

Capital Value Update

New Zealand and Australia

A reference guide for making capital allocation decisions March 2010



New Zealand

	Average market cap (NZ\$ millions)	Enterprise value to EBITDA	Enterprise value to EBIT	Market cap to net profit after tax	Asset beta	Debt to enterprise value	Return on assets (5 year avg)	WACC
Consumer Discretionary								
Hotels, Restaurants & Leisure	557	6.3	9.8	13.2	0.48	15.4%	13.2%	8.1%
Household Durables	211	10.6	19.0	12.7	0.65	45.9%	11.5%	10.3%
Media	1,063	7.1	11.9	16.4	0.55	23.0%	11.6%	8.3%
Multiline Retail	597	11.3	9.5	19.8	0.45	16.3%	11.1%	8.4%
Specialty Retail	169	6.6	10.5	7.6	0.68	21.0%	17.4%	9.8%
Consumer Staples								
Beverages	189	6.8	8.7	6.7	0.36	42.4%	10.1%	7.8%
Food & Staples Retailing	77	5.7	9.3	14.3	0.34	23.8%	3.0%	7.3%
Food & Personal Products	134	3.2	5.4	10.6	0.46	26.6%	N/A	8.8%
Energy								
Oil, Gas & Consumable Fuels	860	10.9	13.2	11.3	0.78	5.8%	12.5%	8.8%
Financials								
Diversified Financial Services	203	10.7	13.9	N/A	0.46	68.0%	N/A	9.5%
Real Estate Investment Trusts	421	11.9	11.9	(4.6)	0.33	41.1%	4.6%	7.3%
Health Care								
Health Care Equipment & Supplies	847	14.8	17.3	23.7	0.71	6.4%	17.4%	7.6%
Health Care Providers & Services	369	9.5	11.9	10.2	0.49	22.1%	8.3%	7.9%
Industrials								
Air Freight & Logistics	555	9.8	12.0	18.2	0.93	20.4%	12.3%	11.2%
Airlines	1,366	2.1	5.9	25.8	0.89	0.0%	3.1%	10.2%
Building Products	105	7.7	9.9	10.5	0.86	20.3%	26.1%	N/A
Construction & Engineering	236	5.2	6.2	12.7	1.26	0.0%	12.8%	11.9%
Industrial Conglomerates	82	5.0	7.0	30.9	0.54	39.9%	10.2%	9.2%
Machinery	76	9.7	18.0	17.7	0.96	29.6%	(16.9%)	10.5%
Professional Services	20	5.7	7.1	12.9	0.44	0.0%	15.6%	6.6%
Transportation Infrastructure	775	11.7	16.0	25.6	0.46	13.2%	7.0%	7.7%
Materials								
Chemicals	341	5.9	7.1	14.9	0.95	19.4%	7.7%	12.0%
Construction Materials	5,061	8.6	12.0	N/A	1.04	21.1%	14.2%	12.3%
Metals & Mining	186	11.5	15.6	27.0	0.67	7.7%	1.2%	10.2%
Paper & Forest Products	60	7.5	14.8	N/A	0.37	36.8%	4.1%	7.7%
Telecommunication Services								
Diversified Telecommunication	4,159	3.7	9.1	8.7	0.88	36.6%	16.2%	10.3%
Utilities								
	1,558	10.1	13.3	17.4	0.66	32.0%	2.5%	8.4%

Australia

	Average market cap (AU\$ millions)	Enterprise value to EBITDA	Enterprise value to EBIT	Market cap to net profit after tax	Asset beta	Debt to enterprise value	Return on assets (5 year avg)	WACC
Consumer Discretionary								
Automobiles	486	7.9	9.8	14.3	1.14	0.6%	13.6%	12.6%
Distributors	547	6.9	7.8	16.8	0.52	21.1%	7.8%	9.2%
Diversified Consumer Services	847	11.8	13.1	19.6	0.32	10.9%	15.8%	7.4%
Hotels, Restaurants & Leisure	1,927	9.0	12.7	13.7	0.82	8.0%	13.8%	9.3%
Household Durables	297	6.1	6.8	9.5	0.47	19.2%	15.2%	8.6%
Media	2,007	8.4	10.9	10.2	0.59	23.5%	9.3%	9.4%
Multiline Retail	2,151	8.2	10.0	15.7	0.78	7.3%	14.9%	10.4%
Specialty Retail	537	8.0	9.5	14.4	0.55	8.9%	18.2%	8.9%
Textiles, Apparel & Luxury Goods	2,857	11.8	13.8	20.4	1.01	7.3%	17.8%	11.5%
Consumer Staples								
Beverages	6,286	12.0	14.5	24.7	0.34	15.5%	15.1%	7.6%
Food & Staples Retailing	17,656	12.8	16.1	12.3	0.48	27.2%	7.4%	8.8%
Food Products	717	8.5	11.7	6.4	0.47	26.3%	4.2%	8.4%
Energy								
Energy Equipment & Services	2,146	8.7	11.6	21.7	1.65	3.6%	17.1%	14.6%
Health Care								
Biotechnology	3,731	(4.4)	(3.0)	(1.8)	1.00	0.0%	(15.8%)	10.6%
Health Care Providers & Services	1,861	8.9	11.1	19.0	0.50	25.7%	7.0%	8.4%
Industrials								
Air Freight & Logistics	2,712	6.9	10.3	17.8	0.56	12.2%	7.8%	9.2%
Airlines	2,715	5.5	13.0	N/A	0.53	22.7%	10.1%	9.1%
Building Products	679	8.3	10.8	23.5	0.75	22.1%	9.5%	10.0%
Commercial Services & Supplies	1,311	7.5	10.6	16.4	0.69	20.3%	14.3%	9.7%
Construction & Engineering	1,083	8.3	10.9	13.4	1.07	11.2%	15.3%	12.3%
Machinery	617	6.6	8.7	29.5	1.02	20.2%	11.4%	11.4%
Professional Services	859	10.9	14.9	14.8	0.80	11.1%	22.6%	10.1%
Trading Companies & Distributors	619	7.3	13.3	2.4	0.61	31.7%	11.8%	9.4%
Information Technology								
IT Services	1,084	8.9	10.0	16.1	0.95	6.3%	24.1%	10.8%
Software	170	5.9	8.8	14.7	0.47	6.5%	22.2%	8.1%
Materials								
Chemicals	5,702	9.3	11.6	17.9	0.74	20.4%	12.1%	9.9%
Construction Materials	2,524	11.0	15.6	17.4	0.74	16.3%	8.7%	10.1%
Paper & Forest Products	329	7.7	10.4	11.6	0.61	33.0%	11.7%	9.0%
Telecommunication Services								
Diversified Telecommunication	11,408	7.5	12.3	17.5	0.63	7.7%	9.4%	9.4%
Utilities								
Electric Utilities	1,659	12.9	15.4	24.2	0.30	68.7%	4.3%	9.0%
Gas Utilities	1,309	10.0	12.5	15.2	0.30	66.6%	7.2%	8.5%
Independent Power Producers	545	9.3	23.6	1.6	0.75	37.7%	0.8%	10.8%
Multi-Utilities	2,355	10.0	13.5	13.3	0.38	46.3%	2.7%	8.8%

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