







# **Pyne Gould Corporation Limited Annual Report 2007**

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# **HISTORY**

Since our inception, Pyne Gould Corporation has focused on two areas of business – rural services and financial services which includes trustee services. Over time we have developed and strengthened those businesses through acquisitions, amalgamations and growth, which has led to PGC becoming the successful company it is today.

### Rural Services - PGG Wrightson

Pyne Gould Guinness (PGG) was formed in 1919, with the merger of three Canterbury stock and station companies:

- Gould, Beaumont & Co which was established in 1851
- Pyne & Co, which operated from offices in Cashel St Christchurch from 1887
- Guinness & Le Cren Ltd, which began business in Timaru in 1891.

The newly merged PGG became a substantial farm financier, wool broker, and agent and attorney for investors.

In 1988 Pyne Gould Corporation acquired a 40% shareholding in Reid Farmers Ltd, a Dunedin-based rural servicing company. In 2001 Pyne Gould Corporation sold PGG to Reid Farmers, with the merged company trading as Pyne Gould Guinness Ltd. Pyne Gould Corporation held a 56% shareholding in the merged company.

In 2005 Pyne Gould Corporation facilitated the merger of PGG with Wrightson Ltd to form PGG Wrightson Ltd. Pyne Gould Corporation retains a 22% shareholding in PGG Wrightson. For more information on PGG Wrightson, please see their website www.pggwrightson.co.nz

### Financial Services - MARAC

Lending has always been an important part of the rural services business. Pyne Gould Corporation built on this experience with the acquisition of Finance & Discounts Ltd (F&D) in 1959. F&D, established in Christchurch in 1936, was a lender to motor vehicle dealers and purchasers.

Allied Finance Ltd, an Auckland-based company was acquired in 1992. Allied had started operations on Auckland's North Shore in 1952 as a vehicle rental firm, later expanding into motor vehicle lending. In 2000 Pyne Gould Corporation acquired MARAC Finance Ltd, an Auckland-based finance company, and also Frontline Finance Ltd of Dunedin.

In 2003, the strength and history of all the finance company businesses were amalgamated under the name MARAC. For more information on MARAC, please see their website www.marac.co.nz

### Trustee Services - Perpetual Trust

Services offered by PGG following its formation in 1919 included acting as a financial agent for farm investors. Later this developed into attorneyships and the administration of deceased estates. In 1934 a special private member's bill was introduced to Parliament to allow PGG to act in this role and the Trust Department was formed. In 1987 the Trust Department of PGG was split out into a separate company – PGG Trust Ltd.

In 1996 Pyne Gould Corporation acquired AMP Perpetual Trustees, which had been established in 1884 in Dunedin. Then in 1998 PGG Trust was amalgamated with AMP Perpetual Trust to form Perpetual Trust, which still operates under its own Act of Parliament as a statutory trustee company. For more information on Perpetual Trust, please see their website www.perpetual.co.nz

# INVESTOR INFORMATION

### Shares

Pyne Gould Corporation shares are listed on the NZX, the main board of the New Zealand Exchange, under the ticker "PGC". Transfers and settlement are handled electronically by means of the FASTER system, which means that the company does not issue share certificates. Shareholders receive a statement from the share registrar, which records any movements in their shareholding and the balance of shares held.

### Dividends

The company's objective is to distribute between 55% and 65% of reported net profit (before unusual and non-recurring items) and to attach full imputation credits to the extent that they are available. Dividends are paid twice yearly: an interim dividend in March and a final dividend in September.

### Website

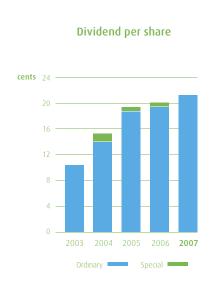
You can find more information on the company's recently updated website www.pgc.co.nz

### Financial Calendar

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|--|-------------------|
| Year-end   | 30 June 2007      |
| Year-end results announcement                                  | 28 August 2007    |
| Share register closes for final dividend                       | 15 September 2007 |
| Annual report mailed   | 20 September 2007 |
| Final dividend payment   | 25 September 2007 |
| Annual meeting   | 1 November 2007   |
| Half-yearly results and interim dividend announcement for 2008 | February 2008     |
| Interim dividend payment                                       | March 2008        |

# ANNUAL HIGHLIGHTS

- A 6% increase in group net profit to \$30.6m.
- A 10% increase in net profit for MARAC to \$26.5m.
- A 39% increase in net profit for Perpetual Trust to \$3.6m.
- A contribution of \$5.8m from PGG Wrightson.
- An increased dividend of 21 cents per share.





# FIVE YEAR SUMMARY

| Key financial results                 | 2006     | 2005     | 2004     | 2003     |
|---------------------------------------|----------|----------|----------|----------|
| Net operating profit                  | \$29.0m  |          |          |          |
| Abnormal items                        |          |          |          |          |
|                                       |          |          |          |          |
| Total assets                          | \$1,287m | \$1,421m | \$1,243m | \$1,083m |
| Shareholders' funds                   | \$220m   |          |          |          |
| Dividend                              |          |          |          |          |
| Return on average shareholders' funds |          |          |          |          |





# CHAIRMAN AND MANAGING DIRECTOR'S REPORT

On behalf of the Board of Directors, we are delighted to once again be able to report another year of growth and improved performance by PGC's businesses.

In the last five years your company has almost doubled profits and more than doubled dividends. It has also increased shareholders' funds by nearly 60%, while maintaining a strong financial position.

### 2007 Financial Results

The net profit after tax for the year ended 30 June 2007 was \$30.6m, an increase of \$1.6m (6%) on the net operating profit of \$29.0m achieved last year.

Last year's bottom line result of \$66.3m included a non-operating abnormal gain of \$37.3m resulting from the merger of Pyne Gould Guinness with Wrightson to form PGG Wrightson. There were no abnormal items in the current year.

| Key financial results                 | This year | Last year |
|---------------------------------------|-----------|-----------|
| Net operating profit                  | \$30.6m   | \$29.0m   |
| Abnormal items                        | \$0.0m    | \$37.3m   |
| Net profit                            | \$30.6m   | \$66.3m   |
| Dividend                              | 21.0c     | 20.0c     |
| Return on average shareholders' funds | 13.6%     | 14.7%     |

Both our financial and trustee service businesses – MARAC and Perpetual Trust – achieved strong growth and record results:

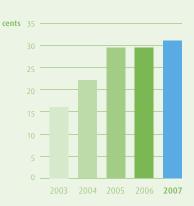
- MARAC achieved a 10% increase in net profit to \$26.5m, and recorded a 14% growth in finance assets to \$1.3bn.
- Perpetual Trust achieved a 39% increase in net profit to \$3.6m, and recorded an 8% growth in revenue to \$15.5m.

Our rural servicing business – PGG Wrightson (a 22% shareholding) – continued to develop its New Zealand business and expanded its operations in Australia and Uruguay:

- PGG Wrightson contributed \$5.8m to PGC (last year \$6.7m).
- $\cdot$  It successfully launched NZ Farming Systems Uruguay.

# Perpetual 10% Net contribution to PGC MARAC 74% Perpetual 10%





### Dividend

Your directors have declared a final dividend of 12 cents per share, fully imputed for tax purposes. When added to the interim dividend of 9 cents paid in March, this brings the annual dividend to 21 cents a pleasing increase on the 20 cents paid last year.

You will receive your final dividend for 2007 on 25 September.

### Directors

Tim Saunders resigned from the board in October 2006 Tim had served the company for more than 23 years and was a substantial contributor over that time. His record and contribution as a director were exemplary.

The company now has seven directors and the Remuneratior and Appointments Committee has started the process of finding an additional director to join the board.

At this year's annual meeting Stephen Montgomery and Bryan Mogridge retire by rotation, and both are offering themselves for re-election.

### Management and Staff

In all the company's businesses, staff are key to our success and to the achievement of our goals. As always, the quality of our staff has been a strong contributor to the company's performance and achievements during the year. Their commitment secured record financial results for PGC's businesses in a competitive market.

### Shareholders

Many of our shareholders are descendants of Pyne Gould Guinness's original founding families. Over the years other investors have acquired shares, as have staff, former staff and customers. Today we have around 2,300 shareholders

Pyne Gould Corporation does not appear on the New Zealand Stock Exchange Top 50 Index. This isn't due to size as we are around the 20th largest company on the Exchange – but is because in the main our shareholders prefer to hold onto their shares. We appreciate the loyalty that you demonstrate to your company, and assure you that we do not take this loyalty for granted.

We have recently revamped our website with our shareholders in mind. The new website provides more information and useful services. We invite you to visit the new website at www.pgc.co.nz and please feel free to send us your comments or suggestions.







MARAC grew further in the year as it broadened the base of its business and established new distribution channels.

Net profit was \$26.5m and finance assets reached \$1.3bn.



# **HIGHLIGHTS**

- A record profit result despite slightly reduced interest margins.
- The development of a new business with Ascend Finance and the strengthening of partnership arrangements in the Consumer division.
- The development and implementation of a new website with many more services available to investors and borrowers

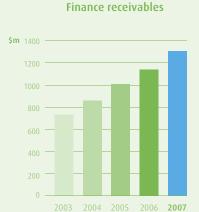


### MARAC consists of:

- MARAC Financial Services Ltd, which is the umbrella company for all the MARAC companies:
- MARAC Finance Ltd:
  - a Business division consisting of plant & equipment and business financing, property financing and Ascend Finance
  - a Consumer division consisting of motor vehicle, marine and leisure financing and motor vehicle leasing
- MARAC Securities Ltd an arranger of structured finance solutions
- MARAC Investments Ltd a specialised niche investment company
- MARAC Insurance Ltd a provider of insurance products to MARAC clients.
- Nissan Finance New Zealand Ltd a lender to the Nissan dealer network.

| Key financial results                            | This year | Last year |
|--|-----------|-----------|
| Net operating profit                             | \$26.5m   | \$24.2m   |
| Finance receivables and operating lease vehicles | \$1,327m  | \$1,162m  |
| PGC investment                                   | \$168.3m  | \$154.3m  |
| Return on investment                             | 15.8%     | 15.7%     |

# Finance receivables analysis Commercial \$544m Marine & Leisure \$39m Lease Assets \$64m Property \$305m Motor Vehicle \$375m



### **Business Division**

### Commercial

The decision to invest in regional expansion over recent years brought more benefits in 2007, and we were pleased to see more than 50% of all new business coming from outside the traditionally strong Auckland market. The business finance market is very competitive, but MARAC maintained excellent growth, with overall plant and equipment receivables increasing by 16%.

Our vendor or dealer-introduced business continues to expand, and we have diversified into new industry sectors.

### **Invoice Financing**

This division is now well-established in the marketplace and within MARAC's own operating systems. This gives us an excellent foundation to aim for faster growth in 2008.

### **Property**

The property business grew over 20% to a total of more than \$300m. During the year we reviewed the requirement that property development loans could not exceed 20% of MARAC's total loans. The board agreed to increase this threshold to 25%. At June 2007 property development loans were 18.8% of total loans.

### **Ascend Finance**

In early 2007 Ascend Finance began operating as a new division of MARAC, targeted at a different market segment to the traditional MARAC market. Ascend Finance is represented in Northland, Auckland, Hamilton, Tauranga, Palmerston North and Dunedin. Early results are encouraging and this division shows good potential for growth in the future

### **Consumer Division**

Motor (Includes Nissan Finance)
MARAC's commitment to franchise
and late model used vehicle dealers
saw both business volumes and
loan size increase over the second
half of the financial year. Over
60% of the business written during
this period came from franchise
dealers as the new vehicle market
remained strong. MARAC continues
to offer the broadest range of
products and services in this very

The development of i-finance and the relationship with ACP Media's Autotrader places MARAC in a strong position as the internet becomes ever more popular for purchasing vehicles.

### Direct

MARAC Direct has continued its development over the past 12 months. The continued strengthening of our relationship with Kiwibank now accounts for 25% of the business written in MARAC Direct. This relationship has plenty of growth potential and will remain a focus of both MARAC and Kiwibank in the mid term

### Vehicle Leasing

The New Zealand vehicle lease market is very competitive. MARAC continues to take a conservative approach to calculating residual values, using independent assessment methods that accurately reflect market conditions.

### Marine and Leisure

The focus of this comparatively new business has been on financing predominantly higher-quality boats (sail and motor), motor-homes and caravans. The stronger New Zealand dollar has stimulated the larger new vessel market. Conversely the high value, late model secondhand market has slowed somewhat and the trailer boat market is challenging.

### Insurance

This business has developed in line with early expectations and retail premiums of \$2.2m were written during the year.

### Credit

MARAC has strived to maintain the quality of its loans, and we are more than satisfied with the results. Instalment arrears at year-end were just 0.41% (last year 0.46%). When combined with the relationship ledgers, the provisioning outcome was 0.54% of the total finance receivables (last year 0.79%). This flowed through to a reduced impaired asset charge against profit of \$0.52m compared to \$1.6m last year.

### Funding

During the year we were delighted with the loyalty of MARAC investors as a majority reinvested their funds on maturity. MARAC was also able to attract new funds at competitive rates. The investment grade credit rating from Standard & Poor's gave MARAC a solid foundation in a difficult market.

For some time we have been looking at options to diversify the funding base further and fund the continuing growth in loans. Currently 60% of MARAC's funding is from retail investors and 40% comes from wholesale facilities provided by a number of banks.

Following year-end MARAC entered into a securitisation arrangement with Westpac Banking Corporation. This has provided a third source of funds at competitive pricing.







# **HIGHLIGHTS**

- A record year for Perpetual Trust across all business areas.
- Two new executive roles were created in the senior management team – Head of Corporate Trust and Head of Investments.
- · Mortgage Express was sold.

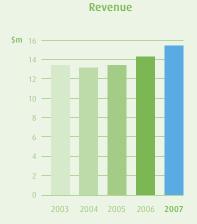


### Perpetual Trust consists of:

- A Corporate Trust business. This division provides trustee services for investment products, including unit trusts, securitisation structures, group investment funds, superannuation schemes, debt securities and local authority funding. They also act as statutory supervisor for retirement villages and forestry partnerships.
- A Funds Management business. This division provides a range of managed investment products for Perpetual Trust clients and to external investors.
- A Personal Client Services business. This division provides trust, estate planning, investment advice and asset management services to individuals and their families.

| Key financial results | This year | Last year |
|-----------------------|-----------|-----------|
| Net profit            | \$3.6m    | \$2.6m    |
| Revenue               | \$15.5m   | \$14.4m   |
| PGC investment        | \$7.6m    | \$7.0m    |
| Return on investment  | 47.7%     | 42.9%     |

# Revenue analysis



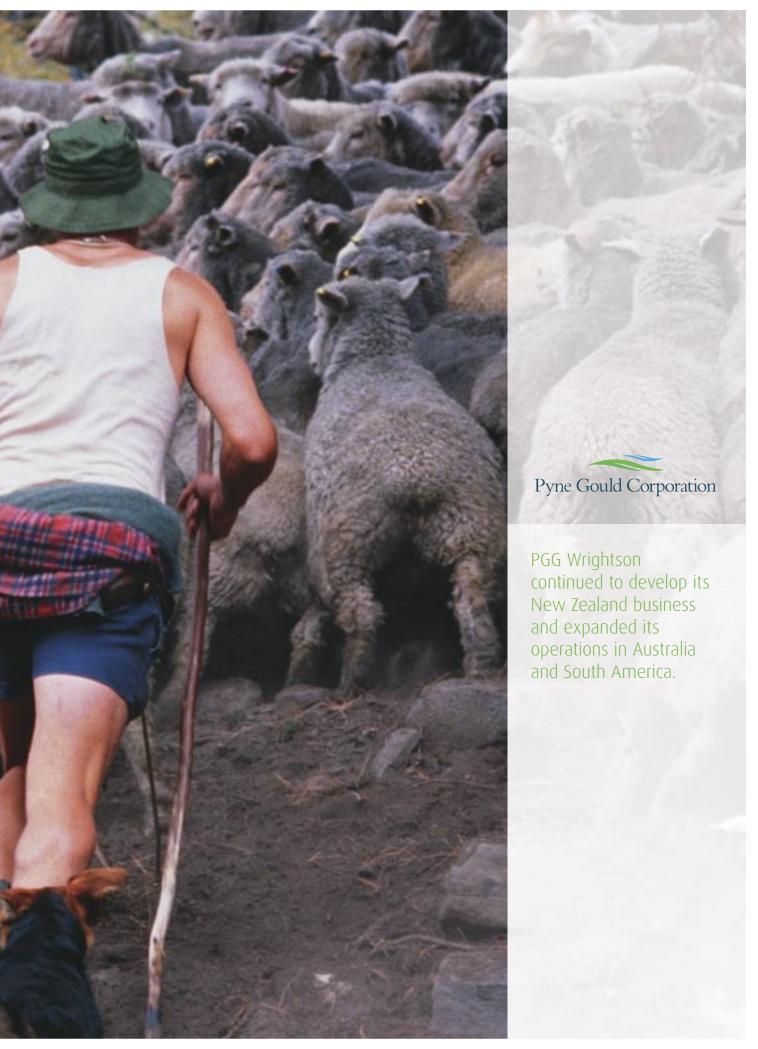
### **Corporate Trust**

### **Funds Management**

### **Personal Client Services**

Mortgage Express During the year the 60% investment in Mortgage Express was sold. With







# **HIGHLIGHTS**

- PGG Wrightson contributed \$5.8m to Pyne Gould Corporation.
- The company successfully promoted the establishment of a farm based fund in Uruguay.
- Changes were made to the management structure to bring focus to the three business groups.

