**Toll Group**
Level 7, 380 St Kilda Road
Melbourne VIC 3004 Australia

T +61 3 9694 2888
F +61 3 9694 2880
www.tollgroup.com

Toll Holdings Limited
ABN 25 006 592 089

22 August 2013

The Manager
Australian Stock Exchange
Company Announcement Office
Level 4
20 Bridge Street
Sydney NSW 2000

**Lodged Through ASX On Line**
Total No. of Pages: 17

Dear Sir

**FULL YEAR RESULTS 30 JUNE 2013 – ASX AND MEDIA RELEASE**

Please find attached for immediate release to the market the following with regard the abovementioned subject:

1. ASX and Media Release; and
2. Summary of Earnings.

Yours faithfully
**TOLL HOLDINGS LIMITED**

**Bernard McInerney**
**Company Secretary**

Encl.

**Toll Group**
Level 7, 380 St Kilda Road
Melbourne VIC 3004 Australia

T +61 3 9694 2888
F +61 3 9694 2880
www.tollgroup.com

Toll Holdings Limited
ABN 25 006 592 089

# ASX and media release

Thursday 22 August 2013

## Toll Group annual results – Increased result reflects underlying resilience

- Solid performance from Australian businesses
- Organic growth driven by ongoing investments in core activities
- Disciplined approach to capital allocation supports dividend increase

Australia's largest provider of transport and logistics, Toll Group, today announced its annual results for the 2012/13 financial year.

Sales revenue was in line with the previous year at A$8.7 billion, with total earnings before interest and tax (before non-recurring items) up 3.7 per cent to A$426 million and net profit after tax (before non-recurring items) up three per cent to A$282 million. After deducting non-recurring charges of A$191 million after tax, reported net profit was A$92 million. Toll increased its fully franked final dividend by 1.0 cent to 14.5 cents per share.

Speaking at today's announcement, Toll Group Managing Director Brian Kruger said he was pleased Toll was able to grow underlying operating earnings despite challenging market conditions.

"We saw solid earnings from our core Australian businesses, reflecting the benefit of recent investments in those businesses to improve productivity and returns," Mr Kruger said. "We are focussed on doing more with our existing global businesses and this result reflects that increased discipline. We see this as the right approach given both the volatile external environment and where Toll is in its development as a company."

"Particularly encouraging was the benefits we were able to achieve from our One Toll initiatives. The One Toll program has seen us take advantage of a number of cross-selling and cost saving initiatives across the group in the areas of fleet and property investment and procurement processes. This is a multi-year program so it has been great to see the traction gained at this relatively early stage.

"The increased discipline in how we allocate our capital has allowed us to not only fund our investment program internally, but also to look to improve the returns we provide to our shareholders. We have increased our fully franked final dividend to 14.5 cents per ordinary share bringing the total dividend for the full year to 27 cents per share, up from 25 cents per share last year."

Mr Kruger said the final dividend will be paid to shareholders on Monday 21 October 2013.

"Lastly I would like to thank all the employees of Toll around the world for their dedication and hard work. This year has not been without its challenges but the commitment from our workforce has allowed us to deliver this improved result."

A review of operations can be found on the succeeding pages.

<media release ends>

**Media contact**
Christopher Whitefield
Group Manager, Media & Research
+61 3 8689 3269
**media@tollgroup.com**

**Investor relations contact**
David Shirer
Group General Manager, Investor Relations
+61 3 8689 3226
**david.shirer@tollgroup.com**

## Review of operations

Toll Group sales revenue was $8.7 billion for the year ended 30 June 2013, in line with the prior year. Total operating profit (EBIT) before non-recurring items was $426 million, up 3.7%. Net profit after tax (before non-recurring items) was $282 million, up 3.0%.

### Summary results

| All Australian dollars unless otherwise specified | 2013 $M | 2012 $M | % change |
|---|---|---|---|
| Sales revenue | 8,719 | 8,707 | +0.1 |
| Total EBITDA[1] | 702.5 | 681.3 | +3.1 |
| Total EBIT[2] | 425.9 | 410.8 | +3.7 |
| Net profit after tax (before non-recurring items) | 282.4 | 274.2 | +3.0 |
| Net profit after tax (after non-recurring items) | 91.7 | 70.9 | +29.3 |
| Free cash flow[3] | 229.0 | 222.0 | +3.2 |
| Earnings per share (before PPA and non-recurring items) | 41.3 | 41.4 | -0.0 |
| Final dividend per share | 14.5 | 13.5 | +1.0 cps |
| Full year dividends per share | 27.0 | 25.0 | +2.0 cps |
| Return on invested capital[4] | 7.6% | 7.4% | +0.2pp |

[1] EBITDA excludes profit from associates and non-recurring items.

[2] EBIT excludes non-recurring items, includes profits from Associates and PPA.

[3] Free cash flow is EBITDA +/- movements in working capital, less net capital expenditure.

[4] Return on invested capital is rolling 12 months net profit after tax before non-recurring items plus net interest divided by average net debt plus shareholders equity

Toll achieved growth in earnings before interest and tax (EBIT) (before non-recurring items) of 3.7% despite challenging market conditions throughout 2013. Toll saw solid earnings from its core Australian businesses and is seeing the benefit of investing further in those businesses to improve productivity and returns.

The Group's reported result contains a number of non-recurring charges totalling $191 million after tax. These non-recurring items (detailed later in this review) relate to the impairment of intangible assets of Toll Global Forwarding and also a write down in the value of vessels in Toll Marine Asia, partially offset by a gain on the sale of the Toll Auto Vehicle Distribution business.

Growth in the Toll Global Resources division's earnings before interest, tax and amortisation (EBITA) represents a strong result given the material downturn in the mining services sector in the second half of the year, and the completion of the Australian Defence Force contract in Timor Leste in February 2013. This underlines the strength in the division's diversified market offering. The result was driven by continued outstanding performance from exposure to the oil and gas sector and vessel divestments which yielded a turnaround in the performance of the marine business. The Toll Offshore Petroleum Services (TOPS) supply base in Singapore performed well and has formally completed its five-year redevelopment plan.

Toll Global Logistics saw lower overall revenue and EBITA primarily as a result of the sale of the Toll Auto Vehicle Distribution business during the year. However, on a like for like basis, EBITA increased by 9%. The ongoing exit of non-profitable contracts coupled with lower volumes from customers in China and India, resulted in reduced revenue in Asia, while TGL Customised Solutions produced another strong performance.

Toll Global Forwarding had another very challenging year, with conditions continuing to deteriorate in the second half of the year, contributing to the decision to impair the goodwill and customer contract intangibles as at 30 June 2013. Lower ocean freight volumes and margins primarily reflected the continued practice by vessel owners to increase prices to forwarders and approach beneficial cargo owners directly. Air freight reflected declines in end user demand and a continued migration of volumes from air to ocean. Project Forward, a cost reduction initiative, was announced and is taking steps to reduce operating costs in Toll Global Forwarding by $15-20 million during the 2014 financial year.

The Australian operations of Toll Global Express achieved revenue growth in difficult operating conditions while the overall margins were negatively impacted by down trading from smaller, higher margin customers, start-up costs from developing new business opportunities and by losses incurred at the Toll Dnata Airport Services (TDAS) joint venture. Performance from the network transport businesses have been resilient despite challenging macro conditions, with the business well positioned for any future upside in operating conditions.

Toll Express Japan improved EBITA year on year, albeit still reporting a small loss. This improvement reflects the ongoing success of cost initiatives undertaken to make the business profitable, particularly in the areas of local pickup and delivery and overhead costs.

Toll Domestic Forwarding increased EBITA in a period of continuing weak economic conditions. Industry-wide container volumes have remained generally flat and this, coupled with aggressive competition in the sector, led to continued margin pressure. Despite this, a number of new contract wins were achieved. Earnings growth and margin improvement were assisted by the divestment of the loss making Toll Refrigerated and growth in Toll Shipping.

Toll Specialised and Domestic Freight continued to perform well, with revenue growth in Western Australia from project mining volumes, complemented by strong margin management through continued investment in fleet and properties. In the eastern states of Australia volumes suffered from the mining downturn in Central Queensland with operational efficiencies assisting to support margins.

