

## **CONCEPT SPORTS LIMITED**

### **Chairman's Address – Annual General Meeting, 25<sup>th</sup> November, 2005**

The financial performance of Concept Sports Ltd. in recording a total loss of \$2,971,252 for the six month period ending 30<sup>th</sup> June, 2004, was extremely disappointing.

Shareholders are no doubt well aware of the Company's failure to meet its prospectus forecasts for the six month period ending 30<sup>th</sup> June, 2004, which was previously announced to the ASX.

While our Managing Director, Mr. Gary March, will provide more detailed comment on individual areas of the business, the deterioration of our financial performance can be summarized as follows :-

#### **Australian Business**

While the event business operated to revenue expectations the company's wholesale business failed to achieve forecast revenues and earnings mainly due to poor performance in some American Sport, AFL Football Club and NRL Football licences.

Although the company has restructured its sales division and continued to develop its forward ordering system, sales in American Sport licences have continued to be below forecast.

#### **Euro 2004 – Portugal**

The revenue of the Euro 2004 soccer tournament which was a major event for the company, failed to meet expectations. The Directors believe this was in part attributable to the early elimination of the majority of the popular teams resulting in reduced expenditure at the company's merchandise outlets.

#### **International Motor Sports**

The early part of the company's first season selling merchandise at all Grand Prix events and distributing to retail outlets around the world, did not meet expectations.

The event and wholesale business for International Motor Sport has shown pleasing signs of improvement since July.

#### **Further Initiatives**

The company has undertaken the following initiatives to assist the improvement of its overall performance.

An independent review of the company's financial position by Deloitte in September, and plans for a further up-date by Deloitte in December.

Employment of an experienced CFO, Mr. Toby Stebbens, who in a short time has significantly strengthened the financial management of the company.  
Re-structure of the company's wholesale sales division and close monitoring by the Board of licences under-performing to forecast.  
Continuing review of the risk assessment procedures of the company in commercial evaluation of each event and licence.

I need to also make comment on speculation regarding a potential class action against the company.

The company has not received any notifications regarding this matter.

I should however point out that while the recent speculation is having some impact on the day-to-day running of the company, the Directors and Management will continue to take every positive action to improve the operations of the business.

The Directors and the Management understand that the task of recovery of the operations is very challenging and more work needs to be done in improving the revenue opportunities for the company and implementing further efficiencies to improve the company's overall cost structure.

I now hand you over to our Managing Director, Mr. Gary March who will elaborate on some of these areas.