

# **Industrea Limited**

## **Appendix 4E**

### **ASX Preliminary Final Report**

#### **30 June 2010**

Lodged with the ASX under Listing Rule 4.3A

This report is based on the Financial Report which is in the process of being audited

## **Contents**

<b>Results for Announcement to the Market.....</b>	<b>2</b>
<b>Full Year Comparison .....</b>	<b>2</b>
<b>Dividends .....</b>	<b>2</b>
<b>Significant Dates .....</b>	<b>2</b>
<b>Consolidated Statement of Comprehensive Income.....</b>	<b>3</b>
<b>Consolidated Statement of Financial Position.....</b>	<b>4</b>
<b>Consolidated Statement of Changes in Equity.....</b>	<b>5</b>
<b>Consolidated Statement of Cash Flows .....</b>	<b>6</b>
<b>Notes to Financial Information.....</b>	<b>7</b>
<b>Compliance Statement.....</b>	<b>19</b>

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## Results for Announcement to the Market

### Summary of Financial Information

The Board of Industrea Limited (“the Group”) announced today consolidated group revenue of \$313.2 million, and an adjusted net profit after tax of \$49.1 million. This compares to the previous year which reported consolidated group revenue of \$259.5 million and a comparative adjusted net profit after tax of \$45.4 million. Adjusted net profit after tax represents underlying profit after tax pre non-cash amortisation of intangible assets, unrealised movements on interest rate hedging instruments and significant non-recurring items, refer note 14.

Net profit attributable to members increased by 305% to \$62.0 million for the 12 months ended 30 June 2010.

	12 Months ended 30 June 2010 \$'000	12 Months ended 30 June 2009 \$'000	Increase %
<b>Full Year Comparison</b>			
Revenue from ordinary activities	313,234	259,463	21%
Adjusted net profit after tax*	49,124	45,447	8%
Net profit for the period attributable to members	61,976	15,316	305%
Adjusted Basic EPS**	5.29 cents	5.38 cents	(2)%
<b>Dividends</b>			
	Amount per security		Franked amount per security
Current period:	1.0 cents		100%
Final dividend (payable 5 November 2010)	0.3 cents		100%
Interim dividend (paid 26 March 2010)			
Previous corresponding period:	1.0 cents		100%
Final dividend (paid 23 October 2009)	0.25 cents		100%
Interim dividend (paid 27 March 2009)			
<b>Dividend Dates</b>			
Ex dividend date			11 October 2010
Record date			14 October 2010
Payment date			5 November 2010
<b>Dividend Reinvestment Plan</b>			
The Industrea Dividend Reinvestment Plan (DRP) is in operation and the recommended final dividend of 1 cent per share qualifies. Participating shareholders will be entitled to be allotted the number of shares (rounded to the nearest cent) which the cash dividend would purchase at the relevant issue price. The relevant issue price will be at a 5% discount to the market price (calculated as the average of the daily volume weighted average market price rounded to the nearest cent of all shares in the Company sold on ASX during the 5 trading days commencing 2 trading days after the Record Date in respect of the relevant Dividend). The final time for receipt of an election notice for participation in the DRP is 5pm 11 October 2010. Shares issued under the DRP will rank equally with existing ordinary shares.			

\*Adjusted net profit after tax – net profit after tax pre non-cash amortisation of intangible assets, unrealised movements on interest rate hedging instruments, and significant non-recurring items as detailed in Note 14.

\*\*Adjusted basic EPS – basic earnings per share on Adjusted net profit after tax

### Significant Dates

	Date
Annual General Meeting*	12 November 2010
Annual Report and Notice of Proxy Mailed	11 October 2010

\* The Annual General Meeting will be held in the Edinburgh Room, Brisbane Club, 241 Adelaide Street, Brisbane, Queensland at 10.00 a.m.

**Consolidated Statement of Comprehensive Income**  
**STATEMENT OF COMPREHENSIVE INCOME**  
**INDUSTREA LIMITED AND ITS CONTROLLED ENTITIES**  
**FOR THE YEAR ENDED 30 JUNE 2010**