Overall, the Group generated net operating cash flow of $537 million, and invested $392 million in capital expenditure. The balance sheet remains strong with gearing (net debt to net debt plus equity) at 32.1% ensuring sufficient balance sheet capacity to fund planned initiatives.

A final fully franked dividend of 14.5 cents per ordinary share, an increase of 1.0 cent per share, will be paid to shareholders on 21 October 2013.

### Outlook commentary

The external business environment remains uncertain, making the disciplined capital management approach Toll is undertaking even more important. However, we are continuing to invest in our existing businesses which is helping to support margins in the short and medium term and also improve Toll's leverage to any improvement in the external environment.

There are headwinds for the current financial year beyond the general economic environment, particularly for Toll Global Resources, with a soft mining sector and the need to replace completed contracts such as the Australian Defence Force contract in Timor Leste.

While it is too early to be certain about the shape of overall Group earnings in 2014, they will be supported by increased contributions from a range of One Toll activities, a strong focus on continued productivity and cost efficiencies and implementing targeted organic growth opportunities.

## Sales and profit summary

| | Earnings | | Sales revenue | |
|---|---|---|---|---|
| | 12 months to June 2013 $M | 12 months to June 2012 $M | 12 months to June 2013 $M | 12 months to June 2012 $M |
| Toll Global Resources | 108.5 | 103.0 | 1,178.8 | 1,106.8 |
| Toll Global Logistics | 89.0 | 92.6 | 1,266.6 | 1,419.7 |
| Toll Global Forwarding | 6.3 | 20.6 | 1,506.6 | 1,450.6 |
| Toll Global Express | | | | |
| Australia | 130.9 | 136.6 | 1,602.0 | 1,509.9 |
| Japan | (4.2) | (5.4) | 631.8 | 724.0 |
| Toll Global Express (Total) | 126.7 | 131.2 | 2,233.8 | 2,233.9 |
| Toll Domestic Forwarding | 62.7 | 56.7 | 1,129.6 | 1,150.9 |
| Toll Specialised & Domestic Freight | 101.2 | 87.7 | 1,379.5 | 1,322.0 |
| Total Divisions EBITA / revenue | 494.4 | 491.8 | 8,694.9 | 8,683.9 |
| Corporate | (47.3) | (52.4) | 24.5 | 23.3 |
| Total EBITA / revenue | 447.1 | 439.4 | 8,719.4 | 8,707.2 |
| Total PPA amortisation | (21.2) | (28.6) | | |
| **Total EBIT (before non-recurring items)** | **425.9** | **410.8** | | |
| Net finance costs | (36.6) | (37.0) | | |
| Net profit before tax | 389.3 | 373.8 | | |
| Income tax expense | (106.9) | (99.6) | | |
| Reported NPAT before non-recurring items | 282.4 | 274.2 | | |
| Non-recurring items (net of tax) | (190.7) | (203.3) | | |
| **Net profit after tax** | **91.7** | **70.9** | | |
| Non-controlling interests | (7.2) | (6.3) | | |
| NPAT attributable to shareholders | 84.5 | 64.6 | | |

## Divisional operating review

### Toll Global Resources

| | 2013 $M | 2012 $M | % change |
|---|---|---|---|
| Sales revenue | 1,178.8 | 1,106.8 | +6.5 |
| EBITDA [1] | 181.7 | 168.4 | +7.9 |
| EBITA [2] | 108.5 | 103.0 | +5.3 |
| EBITA margin (excluding associate earnings) | 8.9% | 9.2% | -0.3% |
| Average capital employed | 1,051 | 1,011 | +4.0 |
| Return on capital employed[3] | 10.2% | 9.8% | +0.4% |

[1] EBITDA excludes profits from Associates and non-recurring items
[2] EBITA excludes non-recurring items, includes profits from Associates
[3] Return on capital employed is rolling 12 months EBIT before non-recurring items divided by average capital employed

- Toll Global Resources grew both revenue and EBITA driven by the continued strong performance of Toll Energy, through initiatives which yielded a strong turnaround in the marine businesses and the continued improvement in earnings from the TOPS development. The strong performance was tempered by a material downturn in the mining services market, particularly in coal, which negatively impacted Toll Mining Services.

- Toll Energy built on last year's strong result, assisted by growth in the Gorgon project's equipment requirements and staff increases, and two contracts supporting upstream construction for the GLNG and QGC projects, plus an important contract in the Cooper Basin for shale gas.

- Toll Mining Services revenue and EBITA both declined significantly. Queensland was materially impacted by the drop in demand and subsequent fall in coal prices, which affected mines across the Bowen Basin. Western Australian operations were also affected by higher operational costs.

- TOPS revenue and EBITA was ahead of the prior year, with increased occupancy in completed buildings and higher wharf utilisation. TOPS saw the official opening of the Loyang redevelopment on 17 May 2013, concluding the 5-year redevelopment plan.

- Toll Remote Logistics' EBITA reduced on the prior year with the decline driven by the ADF troop withdrawal from Timor Leste completed in February this year. Assisting to offset this decline was the securing of new contracts with the Commonwealth for work in the Asia Pacific Region on both a short and long term basis. The business also successfully launched a new and innovative mobile camp solution into the market in May 2013.

- Toll Marine Logistics Australia was successful in renewing key contracts with Rio Tinto and BHP Billiton which will underpin the operation for the next 5 years. Two new vessels were delivered to the QCLNG and APLNG projects which have now completed the ramp-up phase. During the year the business also completed a restructure of the workshop and engineering functions which resulted in significant cost reductions.

- Toll Marine Logistics Asia reported a solid turnaround in EBITA following a strategic review resulting in a fleet restructure that has seen 13 vessels sold with a further 16 sales in progress.

## Toll Global Logistics

| | 2013 $M | 2012 $M | % change |
|---|---|---|---|
| Sales revenue | 1,266.6 | 1,419.7 | -10.8 |
| EBITDA [1] | 127.4 | 136.0 | -6.3 |
| EBITA [2] | 89.0 | 92.6 | -3.9 |
| EBITA margin (excluding associate earnings) | 6.9% | 6.2% | +0.7% |
| Average capital employed | 783 | 802 | -2.4 |
| Return on capital employed[3] | 10.1% | 10.1% | +0.0% |

[1] EBITDA excludes profits from Associates and non-recurring items
[2] EBITA excludes non-recurring items, includes profits from Associates
[3] Return on capital employed is rolling 12 months EBIT before non-recurring items divided by average capital employed

- Overall revenue and EBITA for Toll Global Logistics were reduced by the sale of the Toll Auto Vehicle Distribution business during the year. Adjusted for the sale, revenue growth was flat while EBITA grew by 9%. The ongoing exit from non-profitable contracts coupled with lower volumes from customers in China and India, resulted in reduced revenue in Asia, while TGL Customised Solutions produced another strong result.

- TGL Contract Logistics in Australia was affected by the impact of difficult economic conditions on key retail and industrial customers. However, this was largely offset by new business wins (Port Kembla Bluescope, George Weston Foods), plus the entry into the heavy haulage business to support wind farms.

- TGL Customised Solutions increased revenue and EBITA due to new business wins (Rubbermaid, Ikea, Adidas and Unilever Ice Cream), coupled with volume increases from existing customers (Kmart, Cadbury, Nike and Hurley). Two greenfield projects (Adidas Melbourne & Optus Yennora) were completed and became fully operational during the year.

- Automotive Australia Parts Logistics grew earnings through improved productivity in key contracts and cost mitigation measures. Renewal of key contracts (including Komatsu) and new wins (Holden, Hankook and Mazda) continue to underpin the business. The divestment of Toll Auto Vehicle Distribution to Prixcar was also completed during the year.

- The Government Business Group continued to maintain strong results, in line with the previous year.

- South & South East Asia generated lower revenue and EBITA. While key major customers were retained, difficult market conditions negatively impacted their activity levels. Revenue was also reduced by the exit from unprofitable business.

- Singapore & Malaysia grew earnings with an improved performance in the feeder shipping business. Increased ad hoc shipments, the impact of new account wins in the previous year (Tronox & Iluka) and ongoing synergy benefits derived from the successful combination of the businesses of Singapore & Malaysia delivered this improved performance. New account wins (LEGO & Mead Johnson) in Singapore should continue to support the performance of this business.