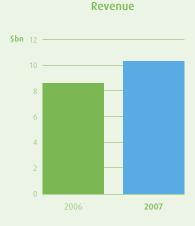


### **PGG Wrightson** consists of:

- A Rural Services business, consisting of livestock, wool, rural supplies, Fruitfed supplies, and irrigation and pumping services.
- Financial Services, incorporating finance, real estate, insurance and funds management services.
- A Technology Services business, which consists of seeds and grain, nutrition, animal health, training and consultancy, and South American operations.

| Key financial results | This year | Last year |
|-----------------------|-----------|-----------|
| Net profit – company  | \$26.2m   | \$27.0m   |
| Net profit – to PGC   | \$5.8m    | \$6.7m    |
| PGC investment        | \$90.4m   | \$89.7m   |
| Return on investment  | 6.4%      | 7.5%      |

# Technology Services \$230m Financial Services \$85m Rural Services \$716m



### **Company Performance**

PGG Wrightson Ltd made a net profit after tax and before amortisation of \$41.4m, which was a pleasing 10% higher than 2007's profit of \$37.6m. Operating earnings (earnings before interest, tax and amortisation) increased from \$54.4m to \$63.8m.

Bottom line net profit after tax was \$26.2m (\$27.0m last year).

Operating conditions deteriorated during the year, driven by the impact of the rising New Zealand dollar and the flow-on effects to reduced product prices at the farm and orchard gates. Farmer confidence decreased as a consequence and on-farm investment contracted.

During the year PGG Wrightson successfully launched New Zealand Farming Systems Uruguay, raising \$169m from the initial public offering and subsequent placements.

PGG Wrightson holds an 11% shareholding, obtained as part-paymen for three farms sold to the company.

### **Rural Services**

Livestock trading was affected by the decline in confidence in the sheep and cattle sectors – numbers and prices were down on the previous year. A dairy livestock agency was established in Victoria, Australia and achieved strong initial support from clients.

The strength of the New Zealand dollar reduced market prices for wool, resulting in a high pass at auction. PGG Wrightson's bale intake was at similar levels to previous years and the jointly owned New Zealand Merino Company continued to perform well.

The rural supplies business maintained sales in a very competitive environment influenced by the declining returns from sheep and beef farming. Improved terms of trade negotiated for a range of products were passed on to clients.

Fruitfed supplies performed strongly, maintaining market share and margins in an environment of strong competitor activity. A specialist horticultural supplier was acquired, enabling expansion into the vegetable market.

### **Financial Services**

PGG Wrightson Finance expanded its loan portfolio by 22% to \$402m. Margins were lower, partly as a result of lower yielding term loans making up a greater proportion of total loans.

The real estate division increased its market share, with sales of over 2,200 properties totalling \$1.5bn. The business was expanded into Victoria. Australia.

The insurance division had a very successful year.

PGG Wrightson was contracted to provide the farm management services for New Zealand Farming Services Uruguay. The initial focus was on land acquisition and the introduction of new pastures, fencing and water supply systems

### **Technology Services**

The seeds business remained the largest contributor to PGG Wrightson's earnings. Sales were maintained in tight market conditions in New Zealand and expanded in Australia despite the impact of drought in the eastern states.

A number of acquisitions were made in South America to expand the business in that region.

# SUMMARY AND OUTLOOK

The solid performance in 2007 reflects the merits of PGC's strategy of concentrating on the core businesses and key competencies, supported by a strong organic growth strategy, to achieve improved results.

### MARAC

MARAC had another strong year in what was a difficult operating environment with rising interest rates and pressure on margins. The investments made in recent years in new businesses, regional coverage and web technology plus the recent establishment of a securitisation programme to further diversify funding will enable further growth in both revenue and profit.

### Perpetual Trust

It has been a good year for Perpetual Trust; the third consecutive year of record financial performance. The outlook for the coming year looks positive. The work done in recent years focusing on improving customer service, training staff, developing new products and overall business development is producing good results in both the personal and corporate businesses. Perpetual Trust is well positioned to take advantage of general market conditions and legislative changes to further build on this year's success.

### **PGG Wrightson**

PGG Wrightson had a satisfactory year and increased its investment in its core businesses. While the outlook for 2008 is less certain, the company is well positioned due to the reduction in the cost base over the past two years and the strategies put in place to benefit from the positive outlook for food pricing.

Your directors remain focused on enhancing value in all of the businesses and remain convinced that further growth and improvement in revenues and profit can be expected in the year ahead.

S R MALING Chairman

28 August 2007

B J JOLLIFFE Managing Director



# **BOARD OF DIRECTORS**

The wholly owned subsidiaries of PGC, MARAC Finance and Perpetual Trust, operate as autonomous companies with their own boards. The boards of these companies comprise the same directors as PGC.

### **SAM MALING**

Chairman LLB, AF Inst D

Sam Maling was appointed to the board in 1996 and was last re-elected in 2005. Sam has been Chairman since 1999. He is Chairman of the Remuneration and Appointments Committee, a member of the Audit Committee and a director of PGG Wrightson.

Sam is a Christchurch-based barrister and was a partner with Lane Neave for over 25 years, including four years as Executive Chairman. He is currently Chairman of the Institute of Directors Accreditation Board.

### **BRIAN JOLLIFFE**

Managing Director

Brian Jolliffe joined MARAC Finance as Chief Executive in 2000. In July 2005 he was appointed Managing Director of both MARAC and PGC, and joined the board. Brian is also Chairman of Perpetual Trust and Nissan Finance, Chairman of the Credit Committee, and a director of PGG Wrightson. He is the only non-independent director, and as the Managing Director he is not subject to re-election.

Before joining MARAC Brian held a number of senior management positions with ANZ Bank and board positions with ANZ Bank, UDC Finance and Esanda Fleet.

### RICHARD ELWORTHY

Independent Director BCom, CA, F Inst D

Richard Elworthy has been on the board since 1991 and was last re-elected in 2005. He is a member of the Audit and Credit Committees and a director of PGG Wrightson. He is retiring from the board of PGG Wrightson at their October 2007 annual meeting.

Richard joined Pyne Gould Guinness in 1969. In 1987 he was appointed Group Financial Controller of PGC and Managing Director in 1991. He retired as Managing Director in June 2005.



### **BRUCE IRVINE**

Independent Director BCom, LLB, FCA, AF Inst D

Bruce Irvine has been a director of Perpetual Trust since 1996 and was appointed to the PGC board in 2003. He was last re-elected in 2006. Bruce is Chairman of the Audit Committee.

Bruce has been a partner of Deloitte for the past 19 years, the last 12 as managing partner of the Christchurch office. He specialises in corporate finance, including valuations, financing, organisational structures, treasury management, business sale and purchase, due diligence and risk management.

### **BRYAN MOGRIDGE**

Independent Director

Bryan Mogridge became a director of MARAC in 1992 and was appointed to the PGC board in 2003. He is standing for re-election in 2007. Bryan is a member of the Credit and the Remuneration and Appointments Committees.

He has 20 years' experience in chief executive and senior management positions, along with governance experience as a director of NZSX-listed companies since 1984.

### **STEPHEN MONTGOMERY**

Independent Director

Stephen Montgomery has been a director since 1998. He is standing for re-election in 2007. He is a member of the Remuneration and Appointments Committee.

Stephen's career has included a variety of fixed-interest, futures and equity securities roles within the New Zealand and Australian financial markets.

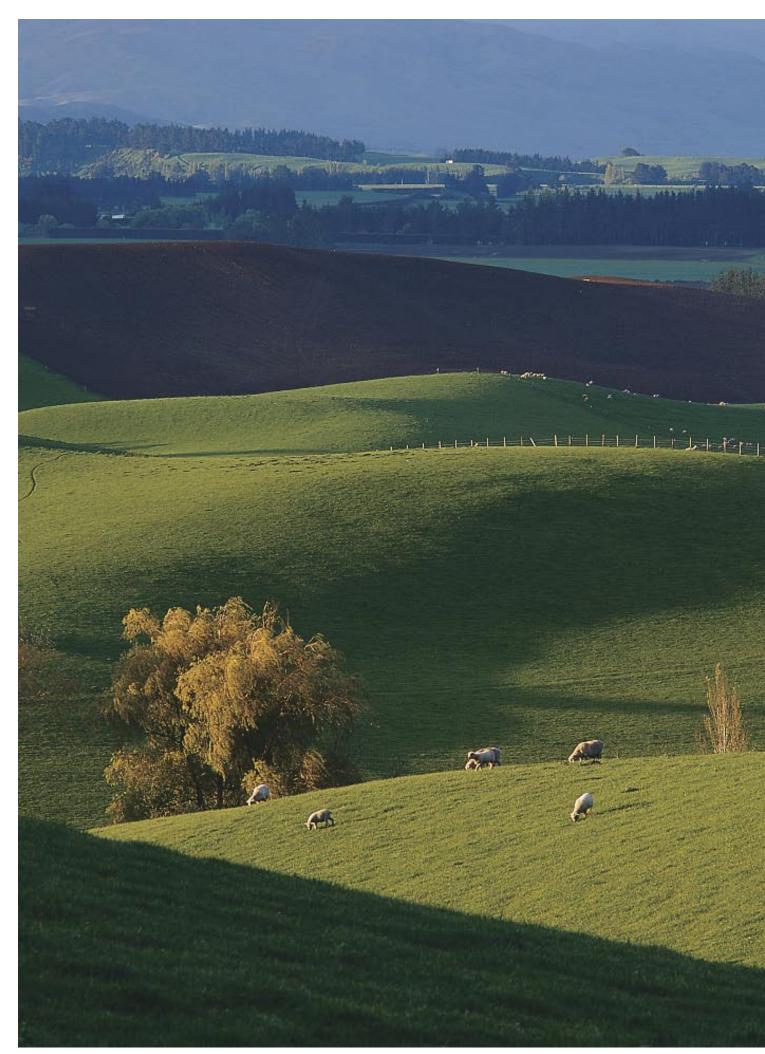
### **WARWICK STEEL**

Independent Director BAgSc, MSc

Warwick Steel became a director of MARAC in 1992 and joined the PGC board in 2003. He was last re-elected in 2006. Warwick is a member of the Audit and Credit Committees.

He has experience in the finance, stockbroking and investment markets, and currently owns and operates a manufacturing business in Auckland.







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## CORPORATE GOVERNANCE

The board and management of Pyne Gould Corporation are committed to ensuring that the company maintains corporate governance practices in line with current "best practice".

The board, to ensure it governs in accordance with the requirements of the company's constitution, has established policies and protocols which comply with the corporate governance requirements of the New Zealand Exchange (NZX) Listing Rules and which are consistent with the principles contained in the NZX Corporate Governance Best Practice Code.

The company considers it has complied with that code for the year ended 30 June 2007.

### Role of the Board

The board of directors is responsible for the management, supervision, direction and corporate governance of the company. The board establishes the company's objectives, strategies and overall policy framework within which the business is conducted. The day-to-day management of the company is delegated to the Managing Director of Pyne Gould Corporation and MARAC Finance, and the Chief Executive of Perpetual Trust. The board monitors and reviews management's performance in carrying out this delegation.

The board met 14 times during the year ended 30 June 2007.

### Board Membership, Size and Composition

The constitution provides that the number of directors must not be more than 10 nor fewer than three, but subject to these limitations the size of the board is determined from time to time by the board.

The board currently comprises seven directors, being a non-executive Chairman, the Managing Director and five non-executive directors.

The Remuneration and Appointments Committee is responsible for making recommendations to the board regarding the number of directors and the composition of the board. It determines the selection criteria and ensures the board has the appropriate mix of skills and experience to meet the company's needs.

A director is appointed by ordinary resolution of the shareholders, although the board may fill a casual vacancy in which case the appointed director retires at the next annual meeting but is eligible for re-election. Nominations for election as a director may be made by shareholders up until two months before the date of the annual meeting.

At each annual meeting, one-third of the directors retire from office by rotation. If they wish to continue they may stand for re-election. Bryan Mogridge and Stephen Montgomery are standing for re-election at this year's annual meeting. The Managing Director, as an executive director, is not subject to retirement by rotation.

### **Independence of Directors**

A director is considered to be independent if that director is not an executive of the company and if the director has no direct or indirect interest or relationship that could reasonably influence, in a material way, the director's decisions in relation to the company.

The board has determined that all current directors, other than the Managing Director Brian Jolliffe, are independent directors.

Richard Elworthy was Managing Director until early July 2005. As he now holds no executive position in the company, he is considered to be independent. Bruce Irvine is the managing partner of Deloitte's Christchurch office. Deloitte provides some accounting services to the company. As the fees paid for these services are not material, he is considered to be independent.

### **Board Performance Assessment**

The board undertakes an annual review of the board's, board committees' and individual directors' performance. This is to ensure it has the right composition and appropriate skills, qualifications, experience and background to effectively govern the company and monitor the company's performance in the interests of shareholders.

The last review was undertaken in July 2007.

### Directors' Remuneration

Total remuneration available to non-executive directors is determined by shareholders. The current aggregate amount of \$600,000 per year was approved by shareholders in 2005.

At the annual meeting the company will seek shareholders' approval to increase the aggregate of fees to \$700,000. There are no immediate plans to increase the level of individual directors' fees.

Individual directors' fees paid for the year ended 30 June 2007 were \$120,000 for the Chairman and \$60,000 for each non-executive director. These fees were last changed in 2005.

Additional fees are paid to directors who are members of board committees. The level of these fees was reviewed during the year. Due to the additional workload and responsibilities of the committees these fees were increased. Members of the Audit and Credit Committees now receive \$15,000 and the Chairman of the Audit Committee \$20,000. Members of the Remuneration and Appointments Committee receive \$3,000 and the Chairman \$4,000.

The total remuneration (including all non-cash benefits and retirement allowances) received by each director who held office in the company during the 30 June 2007 year, in accordance with section 211(1) of the Companies Act 1993, was as follows.

| Director       | Remuneration |
|----------------|--------------|
| R F Elworthy   | \$90,000     |
| B R Irvine     | \$80,000     |
| B J Jolliffe   | \$822,590    |
| S R Maling     | \$139,000    |
| B W Mogridge   | \$75,000     |
| S C Montgomery | \$67,000     |
| T E C Saunders | \$89,166*    |
| W J Steel      | \$90,000     |

<sup>\*</sup> Includes retirement allowance.

# CORPORATE GOVERNANCE

The company's policy is to pay directors' fees in cash. There is no requirement for directors to take a portion of their remuneration in shares. There is no requirement for directors to hold shares in the company.

Prior to 1 July 2004, the company had a policy of paying retirement allowances to directors. These allowances are no longer payable to new directors.

Those directors in office at the time of this change are entitled to a retirement allowance in respect of their service up to 30 June 2004. At the annual meeting the company intends to seek approval from shareholders that this retirement allowance be converted into shares in the company. These shares will be held in trust until the director retires from the board.

### **Board Committees**

The board has three permanently constituted committees to assist the board by working with management in specific areas of responsibility and then reporting their findings and recommendations to the board. Each of these committees has terms of reference which have been determined by the board. These terms of reference set out the committees' objectives, membership, procedures and responsibilities. Details of these terms of reference are available on the company's website. Other ad hoc board committees are established for specific purposes from time to time.

### **Audit Committee**

The role of the Audit Committee is to assist the board in:

- discharging its financial reporting and regulatory responsibilities
- ensuring that the ability and independence of the external auditor to carry out its statutory audit role is not impaired
- maintaining effective internal audit and internal control systems.

The current members of the Committee are Bruce Irvine (Chairman), Richard Elworthy, Sam Maling and Warwick Steel.

The board has determined that Bruce Irvine meets the requirement of being a "financial expert" in accordance with the Committee's terms of reference.

### **Remuneration and Appointments Committee**

The role of the Remuneration and Appointments Committee is to:

- oversee a formal and transparent method of recommending director remuneration to shareholders
- assist the board in establishing remuneration policies and practices for the company and in discharging its responsibilities for reviewing and setting the remuneration of the Managing Director, the Chief Executive of Perpetual Trust and senior executives

 assist the board in reviewing the board's composition and the competencies required of prospective directors, identifying prospective directors, developing succession plans for the board and making recommendations to the board accordingly.

