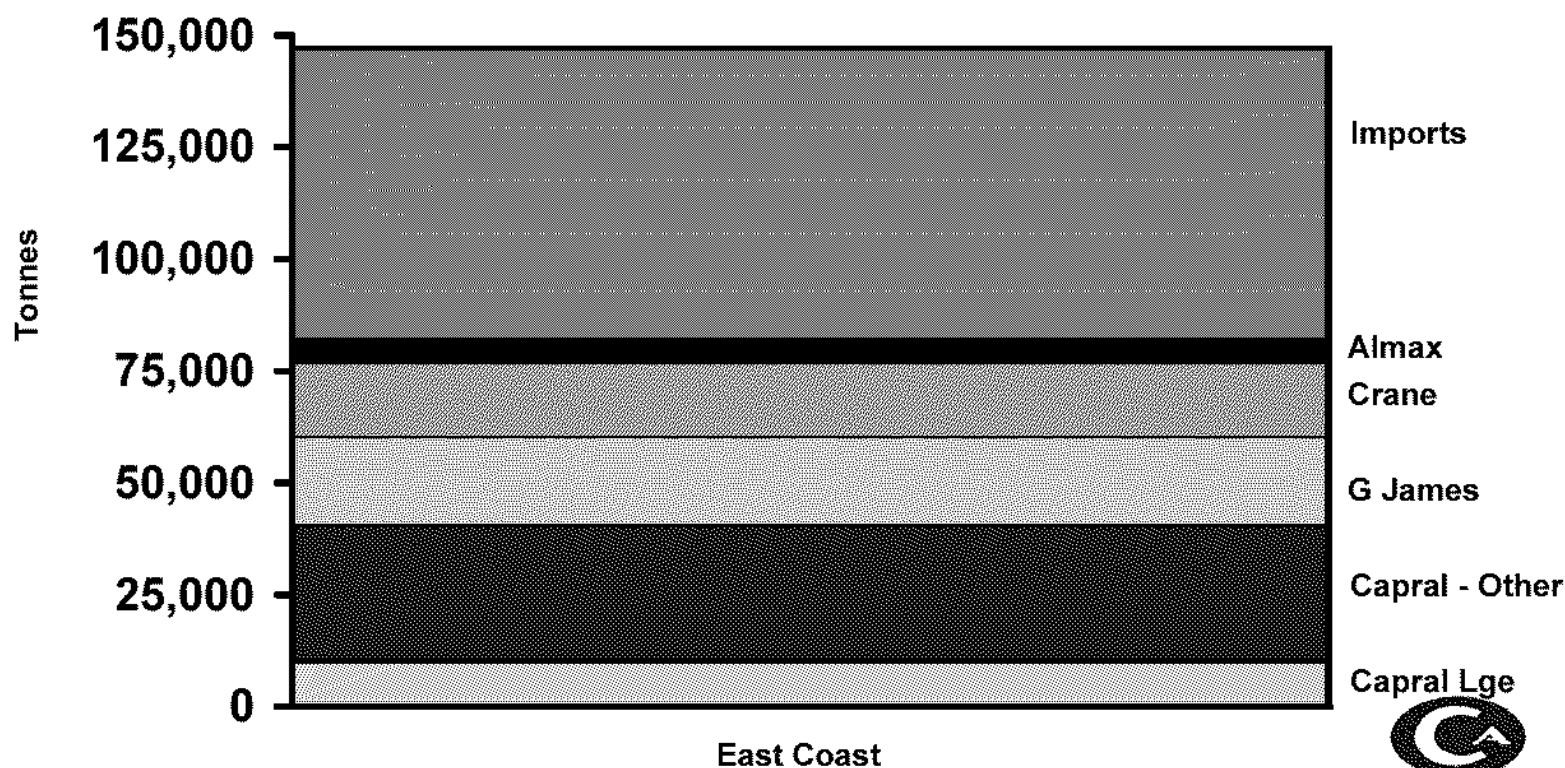
The Future - A New Capral

- Regional company structure
- Three manufacturing plants
- Complete service offering
- Systems driven
- Customer focus
- Step outs



Focussing on the East Coast market, the majority of extrusions are imported (~64,000 tonnes per annum)

Australian East Coast Extrusion Market by Manufacturer



Earnings Summary – Full Year December 2004

Revenue from operating activities
 Revenue from outside the operating activities
Total Revenue

EBITDA
 D&A
 EBIT
 Interest Expense
 (Loss) Before Taxation
 Taxation (Expense)/Benefit
(Loss) After Taxation