- North Asia exited non-profitable contracts, while rate increases, continuous improvement programs and a focus on operational excellence resulted in improved earnings.

## Toll Global Forwarding

| | 2013 $M | 2012 $M | % change |
|---|---|---|---|
| Gross profit (GP) | 286.2 | 299.0 | -4.3 |
| Gross profit margin | 19.0% | 20.4% | -1.4% |
| | | | |
| EBITDA [1] | 16.0 | 29.8 | -46.3 |
| EBITA [2] | 6.3 | 20.6 | -69.4 |
| EBITA margin (excluding associate earnings) | 0.1% | 1.1% | -1.0% |
| Average capital employed | 821[3] | 788 | +4.2 |
| Return on capital employed[4] | -0.1% | 1.6% | -1.7% |

[1] EBITDA excludes profits from Associates and non-recurring items
[2] EBITA excludes non-recurring items, includes profits from Associates
[3] Goodwill and customer intangibles impaired at 30 June 2013
[4] Return on capital employed is rolling 12 months EBIT before non-recurring items divided by average capital employed

- Global market conditions were very challenging throughout the fiscal year. Air and Ocean freight carriers continued to perform poorly due to a combination of excess capacity and weak demand, especially in the discretionary retail markets. Customers continue to move volumes from Air to Ocean to reduce freight costs.

- Gross profit margin fell from 20.4% to 19.0% reflecting the tight trading conditions and pressure on rates from excess capacity and lower demand for forwarders due to the continued practice by vessel owners to increase prices to forwarders and approach beneficial cargo owners directly.

- Ocean freight volumes dropped 5.9% year on year to 456,000 TEUs. Ocean gross profit margin fell from 18.5% to 16.3%. This was primarily due to cost increases from the major ocean freight carriers as they tried to recover their significant losses.

- Air freight volumes increased by 0.8% to 120,000 tonnes but after taking into account the impact of acquiring M Freight, a Turkish forwarding business, and the completion of a major defence program in the UK during the year, underlying volumes actually decreased by 7.8%. This reflects the decline in end user demand and the continuing transition of freight from Air to Ocean.

- Supply chain management performed well especially in the USA and Australia & New Zealand with new business wins and facility upgrades. In the USA new business wins included Under Armour, Fortune Brands Home & Security, Pace/2-wire, American Eagle Outfitters, BCNY, Viva, Quiksilver and Bourne; new contract wins/extensions in the UK and Europe included QVC, Eurowrap and Tesco and Nestle. In ANZ contract wins included Hallmark.

- Good progress was made with the implementation of a global standard freight system with South Africa and the UK going live in the second half of the year. The remainder of the European countries are expected to be completed in the new financial year.

- During the last quarter of the reporting period Project Forward was launched. The initial objective of this initiative is to remove costs and improve back office efficiency to help offset the fall in gross profit margins. There are also initiatives around sale and trade lane effectiveness to support further growth. The target for the new financial year is to realise cost savings of $15 to $20 million per annum increasing to $40 - 50 million per annum over the coming years.

## Toll Global Express

| | 2013 $M | 2012 $M | % change |
|---|---|---|---|
| Sales revenue (excluding Japan) | 1,602.0 | 1,509.9 | +6.1 |
| Japan sales revenue | 631.8 | 724.0 | -12.7 |
| Total sales revenue | 2,233.8 | 2,233.9 | +0.0 |
| | | | |
| EBITDA (excluding Japan)[1] | 159.3 | 158.3 | +0.6 |
| Japan EBITDA[1] | 5.2 | 7.0 | -25.7 |
| Total EBITDA (excluding associate earnings)[1] | 164.5 | 165.3 | -0.5 |
| | | | |
| EBITA (excluding Japan)[2] | 130.9 | 136.6 | -4.2 |
| Japan EBITA[2] | (4.2) | (5.4) | +22.2 |
| Total EBITA (including associate earnings)[2] | 126.7 | 131.2 | -3.4 |
| | | | |
| EBITA margin (excluding Japan and associate earnings) | 8.3% | 8.9% | -0.6% |
| EBITA margin (excluding associate earnings) | 5.7% | 5.8% | -0.1% |
| | | | |
| Average capital employed (excluding Japan) | 289 | 277 | +4.3 |
| Return on capital employed (excluding Japan)[3] | 45.1% | 48.4% | -3.3% |

[1] EBITDA excludes profits from Associates and non-recurring items
[2] EBITA excludes non-recurring items, includes profits from Associates
[3] Return on capital employed is rolling 12 months EBIT before non-recurring items divided by average capital employed

- The domestic operations of Toll Global Express achieved revenue growth (after excluding the impact of fuel surcharges) in what remained difficult operating conditions. Margins were impacted by start-up businesses, particularly Toll Secure (Toll Priority's cash in transit and cash processing business), and by losses incurred at the Toll Dnata Airport Services (TDAS) joint venture. Performance from the network transport businesses within the division has been resilient despite challenging macro conditions, with the business well positioned for any future upside in operating conditions.

- Toll IPEC's revenue grew across all significant locations, and margins were maintained through tight cost control, translating to good EBITA growth. Revenue growth was strongest in Queensland and Western Australia where the business serviced demand from customers exposed to the mining and resources industry. In locations with a greater exposure to discretionary retail customers, such as New South Wales and Victoria, volume growth was achieved despite consumer spending conditions deteriorating in the second half. EBITA growth in these locations was hampered by additional handling costs associated with depot capacity constraints. Investment in new sites and technology continues, with construction underway on a major new freight sorting facility in Western Sydney which will be the largest facility of its kind in Australia.

- Toll Priority recorded flat EBITA as revenue growth was offset by the impact of inflationary cost increases. Volume growth in the current environment has been challenging as customers have continued to focus on their premium freight spend, and there has been a mix shift to lower customer spend bands which generate lower yields. Toll Priority's aviation business, Toll Air Express, had a strong year achieving earnings growth through external charters and overnight domestic air parcel services.

- Toll Secure made good progress with its cornerstone customer Westpac and ongoing investment in its cash-in-transit network.

- TDAS, a joint venture with the Dnata Group, saw significant year on year EBITA decline, and the business recorded a loss for the full year. During the period costs were incurred to position the business for future growth, including a full year impact of new facilities in Sydney and Melbourne. The business was also affected by a material contract that is loss making. This contract will be exited by the end of September 2013. In February the business commenced a new contract with Air New Zealand to provide passenger and ramp services.

- Toll Global Express continued development of its business to consumer (B2C) product, Toll Consumer Delivery. Toll Consumer Delivery has recently been appointed by GraysOnline to deliver all non-bulk goods, and the business is working on a number of other opportunities with large e-tailers which are expected to deliver additional market share in the coming period.

- Toll Express Japan reported an improved EBITA year on year, albeit a minor loss for the full year. The result reflects the ongoing success of cost initiatives in particular in the areas of local pickup and delivery and overhead costs. Year on year revenue performance declined 3.2% (in local currency) due to challenging trading conditions in the first half. Recent government reforms to the Japanese economy should have a positive impact on freight volumes. Toll Express Japan continues to explore opportunities with other domestic express freight providers where additional volume in specific geographic areas or freight categories will deliver benefits to profitability. During the year a small divestment, Sanko MIC, was completed.

### Toll Domestic Forwarding

| | 2013 $M | 2012 $M | % change |
|---|---|---|---|
| Sales revenue | 1,129.6 | 1,150.9 | -1.9 |
| EBITDA [1] | 94.5 | 89.0 | +6.2 |
| EBITA [2] | 62.7 | 56.7 | +10.6 |
| EBITA margin (excluding associate earnings) | 5.5% | 4.9% | +0.6% |
| Average capital employed | 312 | 278 | +12.2 |
| Return on capital employed[3] | 20.0% | 20.3% | -0.3% |

[1] EBITDA excludes profits from Associates and non-recurring items
[2] EBITA excludes non-recurring items, includes profits from Associates
[3] Return on capital employed is rolling 12 months EBIT before non-recurring items divided by average capital employed

- Revenue for Toll Domestic Forwarding, adjusted for the sale of Toll Refrigerated in July 2012, was 3% ahead of the prior year in a period of continuing weak economic conditions. Industry wide container volumes have remained flat and aggressive competition in the sector has led to continued margin deterioration. Despite this, a number of new contract wins were achieved across the division. Overall EBITA for the year increased 10% on prior year, driven by the divestment of the loss making Toll Refrigerated business and growth in Toll Shipping volumes.