The members of the Committee are Sam Maling (Chairman), Stephen Montgomery and Bryan Mogridge.

### **Credit Committee**

The board has delegated responsibility for overseeing certain aspects of MARAC's credit function. The role and areas of responsibility of this Committee are to:

- approve changes in lending prudential quidelines and major credit policies
- approve discretions and onward delegation quidelines for the next level of management
- consider and determine proposals exceeding management's discretions
- receive and review reports on credit quality, risk management and policy and procedure adherence
- consider and approve provisioning policies and specific provisions.

The members of the Committee are Brian Jolliffe (Chairman), Richard Elworthy, Bryan Mogridge and Warwick Steel.

### **Corporate Trust Boards**

Perpetual Trust has independent Corporate Trust boards established under the Trustee Companies Act which are responsible for discharging that company's fiduciary obligations and duties in respect of its corporate trust business. These duties include the acceptance of appointments as trustee or statutory supervisor for corporate trust clients, the performance of all duties and the exercise of discretions under those appointments, and overseeing corporate trust compliance monitoring processes and procedures. The Corporate Trust boards comprise independent members, none of whom are directors of Pyne Gould Corporation or any of its subsidiary companies.

Current members of the Corporate Trust boards are Keith Familton (Chairman), Euan Abernethy and Keith Rushbrook.

### **Buying and Selling Company Shares**

All directors and officers of the company are required to obtain consent before buying or selling shares in the company and to certify that their decision to buy or sell shares has not been made on the basis of inside information. Shares can only be bought or sold within restricted periods immediately after the announcement of the company's annual and interim financial results. This policy is in accordance with the Insider Trading (Approved Procedure for Company Officers) Notice issued under the Securities Markets Act 1988.

# CORPORATE GOVERNANCE

### **Share Dealings by Directors**

Sam Maling and Stephen Montgomery, as trustees of staff share purchase schemes were issued 61,438 new shares and transferred 76,381 shares to beneficial owners during the year ended 30 June 2007.

Brian Jolliffe was issued 24,838 shares under the terms of the Managing Director's Share Purchase Scheme.

Stephen Montgomery acquired 50,000 shares in August 2006 at an average price of \$4.05 per share.

### Shares held by Directors

The following table sets out the shares in which directors and associated persons held a relevant interest at 30 June 2007.

|                |                |          | 2007               |          | 2006               |
|----------------|----------------|----------|--------------------|----------|--------------------|
|                |                | Director | Associated Persons | Director | Associated Persons |
| S R Maling     | Beneficial     | 96,334   | 7,480              | 96,334   | 7,480              |
|                | Non-beneficial | 275,270  | -                  | 290,213  | -                  |
| R F Elworthy   | Beneficial     | 535,782  | 32,000             | 535,782  | 32 000             |
| B R Irvine     | Beneficial     | 15,000   | -                  | 15,000   | -                  |
| B J Jolliffe   | Beneficial     | 65,966   | -                  | 41,128   | -                  |
| B W Mogridge   | Beneficial     | 20,000   | -                  | 20,000   | -                  |
| S C Montgomery | Beneficial     | 162,000  | -                  | 112,000  | -                  |
|                | Non-beneficial | 275,270  | -                  | -        | -                  |
| W J Steel      | Beneficial     | -        | 25,000             | -        | 25,000             |

# FIVE YEAR SUMMARY

| Financial performance                      | 2007      | 2006      | 2005      | 2004      | 2003      |
|--|-----------|-----------|-----------|-----------|-----------|
| •  |           |           |           |           |           |
| Operating revenue                          | 191,125   | 291,973   | 460,543   | 418,803   | 405,776   |
| Net profit before abnormal items           | 30,636    | 28,987    | 28,853    | 22,567    | 16,048    |
| Net profit after taxation                  | 30,636    | 66,316    | 30,171    | 25,963    | 16,048    |
| Ordinary dividend                          | 20,584    | 18,612    | 17,626    | 13,701    | 9,787     |
|  |           |           |           |           |           |
| Financial position                         |           |           |           |           |           |
| Shareholders' equity                       | 231,439   | 220,169   | 174,258   | 160,517   | 145,564   |
| Represented by:                            |           |           |           |           |           |
| Total assets                               | 1,444,174 | 1,286,569 | 1,420,646 | 1,243,425 | 1,083,344 |
| Liabilities                                | 1,212,735 | 1,065,915 | 1,195,621 | 1,034,589 | 891,882   |
| Minority interests                         | -         | 485       | 50,767    | 48,319    | 45,898    |
| Net assets                                 | 231,439   | 220,169   | 174,258   | 160,517   | 145,564   |
| Ratios                                     |           |           |           |           |           |
| Earnings per share before abnormal items   | 31.3c     | 29.6c     | 29.5c     | 23.1c     | 16.4c     |
| Earnings per share                         | 31.3c     | 67.7c     | 30.8c     | 26.6c     | 16.4c     |
| Rate earned on average shareholders' funds |           |           |           |           |           |
| before abnormal items                      | 13.6%     | 14.7%     | 17.2%     | 14.7%     | 11.3%     |
| Rate earned on average shareholders' funds | 13.6%     | 33.6%     | 18.0%     | 17.0%     | 11.3%     |
| Ordinary dividend                          | 21.0c     | 19.0c     | 18.0c     | 14.0c     | 10.0c     |
| Dividend per share (incl special dividend) | 21.0c     | 20.0c     | 19.0c     | 15.5c     | 10.0c     |
| Net tangible assets                        | 214,726   | 198,818   | 142,393   | 123,834   | 104,550   |
| Net tangible assets backing per share      | \$2.19    | \$2.03    | \$1.45    | \$1.27    | \$1.07    |

Ratios are adjusted for the two for one share subdivision undertaken in October 2004.

# DIRECTORS' RESPONSIBILITY STATEMENT

The directors are responsible for ensuring that the financial statements give a true and fair view of the financial position of the company and the group as at 30 June 2007 and their financial performance and cash flows for the year ended on that date.

The directors consider that the financial statements of the company and the group have been prepared using appropriate accounting policies consistently applied and supported by reasonable judgements and estimates and that all relevant financial reporting and accounting standards have been followed.

The directors believe that proper accounting records have been kept which enable, with reasonable accuracy, the determination of the financial position of the company and group and facilitate compliance of the financial statements with the Financial Reporting Act 1993.

The Board of Directors of Pyne Gould Corporation Limited authorise the financial statements set out on pages 29 to 48 for issue on 28 August 2007.

S R MALING Chairman B J JOLLIFFE Managing Director

28 August 2007

# STATEMENT OF FINANCIAL PERFORMANCE For the year ended 30 June 2007

|   |        | GRO     | UP      | HOLDING COMPANY |        |
|---|--------|---------|---------|-----------------|--------|
|   |        | 2007    | 2006    | 2007            | 2006   |
|   | NOTE   | \$000   | \$000   | \$000           | \$000  |
|   |        |         |         |                 |        |
| Total operating revenue                         | 4 - 8  | 191,125 | 292,030 | 23,297          | 67,444 |
|   |        |         |         |                 |        |
| Operating surplus before taxation               | 4 - 12 | 44,342  | 81,686  | 18,296          | 61,928 |
| Taxation  | 13     | 13,676  | 14,199  | (998)           | (916)  |
| Operating surplus after taxation                |        | 30,666  | 67,487  | 19,294          | 62,844 |
| Minority interests                              |        | (30)    | (1,171) | -               | -      |
| Net surplus after taxation                      |        | 30,636  | 66,316  | 19,294          | 62,844 |
|   |        |         |         |                 |        |
| Net surplus after taxation by segment           |        |         |         |                 |        |
| Financial Services                              |        | 26,534  | 24,171  |                 |        |
| Trustee Services                                |        | 3,643   | 2,623   |                 |        |
| Rural Services                                  |        | 5,813   | 6,693   |                 |        |
| Other Operations                                |        | (5,354) | (4,500) |                 |        |
| Net surplus after taxation before abnormal gain |        | 30,636  | 28,987  |                 |        |
|   |        |         |         |                 |        |
| Abnormal gain                                   |        | -       | 37,329  |                 |        |
| Net surplus after taxation                      |        | 30,636  | 66,316  |                 |        |

# STATEMENT OF FINANCIAL POSITION As at 30 June 2007

|                               |      | GROUP     |           | HOLDING COMPANY |         |
|-------------------------------|------|-----------|-----------|-----------------|---------|
|                               |      | 2007      | 2006      | 2007            | 2006    |
|                               | NOTE | \$000     | \$000     | \$000           | \$000   |
| Assets                        |      |           |           |                 |         |
| Current assets                | 14   | 7,842     | 7,913     | 291             | 232     |
| Finance receivables           | 15   | 1,259,513 | 1,092,802 | -               | -       |
| Operating lease vehicles      | 17   | 64,307    | 68,908    | -               | -       |
| Non current assets            | 18   | 1,453     | 1,245     | 110,942         | 110,473 |
| Investment in associate       | 19   | 89,231    | 89,662    | 89,231          | 89,662  |
| Intangible assets             | 20   | 16,713    | 21,351    | -               | -       |
| Property, plant and equipment | 21   | 5,115     | 4,644     | 2,761           | 3,094   |
| Total assets                  |      | 1,444,174 | 1,286,525 | 203,225         | 203,461 |
| Liabilities                   |      |           |           |                 |         |
| Current liabilities           | 22   | 33,084    | 36,518    | 1,958           | 2,022   |
| Borrowings                    | 23   | 1,179,651 | 1,029,353 | 17,500          | 17,600  |
| Total liabilities             |      | 1,212,735 | 1,065,871 | 19,458          | 19,622  |
| Equity                        |      |           |           |                 |         |
| Share capital                 | 24   | 85,373    | 85,130    | 85,373          | 85,130  |
| Retained earnings             | 25   | 146,066   | 135,039   | 98,394          | 98,709  |
| Shareholders' equity          |      | 231,439   | 220,169   | 183,767         | 183,839 |
| Minority interests            |      | -         | 485       | -               | -       |
| Total equity                  |      | 231,439   | 220,654   | 183,767         | 183,839 |
| Total equity and liabilities  |      | 1,444,174 | 1,286,525 | 203,225         | 203,461 |

# STATEMENT OF MOVEMENTS IN EQUITY For the year ended 30 June 2007

| Equity at beginning of year                         | 220,654  | 225,025  | 183,839  | 141,400  |
|---|----------|----------|----------|----------|
| Net surplus after taxation                          |          |          | ,        | ,        |
| Attributable to holding company shareholders        | 30,636   | 66,316   | 19,294   | 62,844   |
| Minority interests                                  | 30       | 1,171    | -        | -        |
| Total recognised revenues and expenses for the year | 30,666   | 67,487   | 19,294   | 62,844   |
| Contribution from owners:                           |          |          |          |          |
| Share capital issued 24                             | 243      | 164      | 243      | 164      |
| Total contribution from owners                      | 243      | 164      | 243      | 164      |
| Distribution to owners:                             |          |          |          |          |
| Movements in minority interest                      | -        | (103)    | -        | -        |
| (excluding deconsolidation)                         |          |          |          |          |
| Dividends paid 25                                   | (19,609) | (20,569) | (19,609) | (20,569) |
| Total distribution to owners                        | (19,609) | (20,672) | (19,609) | (20,569) |
| Deconsolidation of subsidiary                       | (515)    | (51,350) | -        | -        |
| Equity at end of year                               | 231,439  | 220,654  | 183,767  | 183,839  |

# STATEMENT OF CASH FLOWS For the year ended 30 June 2007

|   | GR                   | GROUP         |                      | HOLDING COMPANY |  |
|---|----------------------|---------------|----------------------|-----------------|--|
| NOTE  | <b>2007</b><br>\$000 | 2006<br>\$000 | <b>2007</b><br>\$000 | 2006<br>\$000   |  |
| Cash flows from operating activities                    |                      |               |                      |                 |  |
| Cash was provided from:                                 |                      |               |                      |                 |  |
| Interest received                                       | 127,969              | 118,259       | -                    | -               |  |
| Operating lease revenue received                        | 22,999               | 22,551        | -                    | -               |  |
| Fees and other income received                          | 34,310               | 36,629        | 417                  | 397             |  |
| Rental and fees received from subsidiaries              | -                    | · -           | 1,492                | 2,105           |  |
| Receipts from customers                                 | -                    | 55,944        | -                    | -               |  |
| Taxation refunded                                       | -                    | -             | 787                  | 949             |  |
| Interest and dividends received from subsidiaries       | -                    | -             | 15,250               | 20,111          |  |
| Dividends received from associate                       | 6,244                | 2,498         | 6,244                | 2,498           |  |
| Total cash provided from operating activities           | 191,522              | 235,881       | 24,190               | 26,060          |  |
| Cash was applied to:                                    |                      |               |                      |                 |  |
| Interest paid   | 85,903               | 76,706        | 1,593                | 1,477           |  |
| Payments to suppliers and employees                     | 37,318               | 99,317        | 3,101                | 3,530           |  |
| Net GST paid  | 743                  | 897           | -                    | -               |  |
| Taxation paid   | 12,753               | 13,302        | -                    | -               |  |
| Total cash applied to operating activities              | 136,717              | 190,222       | 4,694                | 5,007           |  |
| Net cash flows from operating activities 26             | 54,805               | 45,659        | 19,496               | 21,053          |  |
| Cash flows from investing activities                    |                      |               |                      |                 |  |
| Cash was provided from:                                 |                      |               |                      |                 |  |
| Proceeds from sale of operating lease vehicles          | 15,766               | 11,629        | -                    | -               |  |
| Proceeds from sale of property, plant and equipment     | 29                   | 13            | -                    | 10              |  |
| Effect of Pyne Gould Guinness Ltd deconsolidation       | -                    | 83,317        | -                    | -               |  |
| Effect of Mortgage Express Ltd deconsolidation          | 1,312                | -             | -                    | -               |  |
| Advances from subsidiaries                              | -                    | -             | -                    | 2,994           |  |
| Total cash provided from investing activities           | 17,107               | 94,959        | -                    | 3,004           |  |
| Cash was applied to:                                    |                      |               |                      |                 |  |
| Increase in finance receivables                         | 168,804              | 131,832       | -                    | -               |  |
| Purchase of operating lease vehicles                    | 27,845               | 33,005        | -                    | -               |  |
| Purchase of property, plant and equipment               | 1,759                | 7,914         | 47                   | 111             |  |
| Increase in investments                                 | -                    | 17,710        | -                    | -               |  |
| Advance to employee share purchase scheme               | 170                  | 104           | 170                  | 104             |  |
| Total cash applied to investing activities              | 198,578              | 190,565       | 217                  | 215             |  |
| Net cash flows (applied to) / from investing activities | (181,471)            | (95,606)      | (217)                | 2,789           |  |
| Cash flows from financing activities                    |                      |               |                      |                 |  |
| Cash was provided from:                                 |                      |               |                      |                 |  |
| Increase / (decrease) in borrowings                     | 149,664              | 116,678       | (100)                | (3,442)         |  |
| Increase in share capital                               | 243                  | 164           | 243                  | 164             |  |
| Total cash provided from financing activities           | 149,907              | 116,842       | 143                  | (3,278)         |  |
| Cash was applied to:                                    |                      |               |                      |                 |  |
| Dividends paid to minorities                            | -                    | 4,339         | -                    | -               |  |
| Dividends paid  | 19,609               | 20,569        | 19,609               | 20,569          |  |
| Total cash applied to financing activities              | 19,609               | 24,908        | 19,609               | 20,569          |  |
| Net cash flows from/(applied to) financing activities   | 130,298              | 91,934        | (19,466)             | (23,847)        |  |
| Net increase / (decrease) in cash held                  | 3,632                | 41,987        | (187)                | (5)             |  |
| Opening cash balance                                    | (4,756)              | (46,743)      | (42)                 | (37)            |  |
| Closing cash balance 27                                 | (1,124)              | (4,756)       | (229)                | (42)            |  |
| Represented by:   |                      |               |                      |                 |  |
| Cash and bank balances                                  | (1,124)              | (4,756)       | (229)                | (42)            |  |
|   |                      |               |                      |                 |  |

# NOTES TO THE FINANCIAL STATEMENTS For the year ended 30 June 2007

### 1. Statement of accounting policies

The financial statements presented are the consolidated financial statements of the group comprising Pyne Gould Corporation Limited and its subsidiaries and associate.

The financial statements have been prepared in accordance with the requirements of the Companies Act 1993 and the Financial Reporting Act 1993. The company is an issuer under the Financial Reporting Act 1993.

The financial statements have been prepared on the basis of historical cost, unless stated otherwise.

### (a) Principles of consolidation

The group financial statements including those of the holding company and its susidiaries are accounted for using the purchase method. Subsidiaries are entities that are controlled, either directly or indirectly by the holding company. All inter-group balances and gains and losses on transactions between group companies have been eliminated.