000s	
2004	2003
356,837	382,321
4,306	22,120
361,143	404,441
(30,222)	5,103
(12,412)	(12,173)
(42,634)	(7,070)
(726)	(595)
(43,360)	(7,665)
(27,591)	3,346
(70,951)	(4,319)



Underlying Performance – Full Year December 2004

Revenue from operating activities

Sales Revenue Australia - core business
Other (primarily scrap sales)

000's		
2004	2003	Better / (Worse)
	*	
322,696	347,577	(24,881)
34,141	34,744	(603)
356,837	382,321	(25,484)

EBIT

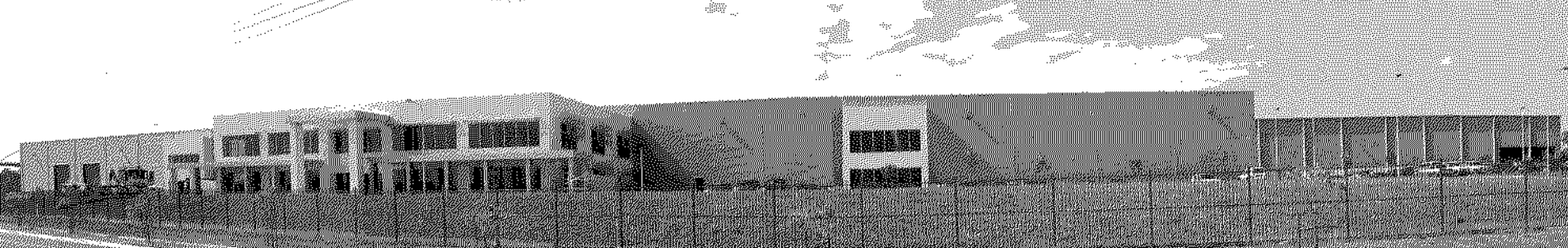
Significant non operating items :

Profit on sale of property, plant & equipment
Restructuring cost

000's		
2004	2003	Better / (Worse)
(42,634)	(7,070)	(35,564)
(709)	(2,367)	(1,658)
20,041	6,114	(13,927)
(23,302)	(3,323)	(19,979)

Underlying EBIT performance





Restructuring Cost

Redundancies
Bremer Operational Readiness
Additional Rent
Industrial Press Dies
Other

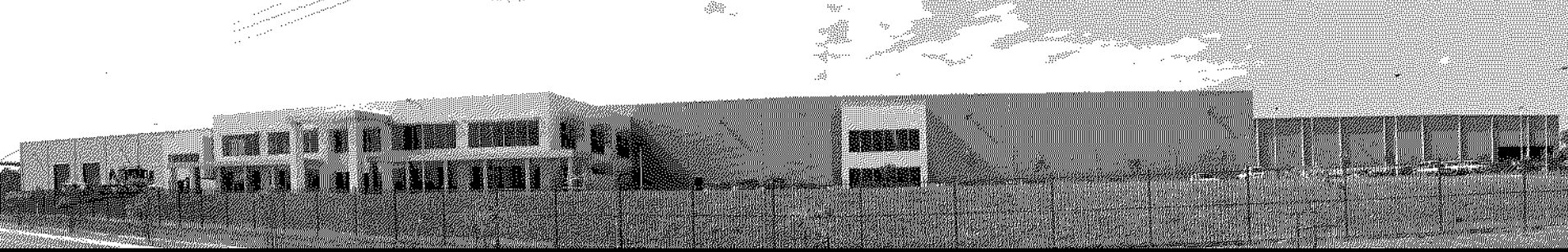
000s	
2004	2003
14,731	4,405
2,403	1,197
1,246	0
992	0
669	512
20,041	6,114