- Toll Intermodal saw aggressive competition throughout the year, with significant pressure on margins, particularly in Queensland. A decline in EBITA was mostly attributable to the Queensland business, which has been impacted by flooding, derailments and a number of customer's down-trading during the year.

- Toll New Zealand marginally increased revenue through increased petroleum deliveries and the full year impact of a new contract with Inghams. A number of key contracts, including Heinz Watties, were retained during the year but EBITA declined primarily due to the loss of the Griffins North Island warehousing contract.

- Toll ANL Bass Strait Shipping increased revenue and EBITA as a result of organic revenue growth, improved equipment utilisation and reduction in overheads compared with the prior year. The business successfully retained a number of key customers, including Simplot, Australia Post and TNT.

- Toll Tasmania revenue increased primarily driven by a number of new contract wins including Coles Refrigerated Interstate, Coles Tasmanian Intrastate, Tasmanian Dairy Products and Rand Transport. During the period, the business was successful in retaining contracts with Woolworths, Kraft and Fosters. Toll Tasmania also completed the acquisition of the Linfox Trans Bass business with operations commencing 17 June 2013.

### Toll Specialised & Domestic Freight

| | 2013<br>$M | 2012<br>$M | % change |
|---|---|---|---|
| Sales revenue | 1,379.5 | 1,322.0 | +4.3 |
| | | | |
| EBITDA [1] | 143.3 | 125.6 | +14.1 |
| EBITA [2] | 101.2 | 87.7 | +15.4 |
| EBITA margin (excluding associate earnings) | 7.3% | 6.6% | +0.7% |
| Average capital employed | 253 | 220 | +15.0 |
| Return on capital employed[3] | 40.1% | 39.9% | +0.2% |

[1] EBITDA excludes profits from Associates and non-recurring items
[2] EBITA excludes non-recurring items, includes profits from Associates
[3] Return on capital employed is rolling 12 months EBIT before non-recurring items divided by average capital employed

- Toll Specialised & Domestic Freight continued to perform well, with revenue growth complimented by strong margin management through ongoing cost efficiencies and realising the benefits of investment in fleet, IT and property.

- Toll Express was able to improve EBITA and margins compared to the prior year as the business responded to the difficult trading conditions with a focus on cost efficiencies that resulted in key operating costs reducing in line with volumes. The business benefited from the ongoing investment in replacement fleet and leveraging IT to enhance customer service levels.

- Toll NQX recorded an EBITA result similar to the prior year with a slight improvement in margin. Volumes in the less than full load market were lower as a result of the downturn in the resources sector, particularly with the exposure to the coal sector in Central Queensland. The business, whilst experiencing increased margin pressure from competitors and customers, particularly from major mining customers, responded by focussing on cost efficiencies, maximising benefits from the ongoing investment in replacement fleet and leveraging IT to enhance customer service levels.

- Toll Liquids saw continued strong organic growth due to contract wins with Shell, 7-Eleven and BP. The business also successfully renewed its Linde Group relationship for a further 5 years.

- Toll Transitions revenues were down significantly with reduced activity in the Defence relocations contract owing to Federal Government budgetary constraints, and subdued trading conditions in the Corporate and Workplace segments. A restructure of the non-Defence services was undertaken in the second half of the reporting period to better align the business with current economic conditions.

## Additional financial information

### Cash flow

Cash flow generated from operations was down 20% on the prior year mainly due to increased working capital as a result of higher receivables at 30 June 2013. However, due to a significant reduction in net capital expenditure, free cash flows were 3% ahead of the prior year. Dividends were up due to the increase in interim dividend and continued suspension of the dividend reinvestment plan. Tax payments were up due to catch up of prior year tax payments and a higher instalment rate.

| | 2013 $M | 2012 $M | % change |
|---|---|---|---|
| EBITDA excluding non-cash items | 692 | 679 | +1.9 |
| Working capital movement | (155) | (6) | |
| Net operating cash flows | 537 | 673 | -20.2 |
| - Capital expenditure | (392) | (479) | -18.2 |
| - Sale of PPE | 84 | 28 | +200.0 |
| Free cash flow | 229 | 222 | +3.2 |
| - Acquisitions | (8) | (15) | |
| - Sale of businesses & investments | 92 | 1 | |
| Net cash flow before financing and tax | 313 | 208 | +50.5 |
| | | | |
| Interest payments | (28) | (27) | -3.7 |
| Tax | (133) | (99) | -34.3 |
| Dividends | (186) | (159) | -17.0 |
| **Cash flow before movements in net debt** | **(34)** | **(77)** | **+55.8** |

### Capital expenditure

| | 2013 $M | 2012 $M |
|---|---|---|
| Toll Global Resources | 107 | 180 |
| Toll Global Logistics | 42 | 64 |
| Toll Global Forwarding | 11 | 17 |
| Toll Global Express | 49 | 48 |
| Toll Domestic Forwarding | 65 | 48 |
| Toll Specialised & Domestic Freight | 96 | 76 |
| Corporate | 22 | 46 |
| **Total** | **392** | **479** |

The reduction in capital expenditure reflects the completion of the TOPS project (spend in 2013 of $31 million compared with $56 million in 2012), together with an overall reduction in growth related capital expenditure for the period.

## Tax

After adjusting for non-recurring items, the normalised effective tax rate was 29%.

## Net debt

| | 2013 $M | 2012 $M |
|---|---|---|
| Total debt | 1,789 | 1,708 |
| Cash | 516 | 569 |
| Net debt | 1,273 | 1,139 |
| Gearing (Net debt / Net debt & equity) | 32.1% | 29.3% |

Toll continues to prudently manage its balance sheet with sufficient liquidity and flexibility to fund capital investment and organic growth as well as strategic acquisitions. Gearing increased mainly due to the impact of non-recurring items. Average tenor of debt is now 2.3 years, however negotiations on debt maturing in the next 12 months are well advanced and the majority of current debt is expected to be refinanced by December 2013.

## Interest expense

Net interest expense of $36.6 million was in line with the prior year.

## Non-recurring items

The 2013 results included a number of non-recurring items as shown in the table below, totalling a post-tax loss of $191 million. The net impact of the Toll Marine Asia impairment and the gains on the sale of Toll's vehicle distribution business and Toll Refrigerated's linehaul and warehousing business of $22 million were reported in the first half results. The Toll Global Forwarding goodwill and customer contract intangible impairment was recorded in June 2013.

| 2013 non-recurring charges | $M |
|---|---|
| Toll Global Forwarding impairment | (215) |
| Toll Marine Asia impairment | (30) |
| Total impairments | (245) |
| Gain on sale of Toll Auto Vehicle distribution business, Toll Refrigerated linehaul and warehousing business and Sanko MIC (Japan) | 55 |
| Tax (expense)/benefit | (1) |
| **Total non-recurring charges post tax** | **(191)** |

| 2012 non-recurring charges | $M |
|---|---|
| Toll Express Japan impairments | (170) |
| Australian properties | (56) |
| Total impairments | (226) |
| Write back of earn-out and other provisions | 11 |
| Tax (expense)/benefit | 12 |
| **Total non-recurring items post tax** | **(203)** |

## Dividend and Dividend Reinvestment Plan

A final dividend of 14.5 cents per ordinary share (up one cent per share), fully franked, has been determined and is payable on 21 October 2013. The record date for determining entitlement to the dividend is 11 September 2013. This brings the total dividends for the year to 27.0 cents per share, fully franked, up two cents per share on the prior year. The increased dividends continue to reflect the Group's confidence in the sustainability of its earnings and cash flows.

The Toll Board has decided to continue the suspension of the Company's Dividend Reinvestment Plan.

## Safety and our people

Safety is a core value at Toll. The safety of our staff, contractors representing us, and the communities in which we operate is our priority, always.