	Notes	Consolidated	
		2010 \$'000	2009 \$'000
<b>Revenue</b>	<b>2</b>	<b>313,234</b>	259,463
Cost of sales		(152,657)	(113,196)
Employee benefits expense		(34,801)	(34,208)
Depreciation and amortisation expenses	<b>3</b>	<b>(24,008)</b>	(18,379)
Amortisation - customer contract intangible assets		(13,059)	(17,746)
Impairment - customer contract intangible assets		-	(17,185)
Bad & doubtful debts		(62)	(486)
Consultants fees		(1,139)	(703)
Finance costs	<b>3</b>	<b>(16,452)</b>	(15,566)
Amortisation – finance costs		(3,389)	(2,598)
Amortisation - equity component of convertible bonds		(4,900)	(2,989)
Movement in fair value of interest rate swap agreement		3,327	(5,124)
Insurance costs		(1,740)	(1,321)
Legal fees		(500)	(610)
Rental and property related costs		(2,948)	(1,914)
Telephone costs		(584)	(390)
Repairs and maintenance		(262)	(393)
Travel costs		(2,587)	(2,044)
Other expenses		(3,873)	(2,943)
<b>Profit before income tax expense</b>		<b>53,600</b>	21,668
Income tax (expense)/benefit	<b>4</b>	<b>8,376</b>	(6,352)
<b>Profit after income tax expense</b>		<b>61,976</b>	15,316
<b>Other comprehensive income</b>			
Movement in fair value of cash flow hedges - foreign exchange		(5,910)	6,307
Income tax attributable to other comprehensive income		1,773	(1,892)
<b>Total comprehensive income for the year attributable to members</b>		<b>57,839</b>	19,731
		<b>Cents</b>	<b>Cents</b>
Basic earnings per share	<b>13</b>	6.67	1.81
Diluted earnings per share	<b>13</b>	6.09	1.83

The above Consolidated Statement of Comprehensive Income should be read in conjunction with the accompanying notes.

**Consolidated Statement of Financial Position**  
**STATEMENT OF FINANCIAL POSITION**  
**INDUSTREA LIMITED AND ITS CONTROLLED ENTITIES**  
**AS AT 30 JUNE 2010**

	Notes	Consolidated	
		2010	2009
		\$'000	\$'000
<b>Current Assets</b>			
Cash and cash equivalents		9,187	22,004
Trade and other receivables	5	67,138	44,973
Work in progress and accrued profit		30,630	18,126
Inventories		22,914	24,283
Financial assets at fair value through profit or loss		43	399
Derivatives	6	398	6,307
Other assets		701	399
<b>Total Current Assets</b>		<b>131,011</b>	<b>116,491</b>
<b>Non-Current Assets</b>			
Trade and other receivables		149	112
Property, plant and equipment	7	181,368	143,095
Deferred tax assets		14,912	3,677
Intangible assets	8	177,752	191,043
<b>Total Non-Current Assets</b>		<b>374,181</b>	<b>337,927</b>
<b>Total Assets</b>		<b>505,192</b>	<b>454,418</b>
<b>Current liabilities</b>			
Trade and other payables	9	37,456	35,953
Financial liabilities	10	45,634	17,685
Convertible bonds - fair value		38,898	-
Provision for income tax		8,036	13,520
Short term provisions		1,483	920
Vendor liability	16	10,000	15,913
<b>Total Current Liabilities</b>		<b>141,507</b>	<b>83,991</b>
<b>Non-Current Liabilities</b>			
Deferred tax liabilities		19,341	10,413
Financial liabilities	10	101,534	112,275
Convertible bonds - fair value		-	68,766
Vendor liability		-	10,000
Derivatives		2,767	6,094
<b>Total Non-Current Liabilities</b>		<b>123,642</b>	<b>207,548</b>
<b>Total Liabilities</b>		<b>265,149</b>	<b>291,539</b>
<b>Net Assets</b>		<b>240,043</b>	<b>162,879</b>
<b>Equity</b>			
Issued capital		148,160	116,282
Reserves		7,358	11,773
Retained earnings		84,525	34,824
<b>Total Equity</b>		<b>240,043</b>	<b>162,879</b>

The Consolidated Statement of Financial Position should be read in conjunction with the accompanying notes.

**Consolidated Statement of Changes in Equity**  
**STATEMENT OF CHANGES IN EQUITY**  
**INDUSTREA LIMITED AND ITS CONTROLLED ENTITIES**  
**FOR THE YEAR ENDED 30 JUNE 2010**