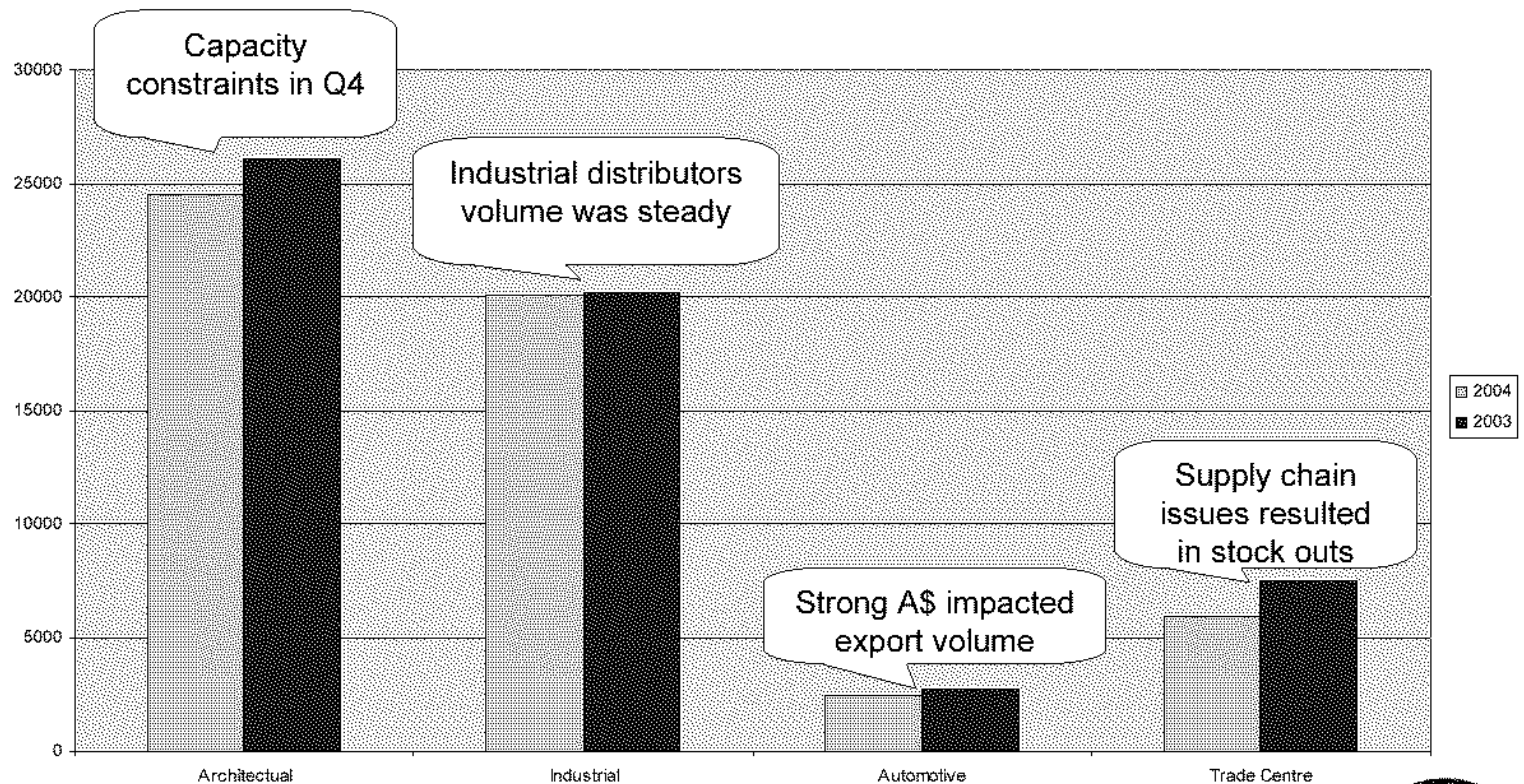
Year over Year EBIT – Full Year December 2004

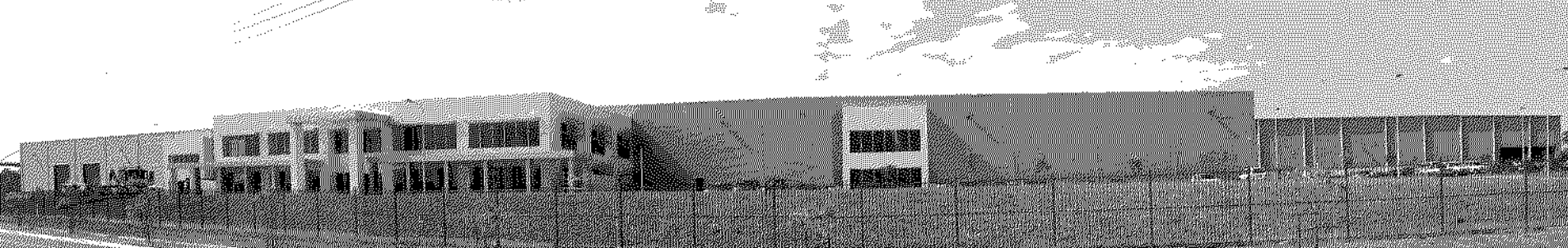
	000s
Underlying EBIT FY 03	(3,323)
Underlying EBIT FY 04	(23,302)
EBIT Variance	(19,979)

Volume/Mix	(12,872)
Bremer Manufacturing Variance	(4,481)
Campbellfield Manufacturing Variance	(5,230)
Overhead Reduction & Other Items	2,604
	(19,979)