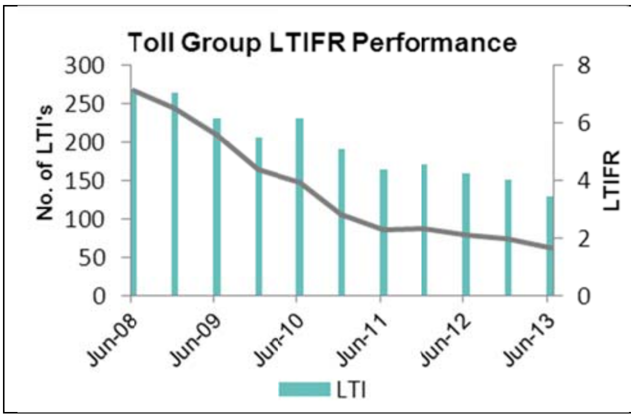
In-line with this core value, we launched our landmark *Think safe. Act safe. Be safe.* global safety campaign in February 2013. *Think safe. Act safe. Be safe.* defines Toll Group's approach to health and safety.

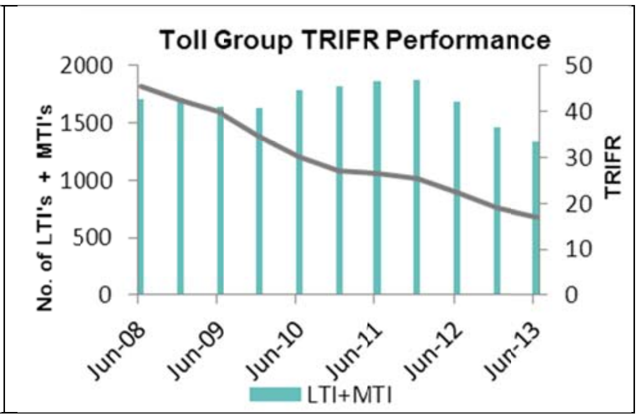
We believe that all injuries are preventable and that no task is so important that it can't be done safely. This underpins our belief that everyone has the right to go home safely, and together we make it happen.

Toll's approach to health and safety is defined in four principles to help guide the operating actions and behaviours across the group:

- Each person is responsible for acting safely without risk to themselves or others. Working safely is a condition of all employment arrangements.
- Management at all levels is responsible and accountable for workplace health and safety
- Providing training to work safely is essential
- Consultation and engagement with all who work in, or with our business, is fundamental to improving safety performance

The initial success of this safety-first attitude is paying off. The strong focus on engaging our employees and improving safety leadership skills has led to improvement in a wide range of safety performance measures. Our headline Lost Time Injury Frequency Rate (LTIFR, the number of lost time injuries per 1 million hours worked) is down 22 per cent to 1.65, and our Total Recordable Injury Frequency Rate (TRIFR, the number of lost time injuries plus the number of medically-treated injuries per 1 million hours worked) is down 25 per cent to 16.82. This continues the steady decline of both measures during the past two years, and puts Toll in the top third of ASX100 companies that report on these measures.



Despite these improvements, tragically, Toll had two employee and four contractor fatalities during the reporting period. They included three contractor truck drivers and one employee truck driver involved in separate motor vehicle incidents in Queensland, an employee seaman involved in a shipping incident in Indonesia, and an air freight contractor involved in an aircraft incident in Western Australia.

These tragedies continue to encourage us to be relentless in our focus on improving health and safety throughout the group, and we look forward to further improvement as we continue our safety-first focus.

More details on Toll's safety initiatives can be found at **www.tollgroup.com/safety**

## Environment

Toll is serious about managing environmental risks, and specifically in the areas of climate change and energy. We are playing our part by developing sustainability responses to address our future energy needs and help mitigate climate change risks. During the reporting period we focused on energy efficiency, driver training, the use of renewable fuels such as biodiesels, compressed natural gas and electric vehicles along with optimised logistics planning to improve emissions, safety and energy consumption and costs. This work resulted in the release of our first environment report in March, *Environment Report: Managing climate change and energy risks*.

Key features of the report:

- The integrated environmental strategy features a reduction target based on a comprehensive suite of emissions reduction programs. In particular, the Smarter Green program sets out Toll's approach to risks associated with climate change and energy use.
- Showing how Toll is constantly looking for ways to apply new technologies and practices to reduce consumption of non-renewable resources and reduce greenhouse gases (GHG). It describes our current energy use and carbon intensities, the Smarter Green program initiatives we have in place, and the opportunities to reduce emissions and improve energy efficiency.
- It sets the ambitious, but achievable target of reducing our Australian greenhouse gas intensities by 20 per cent of 2010 levels by 2020.

We have already achieved significant reductions in our Australian emission intensity and savings in our energy costs, and we look to continue this good work globally with similar targets to be set across our global operations over time.

More information on Toll's commitment to environmental sustainability can be found at
**www.tollgroup.com/environmental-sustainability**