Note	Issued capital	Treasury shares	Retained earnings	Options reserve	Hedge reserve	Total
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
<b>Balance at 01 July 2009</b>	<b>116,282</b>	<b>(445)</b>	<b>34,824</b>	<b>7,803</b>	<b>4,415</b>	<b>162,879</b>
Profit after income tax	-	-	61,976	-	-	61,976
Other comprehensive income net of tax	-	-	-	-	(4,137)	(4,137)
Total Comprehensive Income	-	-	61,976	-	(4,137)	57,839
Shares issued during the year	31,878	-	-	-	-	31,874
On market acquisition	-	(217)	-	-	-	(217)
Dividend payment	-	-	(12,275)	-	-	(12,275)
Share based payments	-	-	-	(61)	-	(61)
<b>Balance at 30 June 2010</b>	<b>148,160</b>	<b>(662)</b>	<b>84,525</b>	<b>7,742</b>	<b>278</b>	<b>240,043</b>
<b>Balance at 01 July 2008</b>	<b>91,082</b>	<b>-</b>	<b>30,315</b>	<b>7,612</b>	<b>-</b>	<b>129,009</b>
Profit after income tax	-	-	15,316	-	-	15,316
Other comprehensive income net of tax	-	-	-	-	4,415	4,415
Total Comprehensive Income	-	-	15,316	-	4,415	19,731
Shares issued during the period	25,200	-	-	-	-	25,200
On market acquisition	-	(445)	-	-	-	(445)
Dividend payment	-	-	(10,807)	-	-	(10,807)
Share based payments	-	-	-	191	-	191
<b>Balance at 30 June 2009</b>	<b>116,282</b>	<b>(445)</b>	<b>34,824</b>	<b>7,803</b>	<b>4,415</b>	<b>162,879</b>

The above Consolidated Statement of Changes in Equity should be read in conjunction with the accompanying notes

**Consolidated Statement of Cash Flows**  
**STATEMENT OF CASH FLOW**  
**INDUSTREA LIMITED AND ITS CONTROLLED ENTITIES**  
**FOR THE YEAR ENDED 30 JUNE 2010**

	Notes	Consolidated	
		2010 \$'000	2009 \$ '000
<b>Cash Flows from Operating Activities</b>			
Receipts from customers		328,966	265,348
Payments to suppliers and employees		(248,432)	(187,054)
Cash flow from operations		80,534	78,294
Interest received		443	1,161
Interest and other costs of finance		(18,653)	(16,086)
Income taxes refunded/(paid)		2,455	(20,078)
<b>Net Cash Flows provided by Operating Activities</b>		<b>64,779</b>	43,291
<b>Cash Flows from Investing Activities</b>			
Payments for property, plant and equipment		(61,545)	(9,242)
Payments for the purchase of controlled entity		(15,913)	(51,847)
Business establishment costs		-	(74)
Payment for development		(1,099)	(1,913)
Proceeds on disposal of fixed assets		893	4,377
Net proceeds on disposal of a subsidiary		42	-
<b>Net Cash (used in)/from Investing Activities</b>		<b>(77,622)</b>	(58,699)
<b>Cash Flows from Financing Activities</b>			
Proceeds from issue of shares		21,245	-
Share options exercised		4,130	-
Treasury shares acquired on market		(217)	(445)
Proceeds from borrowings – bank loans		15,000	50,000
Proceeds from borrowings – hire purchase		18,604	-
Proceeds/(repayment) of bills		13,000	(8,500)
Repayment of borrowings		(31,372)	(34,054)
Repayment of convertible bonds		(29,600)	-
Dividend paid		(10,764)	(10,807)
<b>Net Cash Flows provided by Financing Activities</b>		<b>26</b>	(3,806)
<b>Net Increase in Cash Held</b>		<b>(12,817)</b>	(19,214)
Net cash at beginning of period		22,004	41,218
<b>Cash at the end of the financial year</b>		<b>9,187</b>	22,004

The above Consolidated Statement of Cash Flows should be read in conjunction with the accompanying notes.

**Notes to Financial Information  
INDUSTREA LIMITED AND ITS CONTROLLED ENTITIES  
FOR THE YEAR 30 JUNE 2010**

**Note 1. Basis of preparation**

This preliminary financial report has been prepared in accordance with ASX listing rule 4.3A and has been derived from the unaudited financial report. The financial report has been prepared in accordance with Australian Accounting Standards, Australian Accounting Interpretations and other authoritative pronouncements of the Australian Accounting Standards Board and the Corporations Act 2001.

The preliminary financial report does not include all notes of the type normally included in an annual report. Accordingly, this report is to be read in conjunction with the annual report for the year ended 30 June 2009, the half-year report for the period ended 31 December 2009 and any public announcements made by the Group during the reporting period in accordance with the continuous disclosure requirements of the Corporations Act 2001. These policies have been consistently applied to all the years presented except as noted below.

This report is based on the Financial Report which is in the process of being audited.