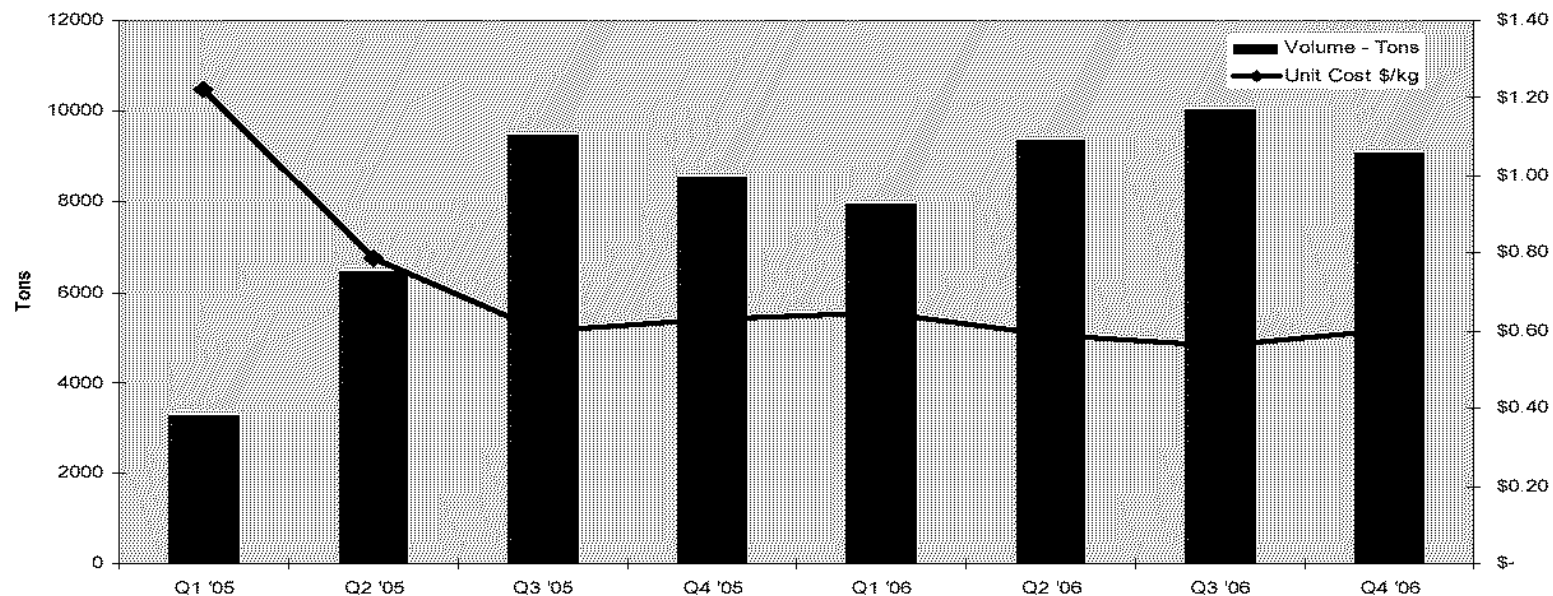
Volume by Segment 03 vs 04



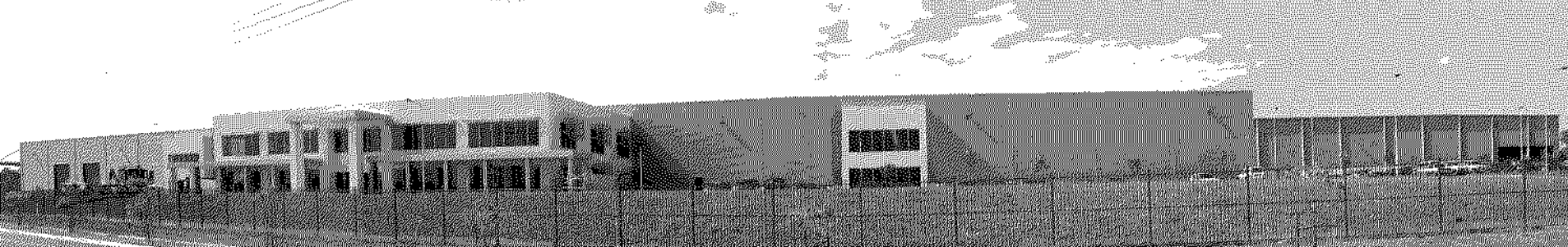


Bremer Park - Extrusion

Extrusion Volume & Unit Costs 2005 - 2006



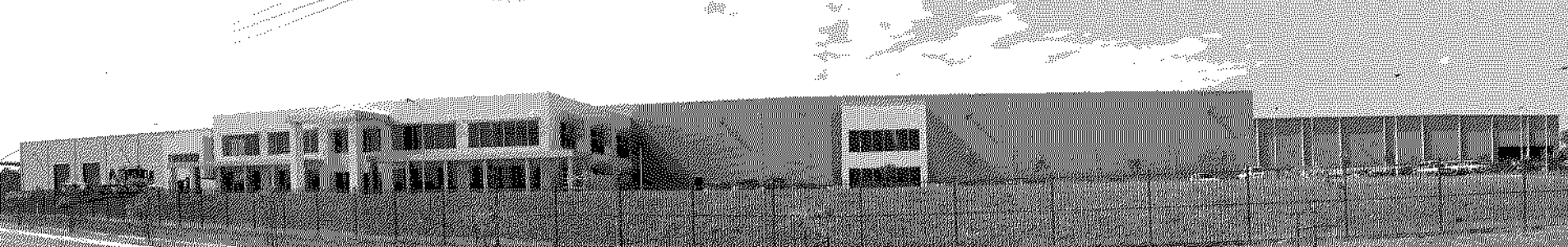
- Q2 2005 - Presses B1 & B2 operational
- Q3 2005 - All presses on 6 day 24 hrs pw roster
- Q2 2006 – Close to achieving production capability



Overhead Analysis – Full Year December 2004

Warehouse Overheads
Selling Expenses
Information Technology
Corporate Overheads

000's	
2004	2003
11,657	10,460
28,836	31,751
8,708	8,703
11,324	13,006
60,525	63,920



Headcount – Full Time Equivalents

	000s	
	2004	2003
Corporate	55	66
Manufacturing	640	744
Western Australia	107	108
Sales	156	216
Total	958	1,134
To exit on closure:		
Milperra	65	(all)
Eagle Farm	128	(most)
Murrarie	34	(most)

Balance Sheet

**Full Year
31 December 2004**

Current Assets & Liabilities

Cash	1,388	2,646
Receivables	52,989	61,687
Inventories	43,461	48,132
Payables	(57,772)	(54,274)
Borrowings	(26,121)	(10,881)
Provisions	(2,801)	(3,656)
Other	4,928	4,313
Total	16,072	47,967

Long Term Assets & Liabilities

Receivables	6,965	7,478
Tangible Fixed Assets	167,056	139,924
Intangible Assets	4,862	5,781
Deferred Tax Assets	205	31,024
Investments in associates	10,152	8,321
Deferred Tax Liabilities	0	(3,471)
Borrowings	(35,169)	(26,638)
Provisions	(570)	(1,104)
Total	153,501	161,315

Net Assets

Contributed Equity	156,446	124,664