### (b) Associate companies

These are companies in which the group has a substantial long term investment and has a significant influence on their commercial and financial decisions. Associate companies are accounted for using the equity method.

### (c) Investments

Investments in companies are recorded at cost. All other investments are stated at the lower of cost and net realisable value.

### (d) Property, plant, equipment and depreciation

Land and buildings are recorded at cost less accumulated depreciation. Plant and equipment is recorded at cost less accumulated depreciation. Property, plant and equipment other than land are depreciated on a straight line basis, at rates which will write off cost less estimated residual values over their estimated economic lives as follows:

Buildings 50 years

Plant and equipment 1 - 13 years

### (e) Finance and trade receivables

Finance and trade receivables are stated at their estimated realisable value. Bad debts are written off against operating surplus in the year in which they become evident. An estimate based on the experience of each company in the group is also made for doubtful debts. No finance receivables are reclassified as investments.

### (f) Operating lease vehicles

Operating lease vehicles are stated at cost less accumulated depreciation. Current year depreciation and profits or losses on the sale of operating lease vehicles are included as part of the operating surplus. Operating lease vehicles are depreciated on a straight line basis over their expected life after allowing for any residual values. The estimated lives of operating vehicles vary up to 5 years. Vehicles held for sale are not depreciated but are tested for impairment.

### (g) Borrowings

Borrowings are recorded in the statement of financial position at their outstanding principal balances plus accrued interest.

### (h) Interest and funding expense

Interest on borrowings is accounted for on an accruals basis. Other funding expenses are expensed when incurred.

### (i) Revenue recognition

Interest on finance receivables (including finance leases) is recognised using the actuarial method. Revenue from operating lease receivables is apportioned over the term of the operating lease by the straight line method. Lending fees on rebatable fee loans are recognised on a systematic basis over the life of the loan. All other lending fees are recognised in full when a loan is drawn down. Dividends received from associates are applied to the carrying value of the investment in associate. Other dividends are recognised in revenue when the group is entitled to the dividend.

### (j) Intangible assets

- (i) Goodwill Goodwill arising on the acquisition of subsidiary and associate companies is amortised over the years of expected benefit up to a maximum of 20 years.
- (ii) Perpetual Trust statutory right and brand This is stated at cost less amortisation to date, with the cost being amortised over 20 years.
- (iii) MARAC brand This is stated at cost less amortisation to date, with the cost being amortised over 20 years.

### (k) Taxation

The income taxation expense recognised for the year is based on the accounting surplus, adjusted for permanent differences between accounting and taxation rules. The group follows the liability method of accounting for deferred taxation making allowance for permanent differences. This is the comprehensive basis for the calculation of deferred taxation. Future income taxation benefits attributable to timing differences and taxation losses are recognised in the financial statements only when there is virtual certainty of realisation.

### (I) Goods and services tax

As the group is predominantly involved in providing financial services, only a proportion of GST paid on inputs is recoverable. The non-recoverable proportion of GST is treated as an expense.

### (m) Statement of cash flows

The statement of cash flows has been prepared using the direct method modified by the netting of certain cash flows, in order to provide more meaningful disclosure. Cash and cash equivalents consist of cash and liquid assets used in the day to day cash management of the group.

### (n) Financial instruments

Off balance sheet financial instruments are entered into to reduce exposure to fluctuations in interest rates. The financial instruments are subject to the risk that market values may change subsequent to their acquisition however such changes would be offset by corresponding, but opposite, effects on the physical items being hedged. Gains and losses on interest rate risk instruments used to hedge assets and liabilities are brought into account on an accrual basis over the life of the underlying hedged asset or liability.

# NOTES TO THE FINANCIAL STATEMENTS For the year ended 30 June 2007

### (o) Impaired assets and past due assets

Impaired assets consist of non-accrual assets and restructured assets. Non-accrual assets are any assets where there is a significant doubt about the collectability of the amounts owing. Restructured assets are any assets where the group expects to recover all amounts owing although the original terms have been changed due to the counterparty's difficulty in complying with the original terms of the contract and the amended terms are not comparable with similar new lending.

Past due assets are any assets which have not been operated by the counterparty within its key terms for at least 90 days and which are not impaired assets.

Specific provisions are made against impaired assets where full recovery of principal and interest is not considered probable.

Specific provisions are identified by reviewing counterparty exposures and the associated risk of loss. Interest on these assets is accounted for on a cash basis.

A collective provision for bad and doubtful debts is maintained to cover non identified possible losses and latent risk inherent in the overall portfolio of advances and other lending transactions. This is assessed having regard to the level of potential credit risk inherent in the overall loan portfolio based on arrears, historic losses, recovery trends and current and projected economic conditions.

Bad debts specifically provided for are written off against specific provisions. Amounts required to bring the provisions to their assessed levels are taken to the statement of financial performance. Any recoveries of amounts previously provided for are taken to the statement of financial performance.

### (p) Financial guarantee contracts

Where companies in the group enter into financial guarantee contracts to guarantee the indebtedness of other companies within the group, they are considered to be insurance arrangements and accounted for as such. In this respect, the guarantee contract is treated as a contingent liability until such time as it becomes probable that a payment will be required under the guarantee.

### (q) Comparative balances

Where necessary comparative amounts have been reclassified so that the information corresponds to the classification presented for the current year.

### (r) Changes in accounting policies

There have been no significant changes in accounting policies during the year.

### 2. Subsidiary companies

The principal subsidiary companies and their activities included in the financial statements are as follows:

|   | % Held at<br>30 June 2007 |      |
|---|---------------------------|------|
| MARAC Finance Limited - motor vehicle and commercial financing                            | 100%                      | 100% |
| MARAC Securities Limited - arranging structured finance                                   | 100%                      | 100% |
| Nissan Finance New Zealand Limited - motor vehicle financing                              | 100%                      | 100% |
| MARAC Investments Limited - property and commercial financing                             | 100%                      | 100% |
| MARAC Insurance Limited - insurance services  | 100%                      | 100% |
| Perpetual Trust Limited - trustees and executors, corporate trustees and funds management | 100%                      | 100% |
| Mortgage Express Limited - arranging mortgage finance                                     | -                         | 60%  |

### 3. Associate company

|                       | % Held at    | % Held at    |
|-----------------------|--------------|--------------|
|                       | 30 June 2007 | 30 June 2006 |
| PGG Wrightson Limited | 22.2%        | 22.2%        |

During the 2006 financial year Pyne Gould Guinness Limited merged with Wrightson Limited to form PGG Wrightson Limited and consequently changed status from a subsidiary to an associate. Former associates of Pyne Gould Guinness Limited are now part of PGG Wrightson Limited.

# NOTES TO THE FINANCIAL STATEMENTS For the year ended 30 June 2007

|   | GROUP                |               | HOLDING COMPANY      |               |
|---|----------------------|---------------|----------------------|---------------|
|   | <b>2007</b><br>\$000 | 2006<br>\$000 | <b>2007</b><br>\$000 | 2006<br>\$000 |
| 4. Interest revenue   |                      |               |                      |               |
| Finance receivables other than impaired assets                    | 125,955              | 116,038       | -                    | -             |
| Fixed interest debt securities                                    | 42                   | 17            | -                    | -             |
| Cash and bank deposits  | 256                  | 177           | -                    | -             |
| Advances inter-group  | -                    | -             | -                    | 199           |
| Total interest revenue  | 126,253              | 116,232       | -                    | 199           |
| 5. Operating lease revenue  |                      |               |                      |               |
| Operating lease revenue   | 23,160               | 22,551        |                      |               |
| Total operating lease revenue                                     | 23,160               | 22,551        |                      |               |
| 6. Other revenue  |                      |               |                      |               |
| Dividend revenue  | -                    | -             | 15,500               | 19,912        |
| Sales revenue   | -                    | 75,253        | -                    | -             |
| Fee and other income  | 35,899               | 35,137        | 492                  | 611           |
| Other inter-group income  | -                    | -             | 1,492                | 2,105         |
| Total other revenue   | 35,899               | 110,390       | 17,484               | 22,628        |
| 7. Equity accounted earnings of associate                         |                      |               |                      |               |
| Share of associate's income before taxation                       | 8,922                | 7,510         | 8,922                | 7,510         |
| Share of associate's taxation                                     | (3,109)              | (1,982)       | (3,109)              | (1,982)       |
| Equity accounted earnings of associate                            | 5,813                | 5,528         | 5,813                | 5,528         |
| Add back associate's goodwill amortisation                        | 2,499                | 1,874         | 2,499                | 1,874         |
|   | 8,312                | 7,402         | 8,312                | 7,402         |
| Amortisation of goodwill included in carrying amount of associate | (2,499)              | (1,874)       | (2,499)              | (1,874)       |
| Total equity accounted earnings of associate                      | 5,813                | 5,528         | 5,813                | 5,528         |
| 8. Abnormal gain  | -                    | 37,329        | -                    | 39,089        |

In September 2005 Pyne Gould Guinness Limited issued 168.9 million shares to the former shareholders of Wrightson Limited to purchase 100% of that company. The accounting impact of the transaction was to reduce the group's shareholding in Pyne Gould Guinness Limited from 55.5% to 22.2% and to acquire a 22.2% holding in the business of Wrightson Limited. The transaction resulted in the recognition of an abnormal gain within the group of \$37,329,000.

The results of Pyne Gould Guinness Limited were consolidated for the three months to 30 September 2005. From 1 October 2005 the results of PGG Wrightson Limited have been accounted for using the equity method.

|  | GROUP  |        | HOLDING COMPANY |       |
|--|--------|--------|-----------------|-------|
|  | 2007   | 2006   | 2007            | 2006  |
|  | \$000  | \$000  | \$000           | \$000 |
| 9. Interest expense                      |        |        |                 |       |
| Interest expense                         | 85,721 | 77,230 | 1,455           | 1,596 |
| Other funding costs                      | 2,362  | 2,305  | -               | (77)  |
| Total interest expense                   | 88,083 | 79,535 | 1,455           | 1,519 |
| 10. Operating lease expense              |        |        |                 |       |
| Depreciation on operating lease vehicles | 15,570 | 14,832 |                 |       |
| Direct operating lease costs             | 1,495  | 1,781  |                 |       |
| Loss on sale of operating lease vehicles | 1,271  | 57     |                 |       |
| Total operating lease expense            | 18,336 | 16,670 |                 |       |
| 11. Cost of sales                        | -      | 59,133 |                 |       |

|   | GRC                  | HOLDING COMPANY |                      |               |
|---|----------------------|-----------------|----------------------|---------------|
|   | <b>2007</b><br>\$000 | 2006<br>\$000   | <b>2007</b><br>\$000 | 2006<br>\$000 |
| 12. Operating expenses                                | 7777                 | 7000            | 7                    | ****          |
| Amortisation of intangible assets                     | 645                  | 645             | _                    |               |
| Amortisation of goodwill                              | 2,548                | 3,203           | _                    |               |
| Depreciation - buildings                              | 335                  | 331             | 335                  | 331           |
| Depreciation - plant and equipment                    | 925                  | 1,318           | 40                   | 41            |
| Impaired asset expense                                | 514                  | 1,682           | -                    |               |
| (Gain) / loss on disposal of assets                   | (13)                 | 73              | 5                    |               |
| Audit fees  | 173                  | 168             | 24                   | 3(            |
| Fees for other services provided by the auditors      | 151                  | 73              | 42                   | 34            |
| Directors' fees and retirement allowances             | 582                  | 666             | 582                  | 562           |
|   |                      |                 |                      |               |
| Rental costs  | 1,198                | 1,012           | 33                   | 61            |
| Other operating expenses, including staff costs       | 33,306               | 45,835          | 2,485                | 2,938         |
| Total operating expenses                              | 40,364               | 55,006          | 3,546                | 3,997         |
| Directors' fees and retirement allowances paid:       |                      |                 |                      |               |
| By holding company                                    | 582                  | 562             | 582                  | 562           |
| Subsidiary companies in respect of:                   |                      |                 |                      |               |
| Directors of holding company                          | -                    | 25              | -                    | -             |
| Other directors                                       | -                    | 79              | -                    | -             |
| Total directors' fees and retirement allowances       | 582                  | 666             | 582                  | 562           |
| 13. Taxation charge / (credit)                        |                      |                 |                      |               |
| Operating surplus before taxation                     | 44,342               | 81,686          | 18,296               | 61,928        |
| Prima facie taxation thereon at 33%                   | 14,633               | 26,956          | 6,038                | 20,436        |
| Plus / (less) taxation effect of:                     | ,                    | ==//-           | 5,555                | ,             |
| Permanent differences                                 | 1,132                | 1,260           | (11)                 | 30            |
| Future change in tax rate                             | (140)                | -               | -                    | -             |
| Prior year adjustments                                | (31)                 | (117)           | 8                    | (87)          |
| Dividends from group companies                        | (51)                 | (117)           | (5,115)              | (6,571)       |
| Other non-assessable income                           | (1,918)              | (13,900)        | (1,918)              | (14,724)      |
| Taxation charge / (credit) for the year               | 13,676               | 14,199          | (998)                | (916)         |
|   | 13,070               | 14,177          | (990)                | (910)         |
| The taxation charge for the year consists of:         |                      |                 |                      |               |
| Current taxation                                      | 12,972               | 13,244          | (1,015)              | (677)         |
| Deferred taxation                                     | 704                  | 955             | 17                   | (239)         |
| Taxation charge / (credit) for the year               | 13,676               | 14,199          | (998)                | (916)         |
| Deferred taxation (liability) / asset:                |                      |                 |                      |               |
| Balance at beginning of year                          | (242)                | 2,279           | 556                  | 317           |
| Effect of Pyne Gould Guinness Limited deconsolidation | -                    | (1,566)         | -                    | -             |
| Taxation arising on timing differences                | (704)                | (955)           | (17)                 | 239           |
| Balance at end of year                                | (946)                | (242)           | 539                  | 556           |
| Imputation credit account:                            | ( /                  | ,               |                      |               |
| !   | 24.572               | 21 700          | 15 705               | 0.107         |
| Balance at beginning of year                          | 24,563               | 21,790          | 15,705               | 9,196         |
| Taxation paid   | 12,109               | 11,538          | 10.710               | 14.50         |
| Credits attached to dividends received                | 3,075                | 1,230           | 10,710               | 16,504        |
| Credits attached to dividends paid                    | (9,355)              | (9,995)         | (9,355)              | (9,995)       |
| Balance at end of year                                | 30,392               | 24,563          | 17,060               | 15,705        |
| 14. Current assets                                    |                      |                 |                      |               |
| Cash and bank balances                                | -                    | 1,582           | -                    | -             |
| Trade receivables                                     | 7,752                | 5,564           | 5                    | 4             |
| Taxation refunds due                                  | 32                   | 643             | 228                  | -             |
| ומאמנוטוו וכוטווט טעכ                                 |                      |                 |                      |               |
| Inter-group receivables                               | -                    | -               | -                    | 104           |
|   | -<br>58              | -<br>124        | -<br>58              | 104<br>124    |

|   | GRO                         | GROUP                       |        | OMPANY |
|---|-----------------------------|-----------------------------|--------|--------|
|   | 2007                        | 2006                        | 2007   | 2006   |
|   | \$000                       | \$000                       | \$000  | \$000  |
| 15. Finance receivables   |                             |                             |        |        |
| Advances and interest bearing contracts   | 1,406,208                   | 1,226,271                   |        |        |
| Unearned income   | (139,853)                   | (124,699)                   |        |        |
| Specific provisions   | (1,974)                     | (2,200)                     | -      |        |
| Revenue earning receivables   | 1,264,381                   | 1,099,372                   |        |        |
| Collective provisions for doubtful debts  | (4,868)                     | (6,570)                     |        |        |
| Total finance receivables   | 1,259,513                   | 1,092,802                   |        |        |
| included in finance receivables are finance leases with a gross investi<br>unearned income of \$15,765,000 (2006: \$16,798,000). No finance rec |                             |                             |        |        |
|   |                             | 554000                      |        |        |
| Current<br>Non-current  | 730,757                     | 556,383                     |        |        |
| Notificultent<br>Total finance receivables  | 528,756<br><b>1,259,513</b> | 536,419<br><b>1,092,802</b> |        |        |
| lotal illialice receivables   | 1,239,313                   | 1,092,002                   | -      |        |
| 16. Bad and doubtful debts  |                             |                             | -      |        |
| Collective provision  |                             |                             |        |        |
| Balance at beginning of year  | 6,570                       | 8,085                       |        |        |
| Effect of Pyne Gould Guinness Limited deconsolidation   |                             | (520)                       |        |        |
| Bad debts written off   | (2,403)                     | (1,895)                     |        |        |
| Recoveries  | 585                         | 619                         |        |        |
| Charged to operating surplus<br>Balance at end of year  | 116<br><b>4,868</b>         | 281<br><b>6,570</b>         |        |        |
| Specific provision  | 4,808                       | 0,370                       | _      |        |
| Balance at beginning of year  | 2,200                       | 1,904                       |        |        |
| Effect of Pyne Gould Guinness Limited deconsolidation   | 2,200                       | (1,010)                     |        |        |
| Bad debts written off   | (896)                       | (486)                       |        |        |
| Recoveries  | 272                         | 391                         |        |        |
| Charged to operating surplus  | 398                         | 1,401                       |        |        |
| Balance at end of year  | 1,974                       | 2,200                       | _      |        |
| Total provisions for doubtful debts   | 6,842                       | 8,770                       | -      |        |
| Impaired asset expense charged to statement of financial performance  |                             |                             |        |        |
| Net decrease in collective provision  | (1,702)                     | (995)                       |        |        |
| Net (decrease) / increase in specific provision   | (226)                       | 1,306                       |        |        |
| Bad debts written off   | 3,299                       | 2,381                       |        |        |
| Bad debts recovered   | (857)                       | (1,010)                     |        |        |
| Total charged to statement of financial performance   | 514                         | 1,682                       | -      |        |
| 17. Operating lease vehicles  |                             |                             |        |        |
| Operating lease vehicles at cost  | 90,944                      | 93,913                      |        |        |
| Accumulated depreciation  | (26,637)                    | (25,005)                    |        |        |
| Total operating lease vehicles  | 64,307                      | 68,908                      | -      |        |
| 18. Non current assets  |                             |                             |        |        |
| nvestments in subsidiary companies  | -                           | -                           | 10,520 | 10,520 |
| nvestments in other companies   | 10                          | 10                          | -      | -      |
| nvestments in fixed term debt securities  | 1,026                       | 1,054                       | -      | 0000:  |
|   |                             | _                           | 99,466 | 99,216 |
| Advances to subsidiary companies<br>Deferred taxation   |                             |                             | 539    | 556    |