The current reporting period in the preliminary financial report is the year ended 30 June 2010 while the previous corresponding period is the year ended 30 June 2009.

**Accounting standards not previously applied**

The Group has adopted the following new and revised Australian Accounting Standards issued by the AASB which are mandatory to apply to the current interim period. Disclosures required by these standards that are deemed material have been included in this financial report on the basis that they represent a significant change in information from that previously made available.

*Presentation of financial statements*

AASB 101 prescribes the content and structure of the financial statements. Changes reflected in this financial report include:

- the replacement of Income Statement with Statement of Comprehensive Income. Items of income and expense not recognised in profit and loss are now disclosed as components of "other comprehensive income". In this regard, such changes are no longer reflected in equity movements in the Statement of Changes in Equity.
- the adoption of the single income statement approach to the presentation of the Statement of Comprehensive Income; and
- other financial statements are renamed in accordance with the Standard.

*Operating segments*

From 1 January 2009, operating segments are identified and segment information disclosed on the basis of internal reports that are regularly provided to and reviewed by the Group's chief operating decision maker, which for the Group is the Chief Executive Officer. In this regard such information is provided using different measures to those used in preparing the Statement of Comprehensive Income and Statement of Financial Position. Reconciliations of such management information to the statutory information contained in the interim financial report have been included.

**Note 1. Basis of preparation (continued)**
*Business combinations and consolidation procedures*

Revised AASB 3 is applicable prospectively from 1 July 2008. Changes introduced by this Standard, or as a consequence of amendments to other Standards relating to business combinations which are expected to effect the Group, include the following:

- All business combinations, including those involving entities under common control, are accounted for by applying the acquisition method which prohibits the recognition of contingent liabilities of the acquiree at acquisition date that do not meet the definition of a liability. Costs incurred that relate to the business combination are expensed instead of comprising part of the goodwill acquired on consolidation. Changes in the fair value of contingent consideration payable are not regarded as measurement period adjustments and are recognised through profit and loss unless the change relates to circumstances which existed at acquisition date.
- Unrecognised deferred tax assets of the acquiree may be subsequently realised within 12 months of acquisition date on the basis of facts and circumstances existing at acquisition date with a consequential reduction in goodwill. All other deferred tax assets subsequently recognised are accounted for through profit or loss.
- The proportionate interest in losses attributable to non-controlling interests is assigned to non-controlling interests irrespective of whether this results in a deficit balance. Previously, losses causing a deficit to non-controlling interests were allocated to the parent entity.

**Note 2. Revenue**

	<b>2010</b>	2009
	<b>\$'000</b>	\$'000
Revenue from continuing operations	<b>312,557</b>	258,718
Revenue from outside operating activities		
Government grants	<b>646</b>	665
Damage recoveries	<b>31</b>	80
	<b>313,234</b>	259,463

**Note 3. Expenses**

	<b>2010</b>	2009
	<b>\$'000</b>	\$'000
Depreciation and amortisation expense		
Depreciation on property, plant and equipment	<b>22,678</b>	17,308
Amortisation – capitalised development costs	<b>1,330</b>	1,071
	<b>24,008</b>	18,379
Finance costs		
Interest and finance charges paid/payable	<b>16,895</b>	16,726
Interest received	<b>(443)</b>	(1,160)
	<b>16,452</b>	15,566



**Note 4. Taxation**

	<b>2010</b>	2009
	<b>\$'000</b>	\$'000
Current tax expense	<b>8,895</b>	16,749
Deferred tax expense/(benefit)	<b>(534)</b>	(11,055)
Under/(Over) provision from prior years	<b>(16,737)</b>	658
Income tax expense/(benefit)	<b>(8,376)</b>	6,352
Deferred tax expense/(benefit) comprises		
(Increase)/decrease in deferred tax assets	<b>(11,235)</b>	(236)
Increase/(decrease) in deferred tax liabilities	<b>10,701</b>	(10,819)
Deferred tax expense/(benefit)	<b>(534)</b>	(11,055)

The Group has unutilised tax losses of \$4.0 million at 30 June 2010, with a tax effect (at a tax rate of 30%) of \$1.2 million. It is anticipated that these tax losses will be fully utilised in the future.