**Summary of Earnings**

| | 2010 | | | 2011 | | | 2012 | | | 2013 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 1H10A | 2H10A | 2010A | 1H11A | 2H11A | 2011A | 1H12A | 2H12A | 2012A | 1H13A | 2H13A | 2013A |
| **Revenue** | | | | | | | | | | | | |
| Global Express - Australia | 652.7 | 627.3 | 1,280.0 | 717.4 | 692.7 | 1,410.1 | 758.0 | 751.9 | 1,509.9 | 822.1 | 779.8 | 1,602.0 |
| Express Japan | 140.9 | 369.2 | 510.2 | 384.7 | 345.4 | 730.1 | 376.9 | 347.1 | 724.0 | 346.5 | 285.4 | 631.8 |
| Global Express - Total | 793.7 | 996.6 | 1,790.2 | 1,102.1 | 1,038.1 | 2,140.2 | 1,135.0 | 1,098.9 | 2,233.9 | 1,168.6 | 1,065.2 | 2,233.8 |
| Domestic Forwarding | 554.8 | 512.3 | 1,067.1 | 561.6 | 535.5 | 1,097.1 | 584.2 | 566.7 | 1,150.9 | 588.3 | 541.3 | 1,129.6 |
| Specialised & Domestic Freight | 515.2 | 489.0 | 1,004.2 | 621.7 | 579.4 | 1,201.1 | 692.3 | 629.7 | 1,322.0 | 731.8 | 647.7 | 1,379.5 |
| Global Logistics | 648.2 | 659.6 | 1,307.8 | 676.4 | 680.9 | 1,357.3 | 709.0 | 710.7 | 1,419.7 | 645.7 | 620.9 | 1,266.6 |
| Global Resources | 347.3 | 348.2 | 695.5 | 370.7 | 413.5 | 784.2 | 552.0 | 554.8 | 1,106.8 | 613.2 | 565.6 | 1,178.8 |
| Global Forwarding | 439.9 | 626.2 | 1,066.1 | 900.7 | 734.3 | 1,635.0 | 751.6 | 698.9 | 1,450.6 | 786.1 | 720.6 | 1,506.6 |
| Total Divisional Revenue | 3,299.1 | 3,631.9 | 6,930.9 | 4,233.2 | 3,981.6 | 8,214.9 | 4,424.1 | 4,259.8 | 8,683.9 | 4,533.7 | 4,161.2 | 8,694.9 |
| Other/ Corporate | 5.8 | 7.3 | 13.1 | 5.3 | 4.3 | 9.6 | 12.7 | 10.6 | 23.3 | 12.4 | 12.1 | 24.5 |
| **Total Revenue** | **3,304.9** | **3,639.2** | **6,944.0** | **4,238.5** | **3,985.9** | **8,224.5** | **4,436.8** | **4,270.4** | **8,707.2** | **4,546.1** | **4,173.2** | **8,719.4** |
| **EBITDA (pre Associates and JV's)** | | | | | | | | | | | | |
| Global Express - Australia | 74.6 | 67.6 | 142.2 | 87.5 | 78.8 | 166.3 | 90.8 | 67.5 | 158.3 | 87.2 | 72.1 | 159.3 |
| Express Japan | 7.2 | 16.9 | 24.1 | 24.0 | 12.0 | 36.0 | 3.4 | 3.6 | 7.0 | 3.7 | 1.5 | 5.2 |
| Global Express - Total | 81.8 | 84.5 | 166.3 | 111.5 | 90.9 | 202.3 | 94.2 | 71.1 | 165.3 | 91.0 | 73.5 | 164.5 |
| Domestic Forwarding | 57.2 | 41.1 | 98.3 | 51.6 | 39.9 | 91.5 | 51.3 | 37.7 | 89.0 | 55.9 | 38.7 | 94.5 |
| Specialised & Domestic Freight | 52.8 | 35.9 | 88.7 | 60.0 | 43.2 | 103.1 | 76.1 | 49.4 | 125.6 | 88.1 | 55.1 | 143.3 |
| Global Logistics | 63.9 | 71.5 | 135.4 | 64.4 | 66.1 | 130.5 | 72.0 | 64.0 | 136.0 | 62.2 | 65.2 | 127.4 |
| Global Resources | 61.6 | 69.5 | 131.1 | 64.2 | 60.9 | 125.1 | 85.5 | 82.8 | 168.4 | 88.7 | 93.0 | 181.7 |
| Global Forwarding | 8.4 | 12.9 | 21.3 | 26.5 | 13.7 | 40.2 | 17.2 | 12.6 | 29.8 | 14.8 | 1.3 | 16.0 |
| Other/ Corporate | -16.7 | -6.7 | -23.4 | -17.2 | -11.9 | -29.1 | -16.6 | -16.2 | -32.7 | -13.9 | -10.9 | -24.9 |
| **Total EBITDA pre Associates and JV's** | **309.0** | **308.6** | **617.6** | **361.0** | **302.7** | **663.7** | **379.8** | **301.5** | **681.3** | **386.6** | **315.9** | **702.5** |
| **EBITDA (inc Associates and JV's)** | | | | | | | | | | | | |
| Global Express - Australia | 76.0 | 68.9 | 145.0 | 89.4 | 80.2 | 169.6 | 92.7 | 68.1 | 160.8 | 87.7 | 69.9 | 157.6 |
| Express Japan | 7.2 | 16.9 | 24.1 | 24.0 | 12.0 | 36.0 | 3.4 | 3.6 | 7.0 | 3.7 | 1.5 | 5.2 |
| Global Express - Total | 83.3 | 85.8 | 169.1 | 113.4 | 92.3 | 205.6 | 96.1 | 71.7 | 167.8 | 91.5 | 71.2 | 162.8 |
| Domestic Forwarding | 57.2 | 41.1 | 98.3 | 51.6 | 39.9 | 91.5 | 51.3 | 37.7 | 89.0 | 55.9 | 38.7 | 94.6 |
| Specialised & Domestic Freight | 52.8 | 35.9 | 88.7 | 60.0 | 43.2 | 103.1 | 76.1 | 49.4 | 125.6 | 88.1 | 55.1 | 143.3 |
| Global Logistics | 66.6 | 75.0 | 141.6 | 66.6 | 68.6 | 135.2 | 74.0 | 66.5 | 140.5 | 64.6 | 64.2 | 128.8 |
| Global Resources | 64.2 | 72.7 | 136.9 | 67.0 | 60.8 | 127.8 | 85.7 | 83.4 | 169.1 | 90.1 | 95.4 | 185.6 |
| Global Forwarding | 10.7 | 15.6 | 26.3 | 29.7 | 15.6 | 45.3 | 20.2 | 13.7 | 33.9 | 18.1 | 2.3 | 20.4 |
| Other/ Corporate | -15.5 | -6.1 | -21.6 | -17.0 | -11.9 | -28.9 | -16.4 | -16.0 | -32.4 | -13.8 | -10.8 | -24.6 |
| Total EBITDA incl Associates and JV's | 319.2 | 320.0 | 639.2 | 371.3 | 308.4 | 679.6 | 387.0 | 306.5 | 693.5 | 394.6 | 316.2 | 710.9 |
| **Depreciation and Amortisation (exc PPA)** | | | | | | | | | | | | |
| Global Express - Australia | 8.6 | 10.4 | 19.0 | 11.0 | 11.7 | 22.6 | 11.3 | 12.9 | 24.2 | 12.9 | 13.8 | 26.7 |