1,453

1,245

110,942

110,473

Total non-current assets

|  | GROU  | JP  | HOLDING COMPANY                   |   |  |
|--|---|---|-----------------------------------|---|--|
|  | <b>2007</b><br>\$000                                  | 2006<br>\$000   | <b>2007</b><br>\$000              | 2006<br>\$000                               |  |
| 19. Investment in associate  |   |   |                                   |   |  |
| Carrying amount at beginning of year Effect of Pyne Gould Guinness Limited deconsolidation Acquisition of associate at cost Equity accounted earnings of associate Dividends from associate Carrying amount at end of year | 89,662<br>-<br>-<br>5,813<br>(6,244)<br><b>89,231</b> | 116<br>(116)<br>86,632<br>5,528<br>(2,498)<br><b>89,662</b> | 5,813<br>(6,244)<br><b>89,231</b> | 86,632<br>5,528<br>(2,498)<br><b>89,662</b> |  |
| Goodwill included in carrying amount of associate Carrying amount at beginning of year Acquisition of associate Amortisation of goodwill Carrying amount at end of year  | 48,103<br>-<br>(2,499)<br>45,604                      | 49,977<br>(1,874)<br>48,103                                 | 48,103<br>-<br>(2,499)<br>45,604  | 49,977<br>(1,874)<br>48,103                 |  |
| 20. Intangible assets  |   |   |                                   |   |  |
| Statutory right and brands Cost Less accumulated amortisation Balance at end of year   | 12,901<br>(4,827)<br><b>8,07</b> 4                    | 12,901<br>(4,182)<br><b>8,719</b>                           |                                   |   |  |
| Goodwill Cost Less accumulated amortisation Balance at end of year   | 25,103<br>(16,464)<br><b>8,639</b>                    | 28,236<br>(15,604)<br><b>12,632</b>                         | _                                 |   |  |
| Total intangible assets  | 16,713  | 21,351  | _                                 |   |  |
| Carrying amount of goodwill Balance at beginning of year Goodwill arising on acquisition Effect of subsidiary deconsolidations Amortisation for the year Balance at end of year  | 12,632<br>-<br>(1,445)<br>(2,548)<br><b>8,639</b>     | 22,501<br>500<br>(7,166)<br>(3,203)<br>12,632               | -                                 |   |  |
| 21. Property, plant and equipment  |   |   |                                   |   |  |
| Land at cost   | 1,332   | 1,332   | 1,332                             | 1,332                                       |  |
| Buildings at cost Less accumulated depreciation Total buildings  | 4,384<br>(3,032)<br><b>1,352</b>                      | 4,384<br>(2,697)<br><b>1,687</b>                            | 4,384<br>(3,032)<br><b>1,352</b>  | 4,384<br>(2,697)<br><b>1,687</b>            |  |
| Plant and equipment at cost Less accumulated depreciation Total plant and equipment  | 10,171<br>(7,740)<br><b>2,431</b>                     | 8,768<br>(7,143)<br><b>1,625</b>                            | 521<br>(444)<br><b>77</b>         | 519<br>(444)<br><b>75</b>                   |  |
| Total property, plant and equipment  | 5,115   | 4,644   | 2,761                             | 3,094                                       |  |

The latest market valuation of land and buildings (undertaken in the 2006 financial year), adjusted for additions since valuation, is \$7,000,000 (2006: \$7,000,000).

| 22. Current liabilities           |        |        |       |       |
|-----------------------------------|--------|--------|-------|-------|
| Bank overdrafts (secured)         | 1,124  | 6,338  | 229   | 42    |
| Trade creditors                   | 26,304 | 26,594 | 1,000 | 1,108 |
| Employee entitlements             | 2,511  | 2,079  | 123   | 84    |
| Insurance policy liabilities      | 1,593  | 571    | -     | -     |
| Taxation payable                  | -      | -      | -     | 94    |
| Deferred taxation                 | 946    | 242    | -     | -     |
| Provision for retiring allowances | 606    | 694    | 606   | 694   |
| Total current liabilities         | 33,084 | 36,518 | 1,958 | 2,022 |

Bank overdrafts are secured by a general security interest over the assets of the holding company and specific subsidiary companies.

|  | GROUP                |               | HOLDING COMPANY      |               |
|--|----------------------|---------------|----------------------|---------------|
|  | <b>2007</b><br>\$000 | 2006<br>\$000 | <b>2007</b><br>\$000 | 2006<br>\$000 |
| 23. Borrowings                         |                      |               |                      |               |
| Debenture stock sourced in New Zealand | 692,135              | 663,029       | -                    | -             |
| Debenture stock sourced from overseas  | 27,365               | 26,142        | -                    | -             |
| Bank borrowings                        | 460,151              | 340,182       | 17,500               | 17,600        |
| Total borrowings                       | 1,179,651            | 1,029,353     | 17,500               | 17,600        |

### Concentrations of funding

Funding for the group is sourced from New Zealand, \$692,135,000 (2006: \$663,029,000), overseas \$27,365,000 (2006: \$26,142,000) and New Zealand banks \$460,151,000 (2006: \$340,182,000).

### Security provided

Bank and debenture stock borrowings of MARAC Finance Limited rank equally and are secured over the assets of MARAC Finance Limited in terms of a Trust Deed dated 9 March 1984 in favour of The New Zealand Guardian Trust Company Limited as trustee for the debenture holders. Other bank borrowings are secured by a general security interest over the assets of the holding company and specific subsidiary companies.

| 24. Share capital  |                              |                       |                   |               |          |
|--|------------------------------|-----------------------|-------------------|---------------|----------|
| Issued and paid up capital:  | Number of shares             |                       |                   |               |          |
| Balance at beginning of year   | 97,957,952                   | 85,130                | 84,966            | 85,130        | 84,966   |
| Staff share issues   | 61,438                       | 243                   | 164               | 243           | 164      |
| Balance at end of year   | 98,019,390                   | 85,373                | 85,130            | 85,373        | 85,130   |
| The shares have equal voting rights and righ   | ts to dividends and distribu | tions.                |                   |               |          |
| 25. Retained earnings  |                              |                       |                   |               |          |
| Balance at beginning of year - Retained earn   | ings                         | 135,039               | 89,292            | 98,709        | 56,434   |
| Net surplus after tax  |                              | 30,636                | 66,316            | 19,294        | 62,844   |
| Dividends paid   |                              | (19,609)              | (20,569)          | (19,609)      | (20,569) |
| Balance at end of year   |                              | 146,066               | 135,039           | 98,394        | 98,709   |
| 26. Reconciliation of operating surplus af   | er taxation to net cash fl   | ows from ope          | rating activiti   | es            |          |
| Operating surplus after taxation   |                              | 30,666                | 67,487            | 19,294        | 62,844   |
| Add / (less) Non-cash items:   |                              |                       |                   |               |          |
| Amortisation   |                              | 3,193                 | 3,848             | -             |          |
| Depreciation   |                              | 16,830                | 16,481            | 375           | 372      |
| Abnormal gain  |                              | -                     | (37,329)          | -             | (39,089) |
| Share of associate company earnings  |                              | 431                   | (3,030)           | 431           | (3,030)  |
| Doubtful debts provisions  |                              | 514                   | 1,682             | -             |          |
| Deferred taxation  |                              | 704                   | 955               | 17            | (239)    |
| Accruals and prepaid items   |                              | 3,401                 | 2,467             | (353)         | (172)    |
| Total non-cash items   |                              | 25,073                | (14,926)          | 470           | (42,158) |
| Add / (less) working capital items:  |                              | (2.222)               | 0.405             |               |          |
| Trade receivables  |                              | (2,223)               | 8,425             | 103           | 1        |
| Inventory  |                              | -                     | (4,923)           | (222)         | 277      |
| Taxation   |                              | 611                   | (56)              | (322)         | 272      |
| Insurance policy liabilities   |                              | 1,244                 | 571               | ( [ 4 ]       | 0.4      |
| Trade creditors  Total movements in working capital items  |                              | (1,638)               | (11,049)          | (54)          | 94       |
|  | . viti a a                   | (2,006)               | (7,032)           | (273)         | 367      |
| Add / (less) items classified as investing acti  |                              | 1.072                 | 120               | _             |          |
| Loss / (surplus) on sale of assets and investr<br>Total items classified as investing activities | HEHLS                        | 1,072<br><b>1,072</b> | 130<br><b>130</b> | 5<br><b>5</b> |          |
|  |                              | ,                     |                   |               | 21.053   |
| Net cash flows from operating activities   |                              | 54,805                | 45,659            | 19,496        | 21,053   |
| 27. Closing cash balance   |                              |                       |                   |               |          |
| Cash and bank balances   |                              | - (4 : - : )          | 1,582             | -             | ,        |
| Less: Bank overdrafts  |                              | (1,124)               | (6,338)           | (229)         | (42      |
| Total closing cash balance   |                              | (1,124)               | (4,756)           | (229)         | (42      |

### 28. Segmentation of result

The group operates predominantly in New Zealand within three industry segments:

**Financial services** – Motor vehicle, commercial plant, equipment and business, property development, marine and leisure financing and insurance.

**Trustee services** – Personal trust, estate and asset administration and corporate trustee services.

**Rural services** – Stock and station agents, wool marketing, livestock sales, real estate agents, irrigation, insurance, rural financing, grain and seed merchants and farm supplies sales.

|                    | No. of er | mployees | Total assets |           | Operating revenue |         | Surplus after tax |        |
|--------------------|-----------|----------|--------------|-----------|-------------------|---------|-------------------|--------|
|                    | 2007      | 2006     | 2007         | 2006      | 2007              | 2006    | 2007              | 2006   |
|                    |           |          | \$000        | \$000     | \$000             | \$000   | \$000             | \$000  |
|                    |           |          |              |           |                   |         |                   |        |
| Financial services | 151       | 137      | 1,331,480    | 1,164,327 | 168,146           | 148,145 | 26,534            | 24,171 |
| Trustee services   | 88        | 83       | 5,980        | 8,537     | 15,486            | 14,361  | 3,643             | 2,623  |
| Rural services     | -         | -        | 89,231       | 89,662    | 5,813             | 78,212  | 5,813             | 6,693  |
| Other operations   | 8         | 5        | 17,483       | 23,999    | 1,680             | 51,312  | (5,354)           | 32,829 |
| Total group        | 247       | 225      | 1,444,174    | 1,286,525 | 191,125           | 292,030 | 30,636            | 66,316 |

#### 29. Related party transactions

The holding company provided loans, financial and administrative assistance, computer services and leased premises to companies in the group during the current and previous financial year. All transactions were conducted on normal commercial terms and conditions.

|  | GRO                  | GROUP         |                      | COMPANY       |
|--|----------------------|---------------|----------------------|---------------|
|  | <b>2007</b><br>\$000 | 2006<br>\$000 | <b>2007</b><br>\$000 | 2006<br>\$000 |
| Material transactions during the year with related parties were: |                      |               |                      |               |
| Interest received on advances to related parties                 | -                    | -             | -                    | 199           |
| Management fees, computer services and rent received             | -                    | -             | 1,492                | 2,105         |
| Interest paid on debenture stock held by related parties         | (1,613)              | (1,177)       | -                    | -             |
| Tax effect of tax losses sold to wholly owned                    |                      |               |                      |               |
| subsidiary companies at tax value                                | -                    | -             | 888                  | 921           |
| Total  | (1,613)              | (1,177)       | 2,380                | 3,225         |
| Material transactions outstanding at year end with related parti | es were:             |               |                      |               |
| Advances owing by related parties                                | -                    | -             | -                    | 104           |
| Advances owing to related parties                                | -                    | -             | (20)                 | (20)          |
| Debenture stock owing to related parties                         | (23,117)             | (18,312)      | -                    | -             |
| Total  | (23,117)             | (18,312)      | (20)                 | 84            |

Directors of the company and subsidiaries, their spouses and family undertook personal business transactions with the group including investments in MARAC Finance Limited and PGG Wrightson Limited. All transactions were on normal commercial terms and none were material.

### 30. Fair value

The following methods and assumptions were used to estimate the fair value of each class of financial asset and liability.

**Finance receivables** – The fair value of the group's finance receivables is calculated based on current market interest rates for loans of a similar nature and term.

**Advances to subsidiaries** – As advances to subsidiaries have no fixed maturity, fair value is calculated to be the same as the carrying value.

Other financial assets and liabilities – The fair value of all other financial assets and liabilities is considered equivalent to their carrying value.

**Off-balance sheet items** – The fair value of interest rate contracts is based on the quoted market prices of these instruments at balance date.

**Borrowings** – The fair value of debenture stock, deposits, bank borrowings and other borrowings is based on the current market interest rates payable by the group for debt of similar maturities.

|                                  | GR                   | OUP           | HOLDING COMPANY      |               |  |
|----------------------------------|----------------------|---------------|----------------------|---------------|--|
|                                  | <b>2007</b><br>\$000 | 2006<br>\$000 | <b>2007</b><br>\$000 | 2006<br>\$000 |  |
| Financial assets and liabilities |                      |               |                      |               |  |
| Carrying amounts                 |                      |               |                      |               |  |
| Assets                           |                      |               |                      |               |  |
| Cash and bank balances           | -                    | 1,582         | -                    | -             |  |
| Other receivables                | 8,227                | 5,869         | 480                  | 413           |  |
| Finance receivables              | 1,259,513            | 1,092,802     | -                    | -             |  |
| Advances to subsidiaries         | -                    | -             | 99,466               | 99,216        |  |
| Other investments                | 1,036                | 1,064         | -                    | -             |  |
| Total                            | 1,268,776            | 1,101,317     | 99,946               | 99,629        |  |
| Liabilities                      |                      |               |                      |               |  |
| Bank overdraft                   | (1,124)              | (6,338)       | (229)                | (42)          |  |
| Other payables                   | (29,421)             | (29,367)      | (1,729)              | (1,886)       |  |
| Borrowings                       | (1,179,651)          | (1,029,353)   | (17,500)             | (17,600)      |  |
| Total                            | (1,210,196)          | (1,065,058)   | (19,458)             | (19,528)      |  |
| Off-balance sheet items          | -                    | -             | -                    | -             |  |
| Fair values                      |                      |               |                      |               |  |
| Assets                           |                      |               |                      |               |  |
| Cash and bank balances           | -                    | 1,582         | -                    | -             |  |
| Other receivables                | 8,227                | 5,869         | 480                  | 413           |  |
| Finance receivables              | 1,261,880            | 1,098,041     | -                    | -             |  |
| Advances to subsidiaries         | -                    | -             | 99,466               | 99,216        |  |
| Other investments                | 1,036                | 1,064         | -                    | -             |  |
| Total                            | 1,271,143            | 1,106,556     | 99,946               | 99,629        |  |
| Liabilities                      |                      |               |                      |               |  |
| Bank overdraft                   | (1,124)              | (6,338)       | (229)                | (42)          |  |
| Other payables                   | (29,421)             | (29,367)      | (1,729)              | (1,886)       |  |
| Borrowings                       | (1,178,751)          | (1,031,190)   | (17,500)             | (17,600)      |  |
| Total                            | (1,209,296)          | (1,066,895)   | (19,458)             | (19,528)      |  |
| Off-balance sheet items          | 1,034                | 51            | 58                   | 24            |  |

### 31. Risk management policies

The group is committed to the management of risk. The primary financial risks are those of credit, liquidity and interest rate. The group's financial risk management strategy is set by the directors of each group company. The group has put in place management structures and information systems to manage individual financial risk, has separated monitoring tasks where feasible and subjects all accounting systems to regular internal and external audit.