**Note 5. Trade and other receivables**

	<b>2010</b>	2009
	<b>\$'000</b>	\$'000
Trade receivables	<b>67,160</b>	45,392
Provision for impairment of receivables	<b>(22)</b>	(419)
	<b>67,138</b>	44,973

**Note 6. Derivatives**

	<b>2010</b>	2009
	<b>\$'000</b>	\$'000
Forward exchange contracts	<b>398</b>	6,307

In accordance with treasury risk management policies, the Group uses forward exchange contracts to hedge against movements in contracted and anticipated future sales in foreign currencies. The Group designates certain forward exchange contract derivatives as hedging instruments. Designated derivatives are initially recognised at fair value on the date the derivative contract is entered into and are subsequently remeasured to their fair value at reporting date. Movements in the fair value of designated derivatives are recognised directly in a hedge reserve in equity.

**Note 7. Property plant and equipment**

	<b>2010</b>	2009
	<b>\$'000</b>	\$'000
Consolidated carrying amount: opening balance	<b>143,095</b>	153,472
Additions	<b>61,545</b>	9,242
Disposals	<b>(584)</b>	(4,901)
Additions through acquisition	-	2,590
Net assets disposed on sale of subsidiary	<b>(10)</b>	-
Depreciation expense	<b>(22,678)</b>	(17,308)
Consolidated carrying amount: closing balance	<b>181,368</b>	143,095

**Note 8. Intangible Assets**

	<b>2010</b>	2009
	<b>\$'000</b>	\$'000
Identifiable intangible assets - customer contracts		
Opening Balance	<b>17,413</b>	52,344
Amortisation of customer contracts	<b>(13,059)</b>	(17,746)
Impairment of customer contracts	-	(17,185)
Closing Balance	<b>4,354</b>	17,413

The impairment charge in the prior comparative period of \$17.2 million arose in the Mining Services Division following the termination of the Handlebar Hill Open Cut Mine on 12 February 2009. The carrying value of customer contract intangible assets at 30 June 2010, of \$4.35 million, will be amortised to the income statement over the remaining useful life, being 4 months, in accordance with the Company's accounting policy.

	<b>2010</b>	2009
	<b>\$'000</b>	\$'000
Goodwill		
Opening Balance	<b>169,622</b>	178,338
Adjustment to provisional accounting for Huddy's acquisition and earn-out	-	(9,405)
Acquired on acquisition of Kade Engineering	-	689
Closing Balance	<b>169,622</b>	169,622

Goodwill has been allocated for impairment testing purposes to the Huddy's Mining Services, Diesel Equipment, and Technology cash generating units. The recoverable amount of the cash generating units has been determined based on value in use calculations prepared by management and approved by the Board.

The value in use calculations use cash flow projections based on financial budgets prepared by management covering a five year period and a discount rate of 18%. In the case of the Huddy's Mining Services cash generating unit, the long-term growth rate used to extrapolate cash flows beyond the five year period is 2%.

	<b>2010</b>	2009
	<b>\$'000</b>	\$'000
Development costs capitalised		
Opening balance	<b>4,008</b>	3,166
Capitalised during the year	<b>1,098</b>	1,913
Amortised during the year	<b>(1,330)</b>	(1,071)
Closing balance	<b>3,776</b>	4,008
<b>Total Intangible assets</b>	<b>177,752</b>	191,043

**Note 9. Trade and other payables**

	<b>2010</b>	2009
	<b>\$'000</b>	\$'000
Current liability – trade and other payables		
Trade payables	<b>29,281</b>	29,406
Other payables	<b>8,175</b>	6,547
	<b>37,456</b>	35,953

**Note 10. Borrowings**

	<b>2010</b>	2009
	<b>\$'000</b>	\$'000
Current liability – borrowings		
Bank bills	<b>13,000</b>	-
Bank loans - secured	<b>15,000</b>	2,700
Lease and HP liabilities	<b>20,196</b>	17,568
Other unsecured borrowings	-	45
Borrowing costs capitalised	<b>(2,563)</b>	(2,628)
	<b>45,633</b>	17,685
Non-current liability – borrowings		
Lease and HP liabilities	<b>11,001</b>	16,220
Bank loans – secured	<b>90,532</b>	98,032
Borrowing costs capitalised	-	(1,977)
	<b>101,533</b>	112,275

**Note 11. Net Tangible Asset Backing**

	<b>2010</b>	2009
	<b>cents</b>	cents
Net tangible assets per ordinary share	6.51	(3.29)

**Note 12. Business Combinations**
**Current year**

No material entities were acquired during the current or prior period.

A subsidiary company, Microelectronic Technologies Pty Ltd, was disposed during the period for a total consideration of \$259,000. The contribution of the subsidiary to revenue and operating profit in the current and comparative periods is immaterial.