| Express Japan | 3.3 | 13.0 | 16.3 | 7.5 | 5.6 | 13.1 | 6.4 | 6.0 | 12.3 | 5.2 | 4.1 | 9.4 |
| Global Express - Total | 11.9 | 23.4 | 35.3 | 18.5 | 17.2 | 35.7 | 17.7 | 18.8 | 36.5 | 18.1 | 18.0 | 36.1 |
| Domestic Forwarding | 13.6 | 15.5 | 29.1 | 14.4 | 15.8 | 30.2 | 16.0 | 16.4 | 32.3 | 15.9 | 16.1 | 31.9 |
| Specialised & Domestic Freight | 11.0 | 12.1 | 23.1 | 14.9 | 16.2 | 31.1 | 17.8 | 20.1 | 37.9 | 20.0 | 22.1 | 42.1 |
| Global Logistics | 21.3 | 21.6 | 42.9 | 22.9 | 21.8 | 44.7 | 22.7 | 25.2 | 47.9 | 18.6 | 21.2 | 39.8 |
| Global Resources | 18.3 | 24.3 | 42.6 | 16.6 | 22.6 | 39.2 | 32.5 | 33.6 | 66.1 | 35.9 | 41.2 | 77.1 |
| Global Forwarding | 3.3 | 2.7 | 6.0 | 5.1 | 6.3 | 11.4 | 7.1 | 6.2 | 13.3 | 7.3 | 6.8 | 14.1 |
| Other/ Corporate | 15.8 | 9.9 | 25.7 | 11.4 | 10.8 | 22.1 | 10.3 | 9.8 | 20.1 | 9.9 | 12.8 | 22.7 |
| Total Associates and JV's | 95.2 | 109.5 | 204.6 | 103.7 | 110.8 | 214.5 | 124.1 | 130.1 | 254.1 | 125.6 | 138.2 | 263.8 |
| **EBITA (pre Associates and JV's)** | | | | | | | | | | | | |
| Global Express - Australia | 66.0 | 57.2 | 123.2 | 76.5 | 67.2 | 143.7 | 79.4 | 54.6 | 134.1 | 74.4 | 58.2 | 132.6 |
| Express Japan | 3.9 | 3.9 | 7.8 | 16.5 | 6.5 | 22.9 | -3.0 | -2.4 | -5.4 | -1.5 | -2.7 | -4.2 |
| Global Express - Total | 69.9 | 61.1 | 131.0 | 93.0 | 73.6 | 166.6 | 76.4 | 52.3 | 128.7 | 72.9 | 55.6 | 128.4 |
| Domestic Forwarding | 43.6 | 25.6 | 69.2 | 37.2 | 24.0 | 61.3 | 35.3 | 21.3 | 56.7 | 40.0 | 22.6 | 62.6 |
| Specialised & Domestic Freight | 41.8 | 23.8 | 65.6 | 45.1 | 27.0 | 72.1 | 58.4 | 29.3 | 87.7 | 68.2 | 33.0 | 101.2 |
| Global Logistics | 42.6 | 49.9 | 92.5 | 41.5 | 44.3 | 85.8 | 49.2 | 38.9 | 88.1 | 43.6 | 43.9 | 87.6 |
| Global Resources | 43.3 | 45.2 | 88.5 | 47.6 | 38.3 | 85.9 | 53.0 | 49.2 | 102.3 | 52.7 | 51.9 | 104.6 |
| Global Forwarding | 5.1 | 10.2 | 15.3 | 21.4 | 7.4 | 28.8 | 10.1 | 6.4 | 16.5 | 7.5 | -5.6 | 1.9 |
| Other/ Corporate | -32.5 | -16.6 | -49.1 | -28.6 | -22.7 | -51.3 | -26.8 | -26.0 | -52.8 | -23.9 | -23.7 | -47.6 |
| Total EBITA pre Associates and JV's | 213.8 | 199.2 | 413.0 | 257.3 | 191.9 | 449.2 | 255.7 | 171.5 | 427.2 | 261.0 | 177.7 | 438.7 |
| **Associates and JV's** | | | | | | | | | | | | |
| Global Express - Australia | 1.5 | 1.3 | 2.8 | 1.9 | 1.4 | 3.3 | 1.9 | 0.6 | 2.5 | 0.5 | -2.2 | -1.7 |
| Express Japan | - | - | - | - | - | - | - | - | - | - | - | - |
| Global Express - Total | 1.5 | 1.3 | 2.8 | 1.9 | 1.4 | 3.3 | 1.9 | 0.6 | 2.5 | 0.5 | -2.2 | -1.7 |
| Domestic Forwarding | - | - | - | - | - | - | - | - | - | 0.0 | 0.1 | 0.1 |
| Specialised & Domestic Freight | - | - | - | - | - | - | - | - | - | - | - | - |
| Global Logistics | 2.7 | 3.5 | 6.2 | 2.2 | 2.5 | 4.7 | 2.1 | 2.4 | 4.5 | 2.4 | -1.0 | 1.4 |
| Global Resources | 2.6 | 3.2 | 5.8 | 2.8 | -0.1 | 2.7 | 0.1 | 0.6 | 0.7 | 1.5 | 2.4 | 3.9 |
| Global Forwarding | 2.3 | 2.7 | 5.0 | 3.2 | 1.9 | 5.1 | 3.0 | 1.1 | 4.1 | 3.4 | 1.0 | 4.4 |
| Other/ Corporate | 1.2 | 0.6 | 1.8 | 0.2 | 0.0 | 0.2 | 0.2 | 0.2 | 0.4 | 0.2 | 0.1 | 0.3 |
| Total Associates and JV's | 10.3 | 11.3 | 21.6 | 10.3 | 5.7 | 16.0 | 7.3 | 4.9 | 12.2 | 8.0 | 0.5 | 8.4 |
| **EBITA (inc Associates and JV's)** | | | | | | | | | | | | |
| Global Express - Australia | 67.4 | 58.5 | 126.0 | 78.4 | 68.6 | 147.0 | 81.3 | 55.2 | 136.6 | 74.9 | 56.1 | 130.9 |
| Express Japan | 3.9 | 3.9 | 7.8 | 16.5 | 6.5 | 22.9 | -3.0 | -2.4 | -5.4 | -1.5 | -2.7 | -4.2 |
| Global Express - Total | 71.4 | 62.4 | 133.8 | 94.9 | 75.0 | 169.9 | 78.3 | 52.9 | 131.2 | 73.4 | 53.4 | 126.7 |
| Domestic Forwarding | 43.6 | 25.6 | 69.2 | 37.2 | 24.0 | 61.3 | 35.3 | 21.3 | 56.7 | 40.0 | 22.7 | 62.7 |
| Specialised & Domestic Freight | 41.8 | 23.8 | 65.6 | 45.1 | 27.0 | 72.1 | 58.4 | 29.3 | 87.7 | 68.2 | 33.0 | 101.2 |
| Global Logistics | 45.3 | 53.4 | 98.7 | 43.7 | 46.8 | 90.5 | 51.3 | 41.3 | 92.6 | 46.0 | 42.9 | 89.0 |
| Global Resources | 45.9 | 48.4 | 94.3 | 50.4 | 38.1 | 88.6 | 53.2 | 49.8 | 103.0 | 54.2 | 54.3 | 108.5 |
| Global Forwarding | 7.4 | 12.9 | 20.3 | 24.6 | 9.3 | 33.9 | 13.1 | 7.5 | 20.6 | 10.9 | -4.6 | 6.3 |
| Other/ Corporate | -31.3 | -16.0 | -47.3 | -28.4 | -22.7 | -51.1 | -26.6 | -25.8 | -52.4 | -23.7 | -23.6 | -47.3 |
| **Total EBITA incl Associates and JV's** | **224.1** | **210.5** | **434.6** | **267.6** | **197.6** | **465.2** | **263.0** | **176.4** | **439.4** | **269.0** | **178.1** | **447.1** |