### 32. Credit risk exposure

Credit risk is the potential risk of loss arising from the failure of a debtor or trading counterparty to honour fully a financial or contractual obligation. A credit committee of the board is in place for each group company to implement credit risk management strategy. The group is selective in targeting credit risk exposures and avoids exposures to high risk areas and has comprehensive credit policies for the approval and management of all credit risk.

Lending standards and criteria are established for all finance products into different business sectors. The group relies primarily on the integrity of the debtor or counterparty and their ability to meet their obligations to the group but in addition, security cover within established loan to security valuation margins is required. Loan securities are generally Registered Charges at the Personal Property Security Register or Registered Mortgages at the Lands Title Office. Industry and product concentrations and maximum aggregated exposure to any one debtor are managed and monitored. Credit risk is strongly monitored with regular credit reviews.

Financial assets which are subject to credit risk principally consist of finance receivables, bank balances and investments.

The group operates principally in the financial services, trustee services and rural services industry segments. Credit risk is concentrated within New Zealand.

|   | GR        | OUP       | HOLDING COMPANY |         |
|---|-----------|-----------|-----------------|---------|
|   | 2007      | 2006      | 2007            | 2006    |
|   | \$000     | \$000     | \$000           | \$000   |
| Maximum credit risk exposures are:                  |           |           |                 |         |
| Cash and bank balances                              | -         | 1,582     | -               | -       |
| Other receivables                                   | 8,227     | 5,869     | 480             | 413     |
| Finance receivables                                 | 1,259,513 | 1,092,802 | -               | -       |
| Investments in subsidiaries and associate           | 89,231    | 89,662    | 99,751          | 100,182 |
| Advances to subsidiaries                            | -         | -         | 99,466          | 99,216  |
| Other investments                                   | 1,036     | 1,064     | -               | -       |
| Letters of credit, guarantees and performance bonds | 6,451     | 6,285     | 4,000           | 4,000   |
| Lending facilities committed but not drawn          | 40,851    | 41,509    | -               | -       |
| Conditional commitments to fund at future dates     | 97,488    | 91,230    | -               | -       |
| Total credit risk exposures                         | 1,502,797 | 1,330,003 | 203,697         | 203,811 |

The above maximum exposures are net of any recognised provision for losses on those financial instruments. Credit risk concentration is limited by the large number of customers in the group's customer base. Conditional commitments to fund at future dates relate to accounts expected to be advanced in future periods as certificates of completion are provided.

| Finance receivables with instalments more than three months in arrears as a % of gross finance receivables   | 0.3%   | 0.6%   | _ |
|--|--|--|---|
| Amount owing by the six largest borrowers as a % of gross finance receivables  | 7.4%   | 7.5%   |   |
| Concentration of credit exposures (financial receivables)  |  |  |   |
| (a) By industry  |  |  |   |
| Agricultural, forestry and fishing Government and public authorities Financial, investments and insurance Construction Transport and storage Wholesale and retail trade Manufacturing and printing Property Consumer & personal Total concentrations of credit exposures by industry | 70,404<br>25,819<br>24,782<br>85,221<br>95,476<br>213,002<br>47,719<br>341,918<br>355,172<br>1,259,513 | 53,133<br>19,157<br>25,182<br>77,084<br>91,746<br>167,404<br>37,187<br>252,466<br>369,443<br>1,092,802 |   |
| (b) By geographic region   |  |  |   |
| Auckland Wellington Rest of North Island Canterbury Rest of South Island   | 562,287<br>120,596<br>314,557<br>145,631<br>116,442  | 515,124<br>97,591<br>253,399<br>143,682<br>83,006  |   |
| Total concentrations of credit exposures by geographic region  | 1,259,513  | 1,092,802  |   |

### 33. Liquidity risk

Liquidity risk is the risk that the group may encounter difficulty in raising funds at short notice to meet its commitments and arises from any mismatch of the maturity of financial assets and liabilities. The group manages this risk by forecasting future cash requirements, seeking a diverse and stable funding base and by maintaining committed credit facilities with financial institutions.

|   | GRO    | UP     | HOLDING COMPANY |       |
|---|--------|--------|-----------------|-------|
|   | 2007   | 2006   | 2007            | 2006  |
|   | \$000  | \$000  | \$000           | \$000 |
| Bank facilities committed but not drawn | 71,350 | 79,918 | 7,500           | 7,400 |

Post balance date the MARAC securitisation program, described in note 42, increased cash and bank facilities committed but not drawn by a net \$269,000,000.

### Liquidity profile of financial assets and liabilities

|                         | 0 - 6<br>Months | 6 - 12<br>Months | 1 - 2<br>Years | 2 - 5<br>Years | Over 5<br>Years | Total     |
|-------------------------|-----------------|------------------|----------------|----------------|-----------------|-----------|
| 30 June 2007            | \$000           | \$000            | \$000          | \$000          | \$000           | \$000     |
| Assets                  |                 |                  |                |                |                 |           |
| Other receivables       | 7,810           | -                | 417            | -              | -               | 8,227     |
| Finance receivables     | 454,970         | 275,787          | 295,543        | 233,213        | -               | 1,259,513 |
| Investment in associate | -               | -                | -              | -              | 89,231          | 89,231    |
| Other investments       | -               | -                | -              | 1,026          | 10              | 1,036     |
| Total                   | 462,780         | 275,787          | 295,960        | 234,239        | 89,241          | 1,358,007 |

Excludes operating lease assets of \$64,307,000.

| Liabilities    |           |           |           |          |   |             |
|----------------|-----------|-----------|-----------|----------|---|-------------|
| Bank overdraft | (1,124)   | -         | -         | -        | - | (1,124)     |
| Other payables | (29,421)  | -         | -         | -        | - | (29,421)    |
| Borrowings     | (553,509) | (231,281) | (345,506) | (49,355) | - | (1,179,651) |
| Total          | (584,054) | (231,281) | (345,506) | (49,355) | - | (1,210,196) |

Borrowings of \$28,896,000 are payable on demand.

| 0 - 6   | 6 - 12                                       | 1 - 2   | 2 - 5   | Over 5   |   |
|---------|--|---|---------|--|---|
| Months  | Months                                       | Years   | Years   | Years  | Total   |
| \$000   | \$000  | \$000   | \$000   | \$000  | \$000   |
|         |  |   |         |  |   |
|         |  |   |         |  |   |
| 1,582   | -  | -   | -       | -  | 1,582   |
| 5,428   | -  | 441   | -       | -  | 5,869   |
| 322,789 | 233,594                                      | 244,283   | 292,136 | -  | 1,092,802   |
| -       | -  | -   | -       | 89,662   | 89,662  |
| -       | -  | -   | 1,054   | 10   | 1,064   |
| 329,799 | 233,594                                      | 244,724   | 293,190 | 89,672   | 1,190,979   |
|         | Months<br>\$000<br>1,582<br>5,428<br>322,789 | Months \$000 \$000  1,582 - 5,428 - 322,789 233,594 | Months  | Months Months Years Years \$\\$000 \$000 \$000 \$000 | Months Months Years Years Years \$000 \$000 \$000 \$000 \$000 \$000 \$000 \$0 |

Excludes operating lease assets of \$68,908,000.

| Liabilities               |           |           |           |           |   |             |
|---------------------------|-----------|-----------|-----------|-----------|---|-------------|
| Bank overdrafts           | (6,338)   | -         | -         | -         | - | (6,338)     |
| Trade and other creditors | (29,367)  | -         | -         | -         | - | (29,367)    |
| Borrowings                | (246,354) | (291,994) | (350,322) | (140,683) | - | (1,029,353) |
| Total                     | (282,059) | (291,994) | (350,322) | (140,683) | - | (1,065,058) |

Borrowings of \$26,242,000 are payable on demand.

### 34. Interest rate risk

Interest rate risk is the risk that market interest rates will change and impact on the group's financial results by affecting the interest margin between interest earning assets and interest bearing liabilities. The group monitors market interest rates on a daily basis and regularly reviews interest rate exposure. Interest rate risk is reduced by management's constant monitoring of the interest rate maturity profiles of finance borrowings and finance receivables.

The group holds off-balance sheet financial instruments as a hedge against movements in interest rates.

|   | GRC     | )UP     | HOLDING COMPANY |        |  |
|---|---------|---------|-----------------|--------|--|
|   | 2007    | 2006    | 2007            | 2006   |  |
|   | \$000   | \$000   | \$000           | \$000  |  |
| The principal or contract amounts of interest rate options, |         |         |                 |        |  |
| swaps, and forward rate agreements contracts are:           | 472,500 | 148,000 | 5,000           | 10,000 |  |

### Repricing Analysis

The interest rate risk profile of financial assets and liabilities that follows has been prepared on the basis of maturity or next repricing date, whichever is the earlier.

|   | Effective | 0 - 6     | 6 - 12    | 1 - 2     | 2 - 5    | Over 5 |            |
|---|-----------|-----------|-----------|-----------|----------|--------|------------|
|   | Interest  | Months    | Months    | Years     | Years    | Years  | Tota       |
| 30 June 2007                                    | Rate %    | \$000     | \$000     | \$000     | \$000    | \$000  | \$000      |
| Assets  |           |           |           |           |          |        |            |
| Cash and bank balances                          | -         | _         | _         | _         | _        | -      |            |
| Other receivables                               | -         | 7,810     | _         | 417       | -        | -      | 8,22       |
| Finance receivables                             | 11.3%     | 514,434   | 277,560   | 260,711   | 206,808  | -      | 1,259,51   |
| Investments in associate                        | -         | -         | -         | -         | -        | 89,231 | 89,23      |
| Other investments                               | -         | -         | -         | -         | 1,026    | 10     | 1,030      |
| Total   |           | 522,244   | 277,560   | 261,128   | 207,834  | 89,241 | 1,358,00   |
| <br>Liabilities                                 |           |           |           |           |          |        |            |
| Bank overdraft                                  | 12.1%     | (1,124)   | _         | _         | _        | _      | (1,124     |
| Other payables                                  | -         | (29,421)  | _         | _         | _        | _      | (29,421    |
| Borrowings                                      | 8.1%      | (837,009) | (231,281) | (93,006)  | (18,355) | _      | (1,179,651 |
| Total   | 0.170     | (867,554) | (231,281) | (93,006)  | (18,355) | -      | (1,210,196 |
| Off-balance sheet interest                      |           | 194,500   | (138,000) | -         | (56,500) | _      | (1/=11/111 |
| rate options and swaps                          |           | 174,500   | (150,000) |           | (30,300) |        |            |
|   | Effective | 0 - 6     | 6 - 12    | 1 - 2     | 2 - 5    | Over 5 |            |
|   | Interest  | Months    | Months    | Years     | Years    | Years  | Tota       |
| 30 June 2006                                    | Rate %    | \$000     | \$000     | \$000     | \$000    | \$000  | \$00       |
| Assets  |           |           |           |           |          |        |            |
| Cash and bank balances                          | 6.5%      | 1,582     | _         | _         | _        | _      | 1,58       |
| Other receivables                               | -         | 5,558     | _         | 311       | _        | -      | 5,86       |
| Finance receivables                             | 11.3%     | 391,150   | 234,511   | 231,121   | 236,020  | -      | 1,092,80   |
| Investments in associate                        | -         | -         | -         | -         | -        | 89,662 | 89,66      |
| Other investments                               | 6.2%      | -         | _         | -         | 1,054    | 10     | 1,06       |
| Total   |           | 398,290   | 234,511   | 231,432   | 237,074  | 89,672 | 1,190,97   |
|   |           |           |           |           |          |        |            |
| Liabilities                                     |           |           |           |           |          |        |            |
| Bank overdraft                                  | 10.1%     | (6,338)   | -         | -         | -        | -      | (6,338     |
| Other payables                                  | -         | (29,367)  | -         | -         | -        | -      | (29,367    |
| Borrowings                                      | 7.6%      | (568,934) | (241,996) | (191,072) | (27,351) | -      | (1,029,353 |
| Total   | 7.4%      | (604,639) | (241,996) | (191,072) | (27,351) | -      | (1,065058  |
| Off-balance sheet interest ra options and swaps | te        | (28,000)  | 13,000    | 15,000    | -        | -      |            |

|  | GR                   | OUP           | HOLDING COMPANY      |               |  |
|--|----------------------|---------------|----------------------|---------------|--|
|  | <b>2007</b><br>\$000 | 2006<br>\$000 | <b>2007</b><br>\$000 | 2006<br>\$000 |  |
| 35. Asset quality  |                      |               |                      |               |  |
| Non-accrual assets   |                      |               |                      |               |  |
| Balance at beginning of year   | 26,131               | 7,432         |                      |               |  |
| Transfers in   | 25,057               | 39,429        |                      |               |  |
| Transfers out  | (25,077)             | (18,956)      |                      |               |  |
| Bad debts written off  | (3,142)              | (1,774)       |                      |               |  |
| Balance at end of year   | 22,969               | 26,131        |                      |               |  |
| Specific provision for doubtful debts                                    | (1,974)              | (2,200)       |                      |               |  |
| Total non-accrual assets   | 20,995               | 23,931        |                      |               |  |
| Movements in specific provision for doubtful debts of non-accural assets |                      |               |                      |               |  |
| Balance at beginning of year   | 2,200                | 1,904         |                      |               |  |
| Effect of Pyne Gould Guinness Limited deconsolidation                    | -/                   | (1,010)       |                      |               |  |
| Bad debts written off  | (896)                | (486)         |                      |               |  |
| Recoveries   | 272                  | 391           |                      |               |  |
| Charged to net surplus   | 398                  | 1,401         |                      |               |  |
| Balance at end of year   | 1,974                | 2,200         |                      |               |  |
| Restructured assets  |                      |               | _                    |               |  |
| Balance at beginning of year   | 1,213                | 1,269         |                      |               |  |
| Transfers in   | 2,097                | 1,284         |                      |               |  |
| Transfers out  | (1,387)              | (1,197)       |                      |               |  |
| Bad debts written off  | (152)                | (143)         |                      |               |  |
| Balance at end of year   | 1,771                | 1,213         |                      |               |  |

There are no real estate or other assets acquired through the enforcement of security (2006: \$Nil).

| Past due assets              |          |          |  |
|------------------------------|----------|----------|--|
| Balance at beginning of year | 7,374    | 13,063   |  |
| Transfers in                 | 48,201   | 34,507   |  |
| Transfers out                | (50,719) | (39,732) |  |
| Bad debts written off        | (5)      | (464)    |  |
| Balance at end of year       | 4,851    | 7,374    |  |

### 36. Managed funds, securitisation, custodial and other fiduciary activities

Perpetual Trust Limited is a trustee company which provides a range of services including estate and trust management, financial and investment advice, distribution and administration of managed funds and corporate trustee services. The company holds and supervises financial assets on behalf of private clients, corporate clients and investors in its managed funds. These activities are subject to particular management, reporting and internal procedures. Where appropriate specialist expert advice is taken to support the company's own governance of these managed funds.

### 37. Contingent liabilities

No contingent liabilities exist at balance date.

#### 38. Lease commitments

| Within 1 year  | 1,166 | 1,231 | 56  | 54  |
|--|-------|-------|-----|-----|
| Between 1 and 2 years                                    | 854   | 835   | 43  | 47  |
| Between 2 and 5 years                                    | 1,773 | 1,604 | 6   | 28  |
| Over 5 years   | 687   | 200   | -   | -   |
| Total lease commitments                                  | 4,480 | 3,870 | 105 | 129 |
| 39. Capital commitments                                  |       |       |     |     |
| Total capital expenditure contracted for at balance date | 289   | 836   | -   | -   |

### 40. Staff share ownership arrangements

Staff share purchase schemes have been established to assist staff members to become shareholders in the company. Under the Trust Deeds, Pyne Gould Corporation Limited has the power to appoint the trustees. The trustees of the schemes are Messrs S R Maling and S C Montgomery who retain the voting rights. The price of the shares is set by the directors after considering the current market price. No shares are subject to put and / or call options. Neither Pyne Gould Corporation Limited or any related company has any right to acquire shares held by the staff share purchase schemes.

