

WEBSTER LIMITED

2006 Half-Year Results Presentation



The information and financial summary contained in this presentation should be read in conjunction with Webster Limited's Appendix 4D lodged with ASX on 09/03/06



WEBSTER LIMITED

About Webster Limited

2006 Half-Year Highlights & Commentary

Our Portfolio

Divisional Overviews

Webster Financials

Focus for remainder of 2006

Rod Roberts

Executive Chairman

Nick Abbott

Financial Controller



About Webster Limited

- Webster Ltd is a food and agribusiness based company that produces and supplies fresh produce to Australia, Asia and Europe.
- Webster is the industry leader in walnut operations with the only commercial walnut nursery in Australia.
- Webster Industry Services Comprises two separate business operations, Trucks & Machinery and Bearing & Engineering Supplies.
- Webster also has a key stake holding in the salmon industry through its 28% ownership of Tassal Group Limited.



Board of Directors

Rod Roberts – Executive Chairman

Charles Bright – Director of Futuris Corporation Ltd

David Robinson – Managing Director Australian Food & Fibre Ltd



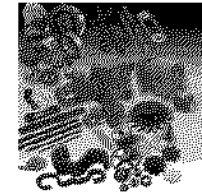
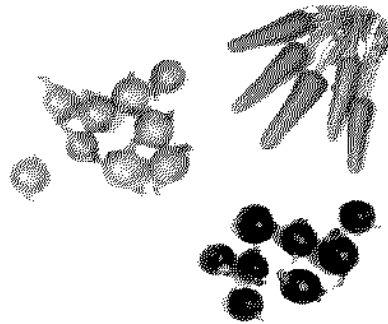
Webster – 2006 Half-Year Highlights & Commentary

- ✓ \$1.2m NPAT – earnings improvement, results are seasonally influenced
- ✓ Underlying loss of \$514k versus loss of \$2.208m in 2004
- ✓ Borrowing costs down 46%
- ✓ Net debt to equity 38% - same time last year 64%
- ✓ Sale of remaining stake in Elders Webster releases significant value and \$1.7m profit realised
- ✓ Tassal generating strong returns
- ✓ Walnut MIS on track



Our Portfolio

Division	WebsterCorporate	Webster Fresh	WebsterWalnuts	Webster Industry Services
Businesses	Kelp Industries Tassal – 28%	Onions Carrots	Walnuts	Bearings Transport





Webster Fresh - Vegetables



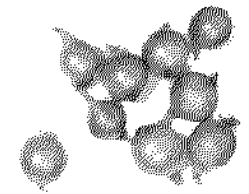
- Consolidator and marketer of carrots and onions
- Contract farmers produce to specification and under strict Webster Fresh quality management protocols
- Earnings heavily skewed to second half



2006 Outlook

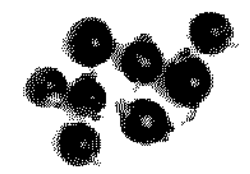
Onions

- Over 50% of total crop harvested
- Gross harvest tonnes anticipated to be approximately 10% below forecast
- Current pack-outs in line with expectation
- Price recovery has occurred – poorer growing conditions in Northern Hemisphere and AUD forecast prices expected to be achieved



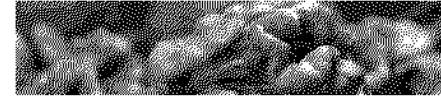
Carrots

- Over 50% of total crop harvested
- Current yield is in line with expectation
- Pack-out is on target
- Some price pressure at mid point of season





Webster Walnuts



- Leading Australian industry expertise
- Australia's only commercial walnut nursery – 12+ modern high-yield lateral bearing varieties
- Combination of owned and investor orchards – Tasmania & NSW
- Agreement with Gunns Ltd to develop a walnuts MIS offering for the next four financial years

2006 Outlook

- Tasmanian orchard yield is expected to meet budget
- Walnut MIS with Gunns well progressed with 550ha to be planted
 - PDS with ATO – awaiting ruling
 - Transfer of property is being finalised
 - 3-phase power installation commenced
 - Irrigation installation contract let
 - Nursery trees available for planting





Webster Industry Services

Operates two business groups, both performing below expectations YTD:

- Bearings & Engineering Supplies
- Trucks & Machinery

Disaggregation plan complete

Bearings & Engineering Supplies

- Heavy industry spend reduction has resulted in below budget performance YTD
- Sales force restructure complete
- Store relocations complete
- Margin improvement achieved



Trucks & Machinery

- Impacted by a downturn nationally in truck sales
- Local decrease in cartage quotas within the forestry industry also impacted sales
- Expecting a marked improvement in second half with increased sales orders occurring
- Focus is on diversification into other transport segments of the market





Webster Corporate & Investments



Tassal Group Limited
Webster Walnuts Pty Ltd
Kelp Industries Pty Ltd

Corporate provides a range of portfolio management services across the operating divisions, including banking & finance, treasury, risk management, IT, HR & OH&S.