Reserves	12,971	13,802
Retained Profits	156	70,816
Total Equity	169,573	209,282



Cash Flow – Full Year 31 December 2004

Net Cash (Outflow) from Operating Activities

Cash Flows from Investing Activities

Capital Expenditure

Proceeds from Sale of PP&E

Payments for Intangible Assets/Investments

Other Items

Net Cash (Outflow) from Investing Activities

Cash Flow from Financing Activities

Proceeds/(Repayment) of Debt

Share Issue

Dividends Paid

Net Cash Inflow from Financing Activities

Net Cash Outflow

000s	
2004 FY	2003 FY
(20,191)	(2,652)
(39,324)	(64,977)
3,452	19,720
0	(2,000)
44	856
(35,828)	(46,401)
21,826	21,632
31,782	24,917
(1,622)	(4,224)
51,986	42,325
(4,033)	(6,728)



Operating Working Capital Performance

(excluding Borrowings,
Cash & Taxation)

Current Assets

Receivables

Inventories

Other Current Assets

Current Liabilities

Payables

Other Provisions

Operating Working Capital

Movement – Year on Year

Decrease/(Increase)

000's		
2004 FY	2003 FY	2002 FY
52,989	61,687	59,708
43,461	48,132	47,797
4,928	4,313	3,361
(57,772)	(54,274)	(55,829)
(2,801)	(3,656)	(3,966)
40,805	56,202	51,071
15,397	(5,131)	





Major Capex Projects 2002-2004 - Summary

<i>\$m</i>	Budget	Total Spent to 31/12/04	Still to Spend	
Bremer Park	88.0	93.3	3.0	Capital Payments
			(3.5)	Still to be received
			(0.5)	
Campbellfield	21.8	21.7	0.1	Retentions on building
One System	8.0	8.7	0	
	117.8	123.7	(0.4)	