



**Fleetwood Corporation Limited**  
**ABN 69 009 205 261**

**Appendix 4D**  
**Half Year Ended 31 December 2006**

**Results for Announcement to the Market**

|                                                                      | <b>Change<br/>%</b> |    | <b>Amount<br/>\$'000</b> |
|----------------------------------------------------------------------|---------------------|----|--------------------------|
| Revenue from ordinary activities                                     | up 27%              | to | 158,542                  |
| Profit from ordinary activities after tax<br>attributable to members | up 25%              | to | 12,781                   |
| Net Profit attributable to members                                   | up 25%              | to | 12,781                   |

| <b>Dividends</b>                                                                | <b>Amount per<br/>security</b> | <b>Franked %<br/>per security</b> |
|---------------------------------------------------------------------------------|--------------------------------|-----------------------------------|
| Interim dividend                                                                | 9 ¢                            | 100%                              |
| Special dividend                                                                | 20 ¢                           | 100%                              |
| Total dividend for period                                                       | 29 ¢                           |                                   |
| Previous corresponding period                                                   | 28 ¢                           | 100%                              |
| Record date for determining entitlements to the interim and<br>special dividend | 19 February 2007               |                                   |
| Date the interim and special dividend is payable                                | 30 March 2007                  |                                   |

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## Preliminary Half Year Report Year Ending 31 December 2006

### Financial Overview

- Revenue up 27% to **\$159m**
- EBITDA up 23% to **\$23.6m**
- EBIT up 26% to **\$19.4m**
- Operating profit after tax up 25% to **\$12.8m**

### Review of Operations

The benefits of the strategic rationalisation of operations undertaken over the past 2 years have begun to positively impact earnings.

The rationalisation included;

- Expanding the Coromal and Windsor caravan manufacturing facilities
- Developing purpose built production facilities in Western Australia and Victoria for manufactured accommodation.
- Relocating Camec in New South Wales to new warehouse style premises.

The impact of the rationalisation on earnings will be more significant in future periods.

### Recreational Vehicles

Demand for caravans remains strong with Coromal and Windsor both having full order books going into the second half. Fleetwood caravan production volumes for the first half are up 8% compared to the previous corresponding period.

| \$ million  | 2006  | 2005  | % Chg |
|-------------|-------|-------|-------|
| Revenue     | 95.0  | 86.3  | 10.1% |
| EBIT        | 11.8  | 10.9  | 8.3%  |
| EBIT Margin | 12.4% | 12.6% |       |

Recruitment and training of personnel at Coromal and Windsor impacted productivity during the period, however availability and turnover of labour is expected to be more stable in the second half.

Camec as a major supplier to the RV industry continues to benefit from increased demand from manufacturers.



### Manufactured Accommodation

Demand for accommodation for resource projects and retirement villages continues to run at record levels and is expected to remain strong in the second half.

| \$ million  | 2006  | 2005  | % Chg |
|-------------|-------|-------|-------|
| Revenue     | 63.2  | 37.5  | 68.5% |
| EBIT        | 8.6   | 4.9   | 75.5% |
| EBIT Margin | 13.6% | 13.1% |       |

Occupancy rates at Searipple Village in Karratha remain above forecast mainly as a result of accommodation demand associated with the Woodside LNG 5 Project. Other projects in the region are also impacting accommodation demand and therefore high utilisation during the second half of the year is expected.

### Dividends

#### *Interim Dividend*

A fully franked interim dividend of 9 cents per share will be paid on 30 March 2007.

#### *Special Dividend*

In conjunction with the interim dividend a fully franked special dividend of 20 cents per share will be paid on 30 March 2007.

Subject to ongoing profitability, acquisition opportunities and market conditions, it is the directors' intention to pay a special dividend of 20 cents per share with each interim and final dividend during the next 18 months; i.e. further special dividends of 60 cents per share.

#### *Dividend Reinvestment Plan*

The Company's dividend reinvestment plan will be available for the purpose of this dividend. Shares will be issued at a 2.5% discount to the weighted average market price at the record date. The last date for receipt of an election notice for participation in the plan is 19 February 2007.

Shares issued under the Plan will be entitled to any future special dividend payments.

### Outlook

With the completion of its strategic rationalisation Fleetwood is now able to focus on core business activities in the Retirement, Recreation and Resource sectors and therefore we remain confident about future earnings and growth potential.

A handwritten signature in black ink that reads "Greg Tate".