Investments include:

Tassal Group Ltd – 28%

Webster Walnuts Pty Ltd – 50%

Kelp Industries Pty Ltd – 50%

Salmon aquaculture

Tasmanian walnut orchards (refer walnut slide 6)

King Island based bull kelp processor

Elders Webster Pty Ltd

The sale of Elders Webster to Elders Ltd in September Webster resulted in the receipt of \$2m cash and a \$1.7m profit.



Webster Corporate & Investments (continued)



Tassal Group Limited
Webster Walnuts Pty Ltd
Kelp Industries Pty Ltd

Tassal Group Ltd

- Half-year equity accounted profit amounted to over \$1.5m
- Shareholding increased during the year from 25% to 28% due to take up of DRP and recent 2.79% creep
- Integration of Tassal and Aquatas has delivered significant synergy benefits
- Improved domestic pricing, cost efficiency gains and stable growing conditions have meant that the performance YTD is in line with expectations
- Sound growth in share price



Webster Financials - Headline Numbers

Webster Consolidated \$'M	31-Dec-05		31-Dec-04
Revenue	21.45		44.79
EBIT	0.60	↑	(0.11)
Equity Accounted associates & JVs	1.39	↑	(0.66)
Borrowing Costs	(0.78)	↓	(1.43)
Profit	1.21		(2.21)

- Profit significant improvement on 2004
- Borrowing costs down 46%
- Revenue reduction primarily due to Aquatas business now equity accounted via investment in Tassal Group Ltd
- Positive contribution from associates – Tassal Group Ltd and Elders Webster Pty Ltd



Webster Financials - Earnings

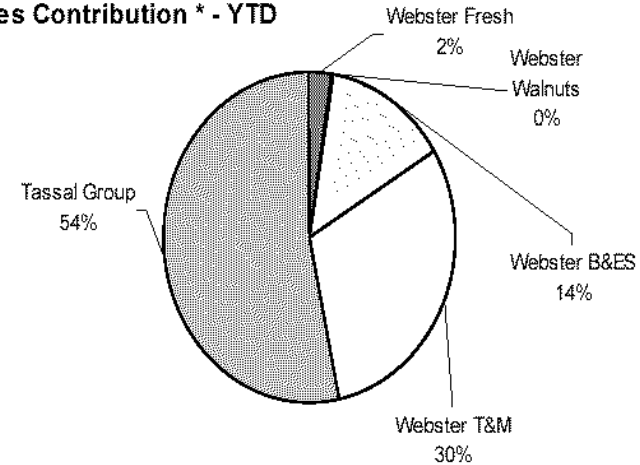
Webster Operations – excluding Associates

\$' 000	Webster Fresh	Webster Walnuts	Webster Industry Services	Webster Corporate
SALES	905	124	16,431	0
EBIT	-655	-23	-81	1,358



Includes \$1.7M profit on sale of Elders Webster Pty Ltd

Sales Contribution * - YTD



* Webster's notional share of Tassal's sales has been included for illustrative purposes only.



Webster Financials – Balance Sheet

	<u>Consolidated</u> 31-Dec-05 (\$'000)		<u>Consolidated</u> 31-Dec-05 (\$'000)	
Current Assets		Current Liabilities		
Cash and cash equivalents	3,043	Trade and other payables	5,430	
Trade and other receivables	6,350	Borrowings	12,457	
Other financial assets	2,825	Provisions	1,247	
Inventories	11,874			
Self-generating and regenerating assets	3,127	Total current liabilities	19,134	
Current tax assets	30			
Total current assets	27,249			
Non-Current Assets		Non-Current Liabilities		
Trade and other receivables	124	Borrowings	8,297	
Other financial assets	6	Other financial liabilities	394	
Investments accounted for using the equity method	34,013	Deferred tax liabilities	3,586	
Property, plant and equipment	14,114	Provisions	125	
Investment properties	1,306			
Goodwill	286	Total non-current liabilities	12,402	
Deferred tax assets	781			
Total non-current assets	50,630	Total liabilities	31,536	
Total assets	77,879	Net assets	46,343	
		Total Assets	77.9	\$M
		Net Assets	46.3	
		Net Debt	17.7	
		Net Debt:Equity	38%	
		Net Debt:Total Assets	23%	



Webster Financials – Cash Flows

	<u>31-Dec-05</u>	<u>31-Dec-04</u>
Net cash provided by operating activities *	(15)	171
Net cash provided by/(used in) investing activities	3,086	(3,623)
Net cash provided by/(used in) financing activities	(3,157)	3,230
Net decrease in cash held	(86)	(222)
Cash at beginning of the financial year	3,129	3,001
Cash at end on the financial year	3,043	2,779

** Operating cashflows are similar period on period, when adjusted for cash flows from the since divested apple orchards.*

- Cash flow from operations heavily skewed to second half
- Capex significantly reduced
- \$2m cash received from sale of Elders Webster Pty Ltd
- Continued focus on cash generation and retention



Focus for remainder of 2006

Continue to extract value from salmon;

Manage industry services and vegetables for stronger profit returns;

Completion of orchard establishment for the Walnut MIS;

Actively pursue growth opportunities – complementary product lines to existing and new markets.

Thank You