At 30 June 2007, all shares are fully paid up and were allocated to employees with the exception of 10,400 shares (2006: 4,100 shares). The schemes held 0.3% (2006: 0.3%) of the total issued shares. Advances from Pyne Gould Corporation Limited were \$474,999 (2006: \$304,507).

|   | <b>2007</b><br>\$000 | 2006<br>\$000 |
|---|----------------------|---------------|
| Abbreviated Statement of Financial Performance: |                      |               |
| Dividend income received                        | 63                   | 54            |
| Abbreviated Statement of Financial Position:    |                      |               |
| Assets  |                      |               |
| Shares at cost                                  | 824                  | 676           |
| Liabilities                                     |                      |               |
| Loan from holding company                       | 475                  | 305           |
| Abbreviated Notes to the Accounts:              |                      |               |
| Shares at fair value                            | 1,266                | 1,190         |
| Change in value of assets                       | 442                  | 514           |

| Shares held by trustees      | Number of shares | Number of shares |
|------------------------------|------------------|------------------|
| Balance at beginning of year | 290,213          | 256,413          |
| Issued to trustee            | 61,438           | 35,000           |
| Transferred to participants  | (76,381)         | (1,200)          |
| Balance at end of year       | 275,270          | 290,213          |

#### 41. International Financial Reporting Standards

In December 2002 the New Zealand Accounting Standards Review Board determined that all New Zealand reporting entities were required to adopt New Zealand equivalents to International Financial Reporting Standards (NZIFRS) for reporting periods beginning on or after 1 January 2007.

The group adopted on 1 July 2007. Accordingly, the adoption of NZIFRS will be first reflected in the group's interim report for the six month period ended 31 December 2007. The group has been evaluating the potential impacts of adopting NZIFRS in place of the group's existing accounting policies since February 2004. The objective has been to ensure the conversion occurs within the agreed and required timelines under the Financial Reporting Act 1993 and results in minimal operational impact on the group.

The year ending 30 June 2008 will be the first full year the group is required to report under NZIFRS. The year ending 30 June 2007 is the comparative period for the 2008 year. The following tables contain a reconciliation of current NZGAAP to NZIFRS for this comparative period and the opening NZIFRS balance sheet at 1 July 2006.

Note that this information excludes the impact of NZIFRS on the group's associate company, PGG Wrightson, who are still to finalise their NZIFRS adjustments.

NZIFRS standards may change between now and the date the group prepares its first interim report under NZIFRS. Therefore the impacts may differ from the below assessment, and that difference may be material.

| NZGAAP   Effect*   NZIFRS   NZGAAP   Effect*   NZERS   N   |   |         |           | GROUP   |           | HOLI    | DING COMPA | ANY                     |       |
|--|---|---------|-----------|---------|-----------|---------|------------|-------------------------|-------|
| Deperating revenue   Interest revenue   Interest revenue   Interest revenue   23,160   - 23,160     | Reconciliation of net surplus for 2007  | NOTE    |           |         |           |         |            | Restated<br>to NZ IFRSR |       |
| Inferest revenue   |   |         | \$000     | \$000   | \$000     | \$000   | \$000      | \$000                   |       |
| Interest revenue   | Operating revenue   |         |           |         |           |         |            |                         |       |
| Operating lease revenue         23,160         - 23,160         - 1  | -   | a       | 126 253   | 1 220   | 127 473   | _       | _          | _                       |       |
| Fee and other income   b   35,899   (1,224   34,675   1,984  |   | ď       |           | -       |           | _       | -          | _                       |       |
| Divident devenue   |   | Ь       |           | (1,224) |           | 1,984   | -          | 1,984                   |       |
| Equity accounted earnings of associate   c   5,813   - 5,813   5,813   5,813   5,813   23,297   431   23   23   23   23   25   23,297   431   23   23   23   23   23   23   23   |   | С       | -         | -       |           |         | 6,244      | 21,744                  |       |
| Direct expenses         d. e         88,083         (688)         87,395         1,455         -         -         Coperating lease expense         1         18,336         (49)         18,287         -   | Equity accounted earnings of associate  | С       | 5,813     | -       | 5,813     |         |            | -                       |       |
| Interest & funding expense Operating lease expenses Operating lease expenses Operating lease expenses Operating lease expenses Includificet expenses Includificet expenses Other costs and expenses Other costs and expenses Selling and administration expenses Impaired asset expense Impaired asset exp | Total operating revenue   |         | 191,125   | (4)     | 191,121   | 23,297  | 431        | 23,728                  |       |
| 1  |   |         |           |         |           |         |            |                         |       |
| Total direct expenses         106,419         (737)         105,682         1,455         -         1           Net operating revenue         84,706         733         85,439         21,842         431         22           Other costs and expenses         56lling and administration expenses         9         35,397         594         35,991         3,171         -         -         -           Impaired asset expense         a         514         599         1,113         - <t< td=""><td></td><td>d, e</td><td></td><td>, ,</td><td></td><td>1,455</td><td>-</td><td>1,455</td></t<>  |   | d, e    |           | , ,     |           | 1,455   | -          | 1,455                   |       |
| Net operating revenue  |   | f       |           |         |           | -       | -          | -                       |       |
| Other costs and expenses         g         35,397         594         35,991         3,171         -         3           Selling and administration expenses         g         35,397         594         35,991         3,171         -         3           Amortisation - brand         i         645         (645)         -         -         -           Amortisation - goodwill         i         2,548         (2,548)         -         -         -           Depreciation - intangible assets         j         -         448         448         -         -           Total other costs and expenses         40,364         (2,000)         38,364         3,546         -         3           Operating surplus before taxation         44,342         2,733         47,075         18,296         431         18           Taxation charge         k         13,676         (139)         13,537         (998)         -         -           Operating surplus after taxation         30,666         2,872         33,508         19,294         431         19           Minority interests         (30)         -         (30)         -         (30)         -         -         Net surplus after taxation         No.666<  | Total direct expenses   |         | 106,419   | (737)   | 105,682   | 1,455   | -          | 1,455                   |       |
| Selling and administration expenses         g         35,397         594         35,991         3,171         -         3           Impaired asset expense         a         514         599         1,113         -         -           Amortisation - brand         i         645         (645)         -         -         -           Amortisation - goodwill         i         2,548         (2,548)         812         375         -           Depreciation - office lif-out and equipment         j         1,260         (448)         812         375         -           Depreciation - intangible assets         j         -         448         448         -         -           Total other costs and expenses         40,364         (2,000)         38,364         3,546         -         3           Operating surplus before taxation         44,342         2,733         47,075         18,296         431         18           Taxation charge         k         13,676         (199)         13,537         (998)         -         (0           Operating surplus after taxation         30,666         2,872         33,508         19,294         431         19           Reconciliation of Equity         Nore<   | Net operating revenue   |         | 84,706    | 733     | 85,439    | 21,842  | 431        | 22,273                  |       |
| Impaired asset expense   |   |         |           |         |           |         |            |                         |       |
| Amortisation - brand i 645 (645)   |   | g       |           |         |           | 3,171   | -          | 3,171                   |       |
| Amortisation - goodwill i 2,548 (2,548)  | ·   | а       |           |         | 1,113     | -       | -          | -                       |       |
| Depreciation - office fit-out and equipment         j         1,260         (448)         812         375         -           Depreciation - intangible assets         j         -         448         448         -         -           Total other costs and expenses         40,364         (2,000)         38,364         -         -           Operating surplus before taxation         44,342         2,733         47,075         18,296         431         18           Taxation charge         k         13,676         (139)         13,537         (998)         -         (0           Operating surplus after taxation         30,666         2,872         33,538         19,294         431         15           Minority interests         (30)         -         (30)         -         (30)         -         -         -           Net surplus after taxation         30,636         2,872         33,508         19,294         431         15           Minority interests         (30)         -         (30)         -         (30)         -         -         -         431         15           Minority interests         18         20         82,722         33,508         19,294  |   | i       |           | . ,     | -         | -       | -          | -                       |       |
| Depreciation - intangible assets Total other costs and expenses         j         -         448         448         -         -         3           Operating surplus before taxation Taxation charge         k         13,676         (139)         13,537         (998)         -         (000)           Operating surplus after taxation         30,666         2,872         33,538         19,294         431         19           Minority interests         (30)         -         (30)         -         -         -           Net surplus after taxation         30,636         2,872         33,538         19,294         431         19           Reconciliation of Equity         NOTE         Current         NZIFRS         Restated         Current         NZIFRS         NZIFRS <t< td=""><td></td><td>i</td><td></td><td></td><td></td><td>275</td><td>-</td><td>275</td></t<>  |   | i       |           |         |           | 275     | -          | 275                     |       |
| Total other costs and expenses   |   | ,       |           |         |           | 3/5     | -          | 375                     |       |
| Operating surplus before taxation         44,342         2,733         47,075         18,296         431         18           Taxation charge         k         13,676         (139)         13,537         (998)         -         (0           Operating surplus after taxation         30,666         2,872         33,538         19,294         431         19           Minority interests         (30)         -         (30)         -         -         1           Net surplus after taxation         30,636         2,872         33,508         19,294         431         19           GROUP         HOLDING COMPANY           Reconciliation of Equity         NOTE         Current         NZIFRS         Restated         Current         NZIFRS         NZGAAP         Effect*         NZIFRS         NZIFRS         NZIFRS         NZIFRS         NZIFRS         NZIFRS         NZIFRS   |   | J       |           |         |           | 3 5/16  | _          | 3,546                   |       |
| Taxation charge  | · · · · · · · · · · · · · · · · · · ·   |         |           |         |           |         |            | 18,727                  |       |
| Operating surplus after taxation         30,666         2,872         33,538         19,294         431         19           Minority interests         (30)         -         (30)         -         (30)         -   |   | k       |           |         |           |         | 451        | (998)                   |       |
| Minority interests   (30)   - (30)      |   | K       |           |         |           | , ,     | 431        | 19,725                  |       |
| Net surplus after taxation         30,636         2,872         33,508         19,294         431         19           GROUP         HOLDING COMPANY           Reconciliation of Equity         NOTE         Current NZIFRS NZI  |   |         |           | -/0.2   |           | -       |            |                         |       |
| Note   Current   NZIFRS   Restated   Current   NZIFRS   NZGAAP   Effect*   NZIFRS   NZGAAP   Effect*   to NZ I   |   |         |           | 2,872   |           | 19,294  | 431        | 19,725                  |       |
| Note   Current   NZIFRS   Restated   Current   NZIFRS   NZGAAP   Effect*   NZIFRS   NZGAAP   Effect*   to NZ I   |   |         |           |         |           |         |            |                         |       |
| Transition balance sheet 30 June 2007         NZGAAP         Effect*         NZIFRS         NZGAAP         Effect*         to NZ I           Assets         \$000  |   |         |           |         |           |         |            |                         |       |
| \$000 \$000 \$000 \$000 \$000 \$000 \$000 \$00   |   | NOTE    |           |         |           |         |            | Restated                |       |
| Assets Current assets Current assets  d, g, k 7,842 2,203 10,045 291 - Finance receivables a, b 1,259,513 (6,707) 1,252,806 Operating lease vehicles f 64,307 312 64,619 Non-current assets 1,453 - 1,453 110,942 - 110 Investment in associate c 89,231 - 89,231 89,231 89,231 (2,599) 86 Intangible assets i, j 16,713 8,215 24,928 Property, plant and equipment j 5,115 (880) 4,235 2,761 - 20 Total assets  1,444,174 3,143 1,447,317 203,225 (2,599) 200 Liabilities Current liabilities Current liabilities Current liabilities  1,179,651 1,178,901 17,500 - 17 Total liabilities 1,212,735 (550) 1,212,185 19,458 - 19 Equity Share capital 85,373 - 8             | Iransition balance sheet 30 June 2007   |         | NZGAAP    | Effect" | NZIFRS    | NZGAAP  | Effect"    | to NZ IFRSR             |       |
| Current assets       d, g, k       7,842       2,203       10,045       291       -         Finance receivables       a, b       1,259,513       (6,707)       1,252,806       -       -         Operating lease vehicles       f       64,307       312       64,619       -       -         Non-current assets       1,453       -       1,453       110,942       -       110         Investment in associate       c       89,231       -       89,231       89,231       (2,599)       86         Intangible assets       i, j       16,713       8,215       24,928       -       -       -       -         Property, plant and equipment       j       5,115       (880)       4,235       2,761       -       2       2       2,599)       200         Liabilities       Urgent liabilities       h       33,084       200       33,284       1,958       -       -       17         Total liabilities       h       33,084       200       33,284       1,958       -       17         Total liabilities       h       1,212,735       (550)       1,212,185       19,458       -       19         Equity <td colsp<="" td=""><td></td><td></td><td>\$000</td><td>\$000</td><td>\$000</td><td>\$000</td><td>\$000</td><td>\$000</td></td>   | <td></td> <td></td> <td>\$000</td> <td>\$000</td> <td>\$000</td> <td>\$000</td> <td>\$000</td> <td>\$000</td> |         |           | \$000   | \$000     | \$000   | \$000      | \$000                   | \$000 |
| Finance receivables  a, b 1,259,513 (6,707) 1,252,806 Operating lease vehicles  f 64,307 312 64,619 Operating lease vehicles  Non-current assets  1,453 - 1,453 110,942 - 110 Investment in associate  c 89,231 - 89,231 89,231 (2,599) 86 Intangible assets  Intangible assets  i, j 16,713 8,215 24,928 Operating lease vehicles  Property, plant and equipment  j 5,115 (880) 4,235 2,761 - 20 Investment                       | Assets  |         |           |         |           |         |            |                         |       |
| Finance receivables  a, b 1,259,513 (6,707) 1,252,806 Operating lease vehicles  f 64,307 312 64,619 Operating lease vehicles  Non-current assets  1,453 - 1,453 110,942 - 110 Investment in associate  c 89,231 - 89,231 89,231 (2,599) 86 Intangible assets  Intangible assets  i, j 16,713 8,215 24,928 Operating lease vehicles  Property, plant and equipment  j 5,115 (880) 4,235 2,761 - 20 Investment                       | Current assets  | d, g, k | 7,842     | 2,203   | 10,045    | 291     | -          | 291                     |       |
| Non-current assets 1,453 - 1,453 110,942 - 110 Investment in associate c 89,231 - 89,231 89,231 (2,599) 86 Intangible assets i,j 16,713 8,215 24,928 Property, plant and equipment j 5,115 (880) 4,235 2,761 - 20 Intal assets 1,444,174 3,143 1,447,317 203,225 (2,599) 200 Itabilities Current liabilities h 33,084 200 33,284 1,958 - 17 Borrowings e 1,179,651 (750) 1,178,901 17,500 - 17 Intal liabilities 1,212,735 (550) 1,212,185 19,458 - 19 Intelligible assets 1,444,174 3,143 1,447,317 203,225 (2,599) 200 Intangible assets 1,444,174 3,143 1,447,317 203,225 (2,599) 200 Intal assets 1,444,174 3,144 1,447,317 203,225 (2,599) 200 Intal assets 1,444,174 3,144,174 200 Intal assets 1,444,174 200 Intal assets 1,4       | Finance receivables   |         | 1,259,513 | (6,707) | 1,252,806 | -       | -          | -                       |       |
| Investment in associate         c         89,231         -         89,231         89,231         (2,599)         86           Intangible assets         i,j         16,713         8,215         24,928         -  | Operating lease vehicles  | f       | 64,307    | 312     | 64,619    | -       | -          | -                       |       |
| Intangible assets     i, j     16,713     8,215     24,928     -     -       Property, plant and equipment     j     5,115     (880)     4,235     2,761     -     2       Total assets     1,444,174     3,143     1,447,317     203,225     (2,599)     200       Liabilities       Current liabilities     h     33,084     200     33,284     1,958     -     1       Borrowings     e     1,179,651     (750)     1,178,901     17,500     -     17       Total liabilities     1,212,735     (550)     1,212,185     19,458     -     19       Equity       Share capital     85,373     -     85,373     85,373     -     85       Retained earnings     146,066     3,693     149,759     98,394     (2,599)     95  |   |         |           | -       |           |         | -          | 110,942                 |       |
| Property, plant and equipment       j       5,115       (880)       4,235       2,761       -       2,761       -       2,761       -       2,761       -       2,761       -       2,761       -       2,761       -       2,761       -       2,761       -       2,761       -       2,761       -       2,761       -       2,761       -       2,761       -       2,761       -       2,761       -       2,761       -       2,761       -       2,222       2,000         Liabilities       h       33,084       200       33,284       1,958       -       1,7500       - </td <td></td> <td></td> <td></td> <td></td> <td></td> <td>89,231</td> <td>(2,599)</td> <td>86,632</td>  |   |         |           |         |           | 89,231  | (2,599)    | 86,632                  |       |
| Total assets         1,444,174         3,143         1,447,317         203,225         (2,599)         200           Liabilities         0         33,084         200         33,284         1,958         -         1,750         -   |   |         |           |         |           |         | -          |                         |       |
| Liabilities         Current liabilities         h         33,084         200         33,284         1,958         -         1           Borrowings         e         1,179,651         (750)         1,178,901         17,500         -         17           Total liabilities         1,212,735         (550)         1,212,185         19,458         -         19           Equity           Share capital         85,373         -         85,373         85,373         -         85           Retained earnings         146,066         3,693         149,759         98,394         (2,599)         95  |   | j       |           |         |           |         | (2.500)    | 2,761                   |       |
| Current liabilities     h     33,084     200     33,284     1,958     -     1       Borrowings     e     1,179,651     (750)     1,178,901     17,500     -     17       Total liabilities     1,212,735     (550)     1,212,185     19,458     -     19       Equity       Share capital     85,373     -     85,373     85,373     -     85       Retained earnings     146,066     3,693     149,759     98,394     (2,599)     95  |   |         | 1,444,174 | 3,143   | 1,447,317 | 203,225 | (2,599)    | 200,626                 |       |
| Borrowings     e     1,179,651     (750)     1,178,901     17,500     -     17       Total liabilities     1,212,735     (550)     1,212,185     19,458     -     19       Equity       Share capital     85,373     -     85,373     85,373     -     85       Retained earnings     146,066     3,693     149,759     98,394     (2,599)     95  |   |         | 22.00     |         | 22.22     | 4.0=0   |            | 4.0==                   |       |
| Total liabilities         1,212,735         (550)         1,212,185         19,458         -         19           Equity         Share capital         85,373         -         85,373         85,373         -         85           Retained earnings         146,066         3,693         149,759         98,394         (2,599)         95   |   |         |           |         |           |         | -          | 1,958                   |       |
| Equity Share capital 85,373 - 85,373 85,373 - 85 Retained earnings 146,066 3,693 149,759 98,394 (2,599) 95   |   | е       |           |         |           |         | -          | 17,500<br><b>19,458</b> |       |
| Share capital       85,373       -       85,373       -       85         Retained earnings       146,066       3,693       149,759       98,394       (2,599)       95   |   |         | 1,212,133 | (550)   | 1,212,103 | 17,730  |            | 17,730                  |       |
| Retained earnings 146,066 3,693 149,759 98,394 (2,599) 95  |   |         | 85,373    | -       | 85,373    | 85,373  | -          | 85,373                  |       |
|  |   |         |           | 3,693   |           |         | (2,599)    | 95,795                  |       |
|  | Shareholders' equity  |         | 231,439   | 3,693   | 235,132   | 183,767 | (2,599)    | 181,168                 |       |
|  |   |         |           |         |           |         |            | 200,626                 |       |