Greg Tate  
Managing Director  
7 February 2007



**Fleetwood Corporation Limited**  
ABN 69 009 205 261

**Preliminary Half Year Financial Report**

**31 December 2006**

**Fleetwood Corporation Limited**  
**Consolidated Income Statement**  
**Half Year Ended 31 December 2006**



|                                                                            | 2006           | 2005           |
|----------------------------------------------------------------------------|----------------|----------------|
|                                                                            | \$ '000        | \$ '000        |
| Sale of goods                                                              | 144,961        | 113,657        |
| Rentals                                                                    | 12,897         | 9,913          |
| Interest                                                                   | 315            | 370            |
| Profit on sale of non-current assets                                       | 369            | 633            |
| <b>Revenue</b>                                                             | <b>158,542</b> | <b>124,573</b> |
| Materials used                                                             | (84,499)       | (59,228)       |
| Sub-contract costs                                                         | (11,953)       | (8,931)        |
| Employee benefits expense                                                  | (26,745)       | (24,899)       |
| Operating leases                                                           | (2,698)        | (2,454)        |
| Other expenses                                                             | (9,043)        | (9,923)        |
| Profit before interest, tax, depreciation and amortisation <b>(EBITDA)</b> | <b>23,604</b>  | <b>19,138</b>  |
| Depreciation and amortisation                                              | (4,189)        | (3,717)        |
| Profit before interest and tax <b>(EBIT)</b>                               | <b>19,415</b>  | <b>15,421</b>  |
| Finance costs                                                              | (1,113)        | (962)          |
| <b>Profit before income tax expense</b>                                    | <b>18,302</b>  | <b>14,459</b>  |
| Income tax expense                                                         | (5,521)        | (4,217)        |
| <b>Profit attributable to members of the parent entity</b>                 | <b>12,781</b>  | <b>10,242</b>  |
| <b>Earnings Per Share</b>                                                  |                |                |
| Basic earnings per share (cents)                                           | 26.2           | 21.9           |
| Diluted earnings per share (cents)                                         | 26.0           | 21.8           |

**Fleetwood Corporation Limited**  
**Consolidated Balance Sheet**  
**As at 31 December 2006**



|                                      | 31 Dec<br>2006<br>\$ '000 | 30 June<br>2006<br>\$ '000 |
|--------------------------------------|---------------------------|----------------------------|
| <b>Current assets</b>                |                           |                            |
| Cash and cash equivalents            | 4,762                     | 10,490                     |
| Trade and other receivables          | 38,436                    | 37,305                     |
| Inventories                          | 41,077                    | 37,506                     |
| Other financial assets               | -                         | 35                         |
| <b>Total current assets</b>          | <b>84,275</b>             | <b>85,336</b>              |
| <b>Non-current assets</b>            |                           |                            |
| Trade and other receivables          | 107                       | 96                         |
| Property, plant and equipment        | 65,080                    | 67,063                     |
| Intangible assets                    | 32,626                    | 32,237                     |
| <b>Total non-current assets</b>      | <b>97,813</b>             | <b>99,396</b>              |
| <b>Total assets</b>                  | <b>182,088</b>            | <b>184,732</b>             |
| <b>Current liabilities</b>           |                           |                            |
| Trade and other payables             | 38,988                    | 34,018                     |
| Interest bearing liabilities         | -                         | 33,000                     |
| Tax liabilities                      | 1,413                     | 889                        |
| Provisions                           | 2,577                     | 2,536                      |
| Other financial liabilities          | 20                        | -                          |
| <b>Total current liabilities</b>     | <b>42,998</b>             | <b>70,443</b>              |
| <b>Non-current liabilities</b>       |                           |                            |
| Interest bearing liabilities         | 21,000                    | -                          |
| Deferred tax liabilities             | 1,604                     | 1,675                      |
| Provisions                           | 2,113                     | 1,895                      |
| <b>Total non-current liabilities</b> | <b>24,717</b>             | <b>3,570</b>               |
| <b>Total liabilities</b>             | <b>67,715</b>             | <b>74,013</b>              |
| <b>Net assets</b>                    | <b>114,373</b>            | <b>110,719</b>             |
| <b>Equity</b>                        |                           |                            |
| Issued capital                       | 90,088                    | 83,735                     |
| Reserves                             | (214)                     | (451)                      |
| Retained earnings                    | 24,499                    | 27,435                     |
| <b>Total equity</b>                  | <b>114,373</b>            | <b>110,719</b>             |

**Fleetwood Corporation Limited**  
**Consolidated Statement of Recognised Income and Expense**  
**Half Year Ended 31 December 2006**



|                                                                           | 2006<br>\$ '000 | 2005<br>\$ '000 |
|---------------------------------------------------------------------------|-----------------|-----------------|
| Exchange differences taken to equity on translation of foreign operations | 237             | -               |
| <b>Net income recognised directly in equity</b>                           | <b>237</b>      | <b>-</b>        |
| Profit for the period                                                     | 12,781          | 10,242          |
| <b>Total recognised income and expense for the period</b>                 | <b>13,018</b>   | <b>10,242</b>   |