| | 2010 | | | 2011 | | | 2012 | | | 2013 | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 1H10A | 2H10A | 2010A | 1H11A | 2H11A | 2011A | 1H12A | 2H12A | 2012A | 1H13A | 2H13A | 2013A |
| **PPA** | | | | | | | | | | | | |
| Global Express - Australia | - | 2.8 | 2.8 | 1.4 | 1.4 | 2.8 | 1.4 | 1.3 | 2.7 | 0.5 | 0.3 | 0.7 |
| Express Japan | - | 1.7 | 1.7 | -0.2 | 0.6 | 0.4 | 0.6 | 0.6 | 1.1 | - | - | - |
| Global Express - Total | - | 4.5 | 4.5 | 1.2 | 2.0 | 3.2 | 2.0 | 1.8 | 3.8 | 0.5 | 0.3 | 0.7 |
| Domestic Forwarding | - | - | - | - | 0.2 | 0.2 | 0.1 | 0.1 | 0.3 | 0.2 | 0.2 | 0.3 |
| Specialised & Domestic Freight | - | - | - | - | - | - | - | - | - | - | - | - |
| Global Logistics | 8.4 | 5.5 | 13.9 | 6.1 | 6.0 | 12.1 | 5.9 | 5.8 | 11.7 | 6.5 | 3.8 | 10.3 |
| Global Resources | - | 4.0 | 4.0 | 2.0 | 1.9 | 3.9 | 1.9 | 1.9 | 3.8 | 0.9 | 0.8 | 1.7 |
| Global Forwarding | 2.1 | 2.6 | 4.7 | 4.0 | 4.6 | 8.6 | 4.4 | 3.7 | 8.1 | 4.3 | 3.1 | 7.4 |
| Other/ Corporate | 2.7 | -1.8 | 0.8 | 0.4 | 0.4 | 0.8 | 0.4 | 0.4 | 0.8 | 0.4 | 0.4 | 0.8 |
| Total Associates and JV's | 13.1 | 14.8 | 28.0 | 13.7 | 15.0 | 28.8 | 14.8 | 13.8 | 28.6 | 12.6 | 8.6 | 21.2 |
| **EBIT** | | | | | | | | | | | | |
| Global Express - Australia | 67.4 | 55.7 | 123.2 | 77.0 | 67.1 | 144.2 | 79.9 | 54.0 | 133.9 | 74.4 | 55.8 | 130.2 |
| Express Japan | 3.9 | 2.2 | 6.1 | 16.7 | 5.9 | 22.6 | -3.6 | -2.9 | -6.5 | -1.5 | -2.7 | -4.2 |
| Global Express - Total | 71.4 | 57.9 | 129.3 | 93.7 | 73.0 | 166.7 | 76.4 | 51.0 | 127.4 | 73.0 | 53.1 | 126.0 |
| Domestic Forwarding | 43.6 | 25.6 | 69.2 | 37.2 | 23.8 | 61.1 | 35.2 | 21.2 | 56.4 | 39.9 | 22.5 | 62.4 |
| Specialised & Domestic Freight | 41.8 | 23.8 | 65.6 | 45.1 | 27.0 | 72.1 | 58.4 | 29.3 | 87.7 | 68.2 | 33.0 | 101.2 |
| Global Logistics | 36.9 | 47.9 | 84.8 | 37.6 | 40.8 | 78.4 | 45.4 | 35.5 | 80.9 | 39.6 | 39.1 | 78.7 |
| Global Resources | 45.9 | 44.4 | 90.3 | 48.4 | 36.2 | 84.7 | 51.3 | 47.9 | 99.2 | 53.3 | 53.5 | 106.8 |
| Global Forwarding | 5.3 | 10.3 | 15.6 | 20.6 | 4.7 | 25.3 | 8.7 | 3.8 | 12.5 | 6.6 | -7.7 | -1.1 |
| Other/ Corporate | -34.0 | -14.2 | -48.1 | -28.8 | -23.1 | -51.9 | -27.1 | -26.2 | -53.3 | -24.1 | -24.0 | -48.1 |
| **TOTAL EBIT** | **211.0** | **195.7** | **406.6** | **253.9** | **182.5** | **436.4** | **248.2** | **162.6** | **410.8** | **256.4** | **169.5** | **425.9** |
| Net Finance Costs | -14.2 | -23.2 | -37.4 | -18.0 | -17.4 | -35.4 | -20.0 | -17.0 | -37.0 | -16.9 | -19.6 | -36.6 |
| NPBT | 196.8 | 172.5 | 369.2 | 235.9 | 165.1 | 401.0 | 228.2 | 145.6 | 373.8 | 239.5 | 149.9 | 389.3 |
| Income Tax Expense | -49.5 | -21.4 | -70.9 | -62.8 | -47.1 | -109.9 | -66.9 | -32.7 | -99.6 | -66.0 | -40.9 | -106.9 |
| **Reported NPAT** | **147.3** | **151.1** | **298.3** | **173.1** | **118.0** | **291.1** | **161.3** | **112.9** | **274.2** | **173.5** | **109.0** | **282.4** |
| Significant items (net of tax) | -37.4 | 23.4 | -14.0 | 2.0 | 1.7 | 3.7 | -0.4 | -202.9 | -203.3 | 22.0 | -212.7 | -190.7 |
| **Reported NPAT (post Significant items)** | **109.85248** | **174.46784** | **284.3203146** | **175.05223** | **119.72809** | **294.8003201** | **160.9118** | **-90.010129** | **70.85167447** | **195.526** | **-103.778** | **91.668** |
| Minority Interests | 2.9 | 2.6 | 5.5 | 2.9 | 2.2 | 5.1 | 3.1 | 3.2 | 6.3 | 4.1 | 3.1 | 7.2 |
| Minority interests (individually signifcant item | - | - | - | 8.3 | - | 8.3 | -0.1 | 0.1 | - | - | - | - |
| **Reported Profit attributable to owners** | **107.0** | **171.9** | **278.8** | **163.9** | **117.5** | **281.4** | **157.9** | **-93.2** | **64.6** | **191.4** | **-106.9** | **84.5** |
| **Reported Profit attributable to owners (pre SI's)** | **144.4** | **148.5** | **292.8** | **161.9** | **115.8** | **277.7** | **158.3** | **109.7** | **267.9** | **169.4** | **105.9** | **275.2** |
| **EBITA Margin (pre Associates and JV's)** | | | | | | | | | | | | |
| Global Express - Australia | 10.1% | 9.1% | 9.6% | 10.7% | 9.7% | 10.2% | 10.5% | 7.3% | 8.9% | 9.0% | 7.5% | 8.3% |
| Express Japan | 2.8% | 1.0% | 1.5% | 4.3% | 1.9% | 3.1% | -0.8% | -0.7% | -0.7% | -0.4% | -0.9% | -0.7% |
| Global Express - Total | 8.8% | 6.1% | 7.3% | 8.4% | 7.1% | 7.8% | 6.7% | 4.8% | 5.8% | 6.2% | 5.2% | 5.7% |
| Domestic Forwarding | 7.9% | 5.0% | 6.5% | 6.6% | 4.5% | 5.6% | 6.0% | 3.8% | 4.9% | 6.8% | 4.2% | 5.5% |
| Specialised & Domestic Freight | 8.1% | 4.9% | 6.5% | 7.3% | 4.7% | 6.0% | 8.4% | 4.7% | 6.6% | 9.3% | 5.1% | 7.3% |
| Global Logistics | 6.6% | 7.6% | 7.1% | 6.1% | 6.5% | 6.3% | 6.9% | 5.5% | 6.2% | 6.8% | 7.1% | 6.9% |
| Global Resources | 12.5% | 13.0% | 12.7% | 12.8% | 9.3% | 10.9% | 9.6% | 8.9% | 9.2% | 8.6% | 9.2% | 8.9% |
| Global Forwarding | 1.2% | 1.6% | 1.4% | 2.4% | 1.0% | 1.8% | 1.3% | 0.9% | 1.1% | 1.0% | -0.8% | 0.1% |
| Total pre Associates and JV's | 6.5% | 5.5% | 5.9% | 6.1% | 4.8% | 5.5% | 5.8% | 4.0% | 4.9% | 5.7% | 4.3% | 5.0% |
| **EBITA Margin (inc Associates and JV's)** | | | | | | | | | | | | |
| Global Express - Australia | 10.3% | 9.3% | 9.8% | 10.9% | 9.9% | 10.4% | 10.7% | 7.3% | 9.0% | 9.1% | 7.2% | 8.2% |
| Express Japan | 2.8% | 1.0% | 1.5% | 4.3% | 1.9% | 3.1% | -0.8% | -0.7% | -0.7% | -0.4% | -0.9% | -0.7% |
| Global Express - Total | 9.0% | 6.3% | 7.5% | 8.6% | 7.2% | 7.9% | 6.9% | 4.8% | 5.9% | 6.3% | 5.0% | 5.7% |
| Domestic Forwarding | 7.9% | 5.0% | 6.5% | 6.6% | 4.5% | 5.6% | 6.0% | 3.8% | 4.9% | 6.8% | 4.2% | 5.6% |
| Specialised & Domestic Freight | 8.1% | 4.9% | 6.5% | 7.3% | 4.7% | 6.0% | 8.4% | 4.7% | 6.6% | 9.3% | 5.1% | 7.3% |
| Global Logistics | 7.0% | 8.1% | 7.5% | 6.5% | 6.9% | 6.7% | 7.2% | 5.8% | 6.5% | 7.1% | 6.9% | 7.0% |
| Global Resources | 13.2% | 13.9% | 13.6% | 13.6% | 9.2% | 11.3% | 9.6% | 9.0% | 9.3% | 8.8% | 9.6% | 9.2% |
| Global Forwarding | 1.7% | 2.1% | 1.9% | 2.7% | 1.3% | 2.1% | 1.7% | 1.1% | 1.4% | 1.4% | -0.6% | 0.4% |
| EBITA margin incl Associates and JV's | 6.8% | 5.8% | 6.3% | 6.3% | 5.0% | 5.7% | 5.9% | 4.1% | 5.0% | 5.9% | 4.3% | 5.1% |
| **Average Capital Employed** | | | | | | | | | | | | |
| Global Express - Australia | | | 232.0 | 253.5 | | 265.5 | 275.9 | | 276.8 | 279.2 | | 288.6 |
| Express Japan | | | 277.5 | 282.1 | | 301.7 | 337.0 | | 332.7 | 246.5 | | 153.6 |
| Global Express - Total | | | 424.1 | 535.6 | | 567.2 | 612.9 | | 609.5 | 525.7 | | 442.2 |
| Domestic Forwarding | | | 275.6 | 268.7 | | 265.2 | 275.0 | | 278.0 | 297.0 | | 311.6 |
| Specialised & Domestic Freight | | | 162.1 | 181.0 | | 195.5 | 208.7 | | 219.7 | 237.2 | | 252.5 |
| Global Logistics | | | 829.3 | 819.6 | | 826.5 | 812.3 | | 802.1 | 790.7 | | 783.4 |
| Global Resources | | | 712.8 | 740.0 | | 798.3 | 904.4 | | 1,010.6 | 1,041.4 | | 1,051.2 |
| Global Forwarding | | | 542.2 | 664.5 | | 742.5 | 768.5 | | 787.6 | 815.6 | | 821.1 |
| **Return on Capital Employed** | | | | | | | | | | | | |
| Global Express - Australia | | | 53.1% | 52.4% | | 54.3% | 53.3% | | 48.4% | 46.0% | | 45.1% |
| Express Japan | | | 2.2% | 6.7% | | 7.5% | 0.7% | | -2.0% | -1.8% | | -2.8% |
| Total - Global Express | | | 30.5% | 28.3% | | 29.4% | 24.4% | | 20.9% | 23.6% | | 28.5% |
| Domestic Forwarding | | | 25.1% | 23.7% | | 23.0% | 22.5% | | 20.3% | 20.6% | | 20.0% |
| Specialised & Domestic Freight | | | 40.5% | 38.1% | | 36.9% | 40.9% | | 39.9% | 41.1% | | 40.1% |
| Global Logistics | | | 10.2% | 10.4% | | 9.5% | 10.6% | | 10.1% | 9.5% | | 10.1% |
| Global Resources | | | 12.7% | 12.5% | | 10.6% | 9.7% | | 9.8% | 9.7% | | 10.2% |
| Global Forwarding | | | 2.9% | 4.6% | | 3.4% | 1.7% | | 1.6% | 1.3% | | -0.1% |

This summary should be read, used and/or considered only in conjunction with the Full Year rReport of Toll Holdings for the 12 months ended 30 June 201
a copy of which is available on the Company website or from the AS