**Prior year**
**QMD Pty Ltd**

With effect from the 1<sup>st</sup> of July 2008 Industrea acquired 100% of QMD Pty Ltd by way of a cash settlement with the vendors. QMD Pty Ltd is a property owning entity owning the property in Emerald out of which Industrea and its subsidiaries run their Bowen Basin operations.

Details of assets and liabilities acquired are as follows;

	Fair Value
	\$'000
Cash assets	6
Receivables	3
Land at valuation	1,501
Trade and other payables	(294)
Purchase consideration inclusive of costs	1,216

**Note 12. Business Combinations (continued)**
**Kade Engineering**

With effect from 13 February 2009 Industrea acquired 100% of Kade Engineering Pty Ltd and property plant and equipment associated with the business. The purchase consideration was \$1.8million plus additional consideration payable in the event that specific conditions were achieved. The purchase consideration is payable in 2 tranches:

1. The first tranche of \$1 million was made by way of the issue \$200,000 in Industrea ordinary shares and a cash payment of \$800,000.
2. The second tranche of \$800,000 is payable in cash together with any additional consideration following the determination of the audited financial result for the year ended 30 June 2009. An amount of \$112,500 has been provisioned in additional consideration payable.

Details of assets and liabilities acquired are as follows:

	Fair Value \$'000
Cash and cash equivalents	240
Inventory	20
Work in progress	135
Accounts receivable	280
Land and buildings at directors valuation	900
Plant and equipment	125
Other assets	11
Trade and other payables	(203)
Provision for taxation	(69)
Other liabilities	(138)
Net assets acquired	1,301
Goodwill on acquisition	689
<b>Purchase consideration inclusive of expenses</b>	<b>1,990</b>

**Note 13. Earnings per share**

	2010	2009
Adjusted basic earnings per share (cents per share)	5.29	5.38
Adjusted net profit used as the numerator in calculating adjusted basic earnings per share (\$'000)	49,124	45,447
Weighted average number of ordinary shares used as the denominator in calculating adjusted basic earnings per share	929,425,864	844,403,419

Adjusted basic earnings per share is calculated as basic earnings per share on adjusted net profit after tax, refer note 14.

Basic earnings per share (cents per share)	6.67	1.81
Net profit used as the numerator in calculating basic earnings per share (\$'000)	61,976	15,316
Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share	929,425,864	844,403,419
Diluted earnings per share (cents per share)	6.09	1.83
Net profit used as the numerator in calculating diluted earnings per share	67,202	19,439
Weighted average number of ordinary shares used as the denominator in calculating diluted earnings per share	1,103,852,672	1,063,409,741

**Note 14. Adjusted net profit after tax**

	<b>2010</b>	2009
	<b>\$'000</b>	\$'000
Adjusted net profit after tax	<b>49,124</b>	45,447
Less non-cash adjusting items		
Amortisation - convertible bond equity component	<b>(4,900)</b>	(2,989)
Amortisation - customer contract intangibles	<b>(13,059)</b>	(17,746)
Impairment - customer contract intangibles	-	(17,185)
Movement in fair value of interest rate swap	<b>3,327</b>	(5,124)
Reversal of deferred tax liability recorded on acquisition	<b>20,190</b>	-
Tax effect of adjusting items	<b>7,294</b>	12,913
Reported net profit after tax	<b>61,976</b>	15,316

Reported profit after tax is inclusive of significant non-cash items relating to amortisation and non-recurring items in the period. The Group recognised a benefit of \$20.19 million in the year following clarification of taxation provisions relating to the acquisition of the Huddy's Mining Services business. This clarification occurred after the 12 month period for adjustments to be made to provisional acquisition accounts and has therefore been recognised in the profit and loss statement in accordance with Accounting Standards. However, the benefit has not been included in adjusted profit for the period due to its one-off, non-recurring nature.

Reported net profit after tax in the prior year included an impairment charge to the carrying value of customer contract intangible assets in the Mining Services division. The impairment expense of \$17.185 million arose following the termination by Xstrata of the Handlebar Hill Open Cut Contract in February 2009.

**Note 15. Segment Information**
**Identification of reportable segments**

The group has identified its operating segments based on the internal reports that are reviewed and used by the Chief Executive Officer, who is the Group's chief operating decision maker, in assessing performance and determining the allocation of resources.

The group is managed primarily on the basis of product category and service offerings since the diversification of the group's operations inherently have notably different risk profiles and performance assessment criteria. Operating segments are therefore determined on the same basis.