**Fleetwood Corporation Limited**  
**Consolidated Cash Flow Statement**  
**Half Year Ended 31 December 2006**



|                                                                                     | 2006<br>\$ '000 | 2005<br>\$ '000 |
|-------------------------------------------------------------------------------------|-----------------|-----------------|
| <b>Cash flows from operating activities</b>                                         |                 |                 |
| Receipts in the course of operations                                                | 173,158         | 136,059         |
| Payments in the course of operations                                                | (150,322)       | (124,539)       |
| Interest received                                                                   | 316             | 370             |
| Income taxes paid                                                                   | (5,067)         | (9,553)         |
| Finance costs                                                                       | (1,113)         | (962)           |
| <b>Net cash provided by operating activities</b>                                    | <b>16,972</b>   | <b>1,375</b>    |
| <b>Cash flows from investing activities</b>                                         |                 |                 |
| Proceeds from sale of property, plant and equipment                                 | 2,187           | 5,765           |
| Acquisition of property, plant and equipment                                        | (3,343)         | (3,478)         |
| <b>Net cash (used in) provided by investing activities</b>                          | <b>(1,187)</b>  | <b>2,287</b>    |
| <b>Cash flows from financing activities</b>                                         |                 |                 |
| Proceeds from issue of shares                                                       | 644             | 905             |
| Proceeds from borrowings                                                            | -               | 7,500           |
| Repayment of borrowings                                                             | (12,000)        | -               |
| Dividends paid                                                                      | (10,221)        | (10,057)        |
| <b>Net cash used in financing activities</b>                                        | <b>(21,577)</b> | <b>(1,652)</b>  |
| <b>Net (decrease) increase in cash held</b>                                         | <b>(5,792)</b>  | <b>2,010</b>    |
| <b>Cash and cash equivalents at the beginning of the financial year</b>             | <b>10,490</b>   | <b>3,506</b>    |
| Effects of exchange rate changes on the balance of cash held in foreign currencies. | 64              | 12              |
| <b>Cash and cash equivalents at the end of the period</b>                           | <b>4,762</b>    | <b>5,528</b>    |

**Fleetwood Corporation Limited**  
**Notes to the Financial Statements**  
**Half Year Ended 31 December 2006**



**1. Issued capital**

Issued and paid-up capital

49,297,232 (30 June 2006: 48,312,429) ordinary shares, fully paid.

On 31 October 2006, 824,268 (31 October 2005: 752,666) shares were issued at a price of \$6.38 per share pursuant to the Company's Dividend Reinvestment Plan.

During the period 160,535 (2005: 281,444) shares were issued as a result of the exercise of options pursuant to the Employee Share Option Plan and Executive Share Option Plan.

**2. Dividends**

During the period, a final dividend of 12.5 cents and a special dividend of 20 cents per share was paid for the year ended 30 June 2006.

During the year 824,268 shares were issued pursuant to the Dividend Reinvestment Plan.

|                           | 2006            |               | 2005            |               |
|---------------------------|-----------------|---------------|-----------------|---------------|
|                           | Cents per share | \$ '000       | Cents per share | \$ '000       |
| <b>Recognised amounts</b> |                 |               |                 |               |
| Final dividend            | 12.5            | 6,058         | 12.0            | 5,580         |
| Special dividend          | 20.0            | 9,692         | 20.0            | 9,300         |
|                           | <b>32.5</b>     | <b>15,750</b> | <b>32.0</b>     | <b>14,880</b> |

The last date for receipt for an election notice for participation in the Dividend Reinvestment Plan is 19 February 2007.

**3. Segment information**

|                                            | Segment Revenue |                 | Depreciation and Amortisation |                 | Segment Results (EBIT) |                 |
|--------------------------------------------|-----------------|-----------------|-------------------------------|-----------------|------------------------|-----------------|
|                                            | 2006<br>\$ '000 | 2005<br>\$ '000 | 2006<br>\$ '000               | 2005<br>\$ '000 | 2006<br>\$ '000        | 2005<br>\$ '000 |
| Recreational Vehicles                      | 95,029          | 86,270          | 1,634                         | 1,180           | 11,781                 | 10,870          |
| Manufactured Accommodation                 | 63,181          | 37,500          | 2,417                         | 2,419           | 8,595                  | 4,887           |
| Unallocated                                | 332             | 803             | 138                           | 118             | (961)                  | (336)           |
|                                            | <b>158,542</b>  | <b>124,573</b>  | <b>4,189</b>                  | <b>3,717</b>    | <b>19,415</b>          | <b>15,421</b>   |
| Finance costs                              |                 |                 |                               |                 | (1,113)                | (962)           |
| <b>Profit before income tax expense</b>    |                 |                 |                               |                 | <b>18,302</b>          | <b>14,459</b>   |
| Income tax expense                         |                 |                 |                               |                 | (5,521)                | (4,217)         |
| <b>Profit from continuing operations</b>   |                 |                 |                               |                 | <b>12,781</b>          | <b>10,242</b>   |
| <b>4. Net tangible assets per security</b> |                 |                 |                               |                 |                        |                 |
| Net tangible assets per security           |                 |                 |                               |                 | <b>\$1.66</b>          | <b>\$1.64</b>   |

**5. Information on audit review**

This preliminary half year report is based on accounts that are in the process of being reviewed.