<sup>\*</sup>IFRS effect on transition excludes PGG Wrightson.

|  |         |                   | GROUP           |                    | HOLI              | DING COMP       | ANY                     |
|--|---------|-------------------|-----------------|--------------------|-------------------|-----------------|-------------------------|
| Transition balance sheet 1 July 2006             | NOTE    | Current<br>NZGAAP | IFRS<br>Effect* | Restated<br>NZIFRS | Current<br>NZGAAP | IFRS<br>Effect* | Restated<br>to NZ IFRSR |
|  |         | \$000             | \$000           | \$000              | \$000             | \$000           | \$000                   |
| Assets   |         |                   |                 |                    |                   |                 |                         |
| Current assets                                   | d, g, k | 7,913             | 1,636           | 9,549              | 232               | -               | 232                     |
| Finance receivables                              | a, b    | 1,092,802         | (6,127)         | 1,086,675          | -                 | -               | -                       |
| Operating lease vehicles                         | f       | 68,908            | 263             | 69,171             | -                 | -               | -                       |
| Non current assets                               |         | 1,245             | -               | 1,245              | 110,473           | -               | 110,473                 |
| Investment in associate                          | C       | 89,662            | -               | 89,662             | 89,662            | (3,030)         | 86,632                  |
| Intangible assets                                | i, j    | 21,351            | 4,587           | 25,938             | -                 | -               | -                       |
| Property, plant and equipment                    | j       | 4,644             | (405)           | 4,239              | 3,094             | -               | 3,094                   |
| Total assets                                     |         | 1,286,525         | (46)            | 1,286,479          | 203,461           | (3,030)         | 200,431                 |
| Liabilities                                      |         |                   |                 |                    |                   |                 |                         |
| Current liabilities                              | h       | 36,518            | 200             | 36,718             | 2,022             | -               | 2,022                   |
| Borrowings                                       | е       | 1,029,353         | (1,067)         | 1,028,286          | 17,600            | -               | 17,600                  |
| Total liabilities                                |         | 1,065,871         | (867)           | 1,065,004          | 19,622            | -               | 19,622                  |
| Equity   |         |                   |                 |                    |                   |                 |                         |
| Share capital                                    |         | 85,130            | -               | 85,130             | 85,130            | -               | 85,130                  |
| Retained earnings                                |         | 135,039           | 821             | 135,860            | 98,709            | (3,030)         | 95,679                  |
| Shareholders' equity                             |         | 220,169           | 821             | 220,990            | 183,839           | (3,030)         | 180,809                 |
| Minority interests                               |         | 485               | -               | 485                | -                 | -               | -                       |
| Total equity and liabilities                     |         | 1,286,525         | (46)            | 1,286,479          | 203,461           | (3,030)         | 200,431                 |
| *IFRS effect on transition excludes PGG Wrightso | ın.     |                   |                 |                    |                   |                 |                         |

### Notes to the reconciliation of previous GAAP

### (a) Impaired asset expense (NZ IAS 37)

Estimated losses on specifically impaired exposures are discounted to their present value. As the discount unwinds over time this value is recognised as interest income in the statement of financial performance. Under NZGAAP the group used the future value in determining the estimated recovery of these assets.

### (b) Fees (NZ IAS 39)

Fees that are integral to the effective yield of a financial instrument must be capitalised and recognised over the term of the loan. Under NZGAAP these items were recognised up front.

### (c) Equity accounted earnings of associate (NZ IAS 28)

Under NZGAAP the investment in associate was valued using the equity accounted earnings method in both the holding company and at a consolidated group level. NZIFRS allows the holding company to value the investment in associate at cost, with dividends received recorded in the income statement. The group will continue to equity account associate company earnings.

### (d) Derivatives (NZ IAS 39)

NZ IAS 39 requires that all derivative contracts are carried at fair value on the balance sheet and movements in their fair value are reflected in the income statement, except where cash flow hedges are in place. Under NZGAAP hedges were recognised on an accruals basis.

The group has not changed the way it hedges economic exposures as a result of the implementation of NZIFRS.

#### (e) Brokerage (NZ IAS 39)

Brokerage costs that are integral to the effective yield of a financial instrument must be capitalised and recognised over the term of the loan. Under NZGAAP these items were expensed up front.

### (f) Lease commission (NZ IAS 17)

Commission costs that are integral to the effective yield of a financial instrument must be capitalised and recognised over the term of the lease agreement. Under NZGAAP these items were expensed up front.

### (g) Capitalised costs (NZ IAS 39)

Costs associated with the establishment of the MARAC securitisation funding program have been capitalised under NZGAAP. Under NZIFRS these costs are not able to be capitalised.

### (h) Long service leave (NZ IAS 19)

NZ IAS 19 requires a provision to be established where an entity has a framework to provide additional leave on completion of long service. This provision has to be calculated as the net present value of the liability.

### (i) Impairment of intangible assets (NZ IAS 36)

Indefinite useful life intangible assets and goodwill held by the group no longer require amortisation, with an adjustment made to write their value back to the cost price for brands, and to the value at NZIFRS transition date (1 July 2006) for goodwill.

### (j) Reclassification of software to intangible assets (NZ IAS 38)

The depreciation of computer software must be reported separately under NZIFRS.

#### (k) Taxation (NZ IAS 12)

Income tax expense and deferred tax change under IFRS as a result of the changes in profit and loss from adopting NZIFRS as highlighted above. These profit and loss changes which flow to income tax expense are temporary deferred tax differences.

### 42. Post balance sheet event - New funding source for MARAC Finance Limited (MARAC)

On 17 August 2007 MARAC established a securitisation program. This entailed creation of a special purpose entity which purchased receivables from MARAC and in turn funded these from the wholesale financial markets. This program provides greater diversification of funding sources for MARAC.

On the date that securitisation was established, receivables with a value of \$311m were sold by MARAC to a new special purpose securitisation vehicle. MARAC continues as manager and servicer for these assets.

As MARAC has retained certain risks and rewards relating to these sold receivables, they will continue to appear in MARAC's financial statements. However these receivables will no longer form part of the assets which are secured under MARAC's debenture trust deed.

The net proceeds from the sale of receivables to the securitisation vehicle were applied to repay debt secured under the debenture trust deed. MARAC's equity level has been maintained at previous levels.



### To the shareholders of Pyne Gould Corporation Limited

We have audited the financial statements on pages 29 to 48. The financial statements provide information about the past financial performance and financial position of the company and group as at 30 June 2007. This information is stated in accordance with the accounting policies set out on pages 32 to 33.

### Directors' responsibilities

The Directors are responsible for the preparation of financial statements which give a true and fair view of the financial position of the company and group as at 30 June 2007 and the results of their operations and cash flows for the year ended on that date.

#### Auditors' responsibilities

It is our responsibility to express an independent opinion on the financial statements presented by the Directors and report our opinion to you.

#### Basis of opinion

An audit includes examining, on a test basis, evidence relevant to the amounts and disclosures in the financial statements. It also includes assessing:

- the significant estimates and judgments made by the Directors in the preparation of the financial statements;
- · whether the accounting policies are appropriate to the company's and group's circumstances, consistently applied and adequately disclosed.

We conducted our audit in accordance with New Zealand Auditing Standards. We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to obtain reasonable assurance that the financial statements are free from material mis-statements, whether caused by fraud or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial

Our firm has also provided other audit related services to the company and some of its subsidiaries. Partners and employees of our firm may also deal with the group on normal terms within the ordinary course of trading activities of the business of the group. There are, however, certain restrictions on borrowings which the partners and employees of our firm can have with the group. These matters have not impaired our independence as auditors of the company and group. The firm has no other relationship with, or interest in, the company or any of its subsidiaries.

#### Unqualified opinion

We have obtained all the information and explanations we have required.

In our opinion:

- proper accounting records have been kept by the company as far as appears from our examination of those records;
- the financial statements on pages 29 to 48:
  - comply with New Zealand generally accepted accounting practice;
  - give a true and fair view of the financial position of the company and group as at 30 June 2007 and the results of their operations and cash flows for the year ended on that date.

Our audit was completed on 28 August 2007 and our unqualified opinion is expressed as at that date.

KPMG Wellington

### **DISCLOSURES**

The following are the disclosures of interest given by directors of the Company pursuant to section 140(2) of the Companies Act 1993.

R F Elworthy

Director and Shareholder PGG Wrightson Ltd

**B R Irvine** 

Partner Deloitte

Director Market Gardeners Ltd

Christchurch City Holdings Ltd Britten Motorcycle Co Ltd Godfrey Hirst (NZ) Ltd Canterprise Ltd

House of Travel Holdings Ltd

Rakon Ltd

Christchurch City Facilities Ltd

Skope Ltd Syft Ltd

Trustee Christchurch Art Gallery Trust

Christchurch Symphony Trust

**B J Jolliffe** 

Director and Shareholder PGG Wrightson Ltd

**S** R Maling

Director and Shareholder PGG Wrightson Ltd

NZ Farming Systems Uruguay Ltd

**B W Mogridge** 

Director Mogridge & Associates Ltd

Waitakere City Holdings Ltd Guardian Healthcare Group Ltd Designworks – Enterprise IG Ltd West Auckland Trust Services Ltd

Director and Shareholder Trio Group Ltd

Crimerisk Contral Ltd Mainfreight Ltd Rakon Ltd

Vice Chairman UBS

**S C Montgomery** 

Director and Shareholder Aspiring Asset Management Ltd

W J Steel

Shareholder PGG Wrightson Ltd

All directors have provided a general notice that they may from time to time undertake personal business transactions with the company, including placing funds on deposit, borrowing, or utilising the company's services. All such transactions are carried out in accordance with the company's normal business criteria for those types of transactions.

### **DISCLOSURES**

### **Information Used by Directors**

No notices were received from directors of the company requesting to disclose or use company information received in their capacity as directors which would not otherwise have been available to them.

### Indemnification and Insurance of Directors and Officers

The company has given indemnities to and has arranged insurance for directors of the company and its subsidiaries to indemnify and insure directors against liability and costs for actions undertaken by them in the course of their duties to the extent permitted by the Companies Act 1993. The cost of the insurance premiums to the company and its subsidiaries for the year was \$20,880.

### Executive Employees' Remuneration

The number of employees of the company, other than directors, who received remuneration, including non-cash benefits, in excess of \$100,000 is set out in the remuneration bands detailed below.

| Remuneration           | Number |
|------------------------|--------|
| \$100,000 to \$110,000 | 4      |
| \$110,000 to \$120,000 | 4      |
| \$120,000 to \$130,000 | 4      |
| \$130,000 to \$140,000 | 7      |
| \$140,000 to \$150,000 | 5      |
| \$150,000 to \$160,000 | 1      |
| \$160,000 to \$170,000 | 3      |
| \$170,000 to \$180,000 | 5      |
| \$180,000 to \$190,000 | 2      |
| \$190,000 to \$200,000 | 1      |
| \$200,000 to \$210,000 | 1      |
| \$210,000 to \$220,000 | 1      |
| \$230,000 to \$240,000 | 1      |
| \$290,000 to \$300,000 | 1      |
| \$310,000 to \$320,000 | 1      |
| \$320,000 to \$330,000 | 1      |
| \$370,000 to \$380,000 | 1      |
| \$380,000 to \$390,000 | 1      |
|                        |        |

### **Donations**

The company has established a Charitable Trust from which donations are made to various organisations from the earnings of the trust. No donations were made during the year.

# SHAREHOLDER INFORMATION As at 15 August 2007

| Size of shareholding                        | Number of holders | % of issued capital |
|---|-------------------|---------------------|
| 1 – 5,000                                   | 1,120             | 2.7                 |
| 5,001 - 10,000                              | 432               | 3.4                 |
| 10,001 - 50,000                             | 553               | 12.9                |
| 50,001 to 100,000                           | 89                | 6.6                 |
| 100,001 to 500,000                          | 87                | 18.8                |
| 500,001 and over                            | 40                | 55.6                |
|   | 2,321             | 100.0               |
| Geographic distribution                     |                   |                     |
| North Island                                | 630               | 28.8                |
| Canterbury                                  | 1,443             | 63.1                |
| Rest of South Island                        | 202               | 6.4                 |
| Overseas                                    | 46                | 1.7                 |
|   | 2,321             | 100.0               |
| Twenty largest shareholders                 | Number of shares  | % of issued capital |
| Mokopeka Holdings Ltd                       | 9,471,006         | 9.7                 |
| South Canterbury Finance Ltd                | 4,220,552         | 4.3                 |
| Perpetual Trust Ltd & G A & J B L Savill    | 3,431,618         | 3.5                 |
| Accident Compensation Corporation           | 2,916,047         | 3.1                 |
| Perpetual Trust Ltd & J C Brown             | 2,699,284         | 2.8                 |
| Perpetual Trust Ltd & P M Chapman           | 1,920,000         | 2.0                 |
| S D Martin & Perpetual Trust Ltd            | 1,844,592         | 1.9                 |
| Forsyth Barr Custodians Ltd                 | 1,825,209         | 1.9                 |
| Y A Blackburne & J A Denton                 | 1,800,000         | 1.8                 |
| Perpetual Trust Ltd & P M Chapman           | 1,584,000         | 1.6                 |
| Perpetual Trust Ltd & B M Gould             | 1,284,453         | 1.3                 |
| Perpetual Trust Ltd & J W Gould             | 1,284,453         | 1.3                 |
| Investment Custodial Services Ltd           | 1,077,772         | 1.0                 |
| G A C Gould & B W M Tothill                 | 1,052,000         | 1.1                 |
| D F Wallace                                 | 980,188           | 1.0                 |
| Vero Insurance New Zealand Ltd              | 942,480           | 1.0                 |
| Perpetual Trust Ltd & J W Gould             | 920,000           | 0.9                 |
| Portfolio Custodians Ltd                    | 888,560           | 0.9                 |
| J F Coutt                                   | 881,000           | 0.9                 |
| R N Francis & K J Criglington & A H D Young | 753,000           | 0.8                 |
|   | 41,776,214        | 42.8                |

### **Substantial Security Holders**

G A Savill has advised that she has a beneficial interest in 5,492,500 shares in the company.

G C D Kerr has advised that he has a beneficial interest in 9,800,136 shares in the company.

## Directory

S R Maling, Chairman B J Jolliffe, Managing Director

**Registered Office**Pyne Gould Corporation House
233 Cambridge Terrace

**Share Registry** Link Market Services Ltd PO Box 384

#### Auditors

Lane Neave 119 Armagh Street

### Pyne Gould Corporation Ltd

MARAC Finance Ltd

**MARAC Securities Ltd** 

MARAC Investments Ltd

**MARAC Insurance Ltd** 

Nissan Finance New Zealand Ltd

### **Perpetual Trust Ltd**

### **PGG Wrightson Ltd**