Reportable segments disclosed are based on aggregating operating segments where the segments are considered to have similar economic characteristics and are also similar with respect to the following;

- The product sold and services provided by the segment;
- The manufacturing process;
- The type or class of customer;
- The distribution method; and
- Regulatory environments.

**Note 15. Segment Information (continued)**

The group has identified three reportable segments on this basis. The Mining Services segment is involved in the provision of open cut mining and civil earthwork services including hire of equipment and operators, mine planning and design and mine management services. The Technology segment provides for the design, manufacture, sales and support of collision avoidance systems, methane gas drainage systems and ancillary mining technology products that enhance mine safety and efficiency. The Diesel Equipment segment manufactures, sells and supports flame and explosion proof underground mining equipment and vehicles. The Mining Services division targets domestic customers and markets. The target markets for the Technology and Diesel Equipment segments include domestic and foreign customers.

**Basis of accounting for purposes of reporting by operating segments***Accounting policies adopted*

Unless stated otherwise, the accounting policies adopted with respect to operating segments are determined in accordance with accounting policies that are consistent to those applied in the annual financial statements of the group.

*Inter-segment transactions*

Corporate charges are allocated to reporting segments based on a review of services provided by Corporate staff in support of the operating and strategic activities of the segment. The allocation of Corporate charges is representative of the likely consumption of head office expenditure in assessing segment performance and cost recoveries.

*Segment assets*

Segment assets are measured in a manner consistent with that of the financial statements. These assets are allocated based on the operations of the segment and the physical location of the asset.

Intangible assets are allocated to segments as indicated in the segment asset note. Derivative assets and deferred tax assets have not been allocated to operating segments.

*Segment liabilities*

Segment liabilities are measured in a manner consistent with that of the financial statements. Segment liabilities are allocated based on the operations of the segment. Segment liabilities include trade and other payables and related hire purchase liabilities. Other borrowings and tax liabilities are generally considered to belong to the Group as a whole and are not allocated.

**Note 15. Segment Information (continued)**
**(i) Segment Performance**

<b>Year ended 30.06.2010</b>	<b>Mining Services \$'000</b>	<b>Technology \$'000</b>	<b>Diesel Equipment \$'000</b>	<b>Other \$'000</b>	<b>Total \$'000</b>
Segment revenue	129,209	70,601	112,989	175	312,975
Revenue from disposal of subsidiary				260	260
<b>Total group revenue</b>	<b>129,209</b>	<b>70,601</b>	<b>112,989</b>	<b>435</b>	<b>313,235</b>
<b>Segment net profit before tax</b>	<b>30,208</b>	<b>19,029</b>	<b>36,416</b>	<b>282</b>	<b>85,935</b>
<i>Amount not included in segment result but reviewed by Board:</i>					
Amortisation - customer contracts	(13,060)				(13,060)
<i>Unallocated items:</i>					
Finance costs					(12,766)
Movement in fair value of interest rate swap agreement					3,327
Amortisation - equity component of convertible bonds					(4,900)
Amortisation - acquisition finance costs					(3,389)
Other corporate expenses					(1,548)
<b>Net profit before tax from continuing operations</b>					<b>53,600</b>

<b>Year ended 30.06.2009</b>	<b>Mining Services \$'000</b>	<b>Technology \$'000</b>	<b>Diesel Equipment \$'000</b>	<b>Other \$'000</b>	<b>Total \$'000</b>
Segment revenue	132,668	68,912	57,205	678	259,463
Revenue from disposal of subsidiary					
<b>Total group revenue</b>	<b>132,668</b>	<b>68,912</b>	<b>57,205</b>	<b>678</b>	<b>259,463</b>

**Note 15. Segment Information (continued)**

	<b>Mining Services \$'000</b>	<b>Technology \$'000</b>	<b>Diesel Equipment \$'000</b>	<b>Other \$'000</b>	<b>Total \$'000</b>
<b>Year ended 30.06.2009</b>					
<b>Segment net profit before tax</b>	<b>44,154</b>	<b>21,361</b>	<b>13,419</b>	<b>546</b>	<b>79,481</b>
<i>Amount not included in segment result but reviewed by Board:</i>					
Amortisation - customer contracts	(17,746)				(17,746)
Impairment - customer contracts	(17,185)				(17,185)
<i>Unallocated items:</i>					
Finance costs					(10,326)
Movement in fair value of interest rate swap agreement					(5,124)
Amortisation - equity component of convertible bonds					(2,989)
Amortisation - acquisition finance costs					(2,598)
Other corporate expenses					(1,844)
<b>Net profit before tax from continuing operations</b>					<b>21,668</b>

**(ii) Segment Assets**

	<b>Mining Services \$'000</b>	<b>Technology \$'000</b>	<b>Diesel Equipment \$'000</b>	<b>Other \$'000</b>	<b>Total \$'000</b>
<b>Year ended 30.06.2010</b>					
	<b>341,816</b>	<b>54,524</b>	<b>79,992</b>	<b>13,551</b>	<b>489,883</b>
<i>Unallocated assets:</i>					
Derivative assets					398
Deferred tax assets					14,912
<b>Total group assets</b>					<b>505,193</b>
<b>Segment asset increase for the period</b>					
Capital expenditure	59,833	485	2,281	45	62,644



**Note 15. Segment Information (continued)**

	<b>Mining Services \$'000</b>	<b>Technology \$'000</b>	<b>Diesel Equipment \$'000</b>	<b>Other \$'000</b>	<b>Total \$'000</b>
<b>Year ended 30.06.2009</b>					
<b>Segment assets</b>	307,649	39,660	70,379	26,745	444,433
<i>Unallocated assets:</i>					
Derivative assets					6,308
Deferred tax assets					3,677
<b>Total group assets</b>					<b>454,418</b>

**Segment asset increase for the period**

Capital expenditure	5,995	881	2,773	1,506	11,155
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**(iii) Segment Liabilities**

	<b>Mining Services \$'000</b>	<b>Technology \$'000</b>	<b>Diesel Equipment \$'000</b>	<b>Other \$'000</b>	<b>Total \$'000</b>
<b>Year ended 30.06.2010</b>					
<b>Segment liabilities</b>					
<i>Unallocated liabilities:</i>					
Derivative liabilities	41,588	15,252	10,871	10,461	72,432
Deferred tax liability					2,767
Deferred vendor consideration					19,341
Convertible bonds					10,000
Corporate borrowings					38,899
<b>Total group liabilities</b>					<b>115,970</b>

**Year ended 30.06.2009**

<b>Segment liabilities</b>	40,568	7,869	19,600	11,583	79,620
<i>Unallocated liabilities:</i>					
Derivative assets					6,094
Deferred tax liability					10,412
Deferred vendor consideration					25,912
Convertible bonds					68,767
Corporate borrowings					100,732
<b>Total group liabilities</b>					<b>291,539</b>

**Note 15. Segment Information (continued)**
**(iv) Revenue by geographical region**

Revenue attributable to external customers is disclosed below, based on the location of the external customer:

	<b>2010</b>	2009
	<b>\$'000</b>	\$'000
Australia	177,255	190,154
Peoples Republic of China	127,894	57,583
South America	2,629	1,917
Other foreign countries	5,456	9,809
<b>Total revenue</b>	<b>313,234</b>	<b>259,463</b>

**Note 16. Subsequent Events**

On 4 August 2010 Industrea completed for the refinance of senior debt facilities with its syndicate of bankers, National Australia Bank, Commonwealth Bank of Australia and Caterpillar Finance. The refinance extends the term on senior debt to August 2013.

Margins on the debt facilities are similar to the previously existing facility. The group is required to fix the interest rate on 50% of amortising and bullet term debt for the term of the facility. Establishment cost of the new facility was \$1.9 million plus documentation costs, these costs will be expensed over the term of the new facility.

The refinanced facility includes headroom under the equipment lease tranche of approximately \$44 million at 30 June 2010 and headroom of \$10 million under the bullet term tranche to facilitate the final consideration payment on the acquisition of Huddy's Mining Services due in September 2010. The consideration payment of \$10 million is reported as a Vendor Liability in the Statement of Financial Position.

The makeup of the facility is as follows;

	<b>Facility Limit</b>
	<b>\$'000</b>
Revolving equipment lease facility	75,000
Amortising term debt	45,000
Bullet term debt	70,000
Revolving working capital facility	25,000
<b>Total senior debt facility</b>	<b>215,000</b>

## Compliance Statement

1. This Appendix 4E has been prepared in accordance with Australian Accounting Standards, Australian Accounting Interpretations and other authoritative pronouncements of the Australian Accounting Standards Board and the Corporations Act 2001.
2. This Appendix 4E, and the accounts upon which the Appendix 4E is based (if separate), use the same accounting policies.
3. This Appendix 4E does give a true and fair view of the matters disclosed.
4. This Appendix 4E is based on financial statements which are in the process of being audited.
5. The entity has a formally constituted audit and risk management committee.
6. In the directors' opinion, there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.



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Robin Levison  
Managing Director & CEO

19 August 2010