|  | MHJ NEW ZEALAND |  |  | MHJ AUSTRALIA |  |  | MHJ CANADA |  |  | MHJ USA |  |  | GROUP |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 <br> \$'000 | $2009$ $\$ \mathbf{\$ 0 0 0}$ | +/-\% | 2010 <br> $\${ }^{\prime} 000$ | $2009$ | +/.\% | $2010$ \$'000 | $2009$ <br> $\${ }^{\prime} 000$ | +/-\% | 2010 <br> \$'000 | $2009$ $\$ 000$ | +/.\% |  | $2010$ |  | $2009$ | +/-\% |
| Operating revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Sales to customers | 95,811 | 90,393 | 6.0\% | 292,985 | 269,088 | 8.9\% | 39,398 | 36,438 | 8.1\% | 14,768 | 15,646 | (5.6\%) |  | 442,962 |  | 411,565 | 7.6\% |
| Unallocated revenue |  |  |  |  |  |  |  |  |  |  |  |  |  | 369 |  | 434 | 5.0\%) |
| Total operating revenue |  |  |  |  |  |  |  |  |  |  |  |  | \$ | 443,331 | \$ | 411,999 | 7.6\% |
| Segment results |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating surplus / (loss) | 16,204 | 14,954 | 8.4\% | 47,701 | 40,968 | 16.4\% | $(1,553)$ | (245) | (533.9\%) | (8,713) | $(5,292)$ | (64.6\%) |  | 53,639 |  | 50,385 | 6.5\% |
| Unallocated revenue less unallocated expenses |  |  |  |  |  |  |  |  |  |  |  |  |  | $(22,725)$ |  | $(30,236)$ | 24.8\% |
| Profit before income tax |  |  |  |  |  |  |  |  |  |  |  |  |  | 30,914 |  | 20,149 | 53.4\% |
| Income tax (expense) / benefit |  |  |  |  |  |  |  |  |  |  |  |  |  | $(4,405)$ |  | 46,639 | (109.4\%) |
| Profit for the year |  |  |  |  |  |  |  |  |  |  |  |  | \$ | 26,509 | \$ | 66,788 | (60.3\%) |
| Segment assets | 36,967 | 42,231 | (12.5\%) | 93,035 | 102,401 | (9.1\%) | 27,065 | 19,428 | 39.3\% | 9,573 | 12,095 | (20.9\%) |  | 166,639 |  | 176,155 | (5.4\%) |
| Unallocated |  |  |  |  |  |  |  |  |  |  |  |  |  | 92,204 |  | 69,646 | 32.4\% |
| Total |  |  |  |  |  |  |  |  |  |  |  |  | \$ | 258,843 | \$ | 245,801 | 5.3\% |
| Segment Liabilities | 5,684 | 5,045 | 12.7\% | 20,782 | 7,808 | 166.2\% | 2,556 | 381 | 570.9\% | 987 | 336 | 193.7\% |  | 30,008 |  | 13,570 | 121.1\% |
| Unallocated |  |  |  |  |  |  |  |  |  |  |  |  |  | 68,912 |  | 85,492 | (19.4\%) |
| Total |  |  |  |  |  |  |  |  |  |  |  |  | \$ | 98,920 | \$ | 99,062 | (0.1\%) |
| Segment acquisitions of property, plant \& equipment and intangibles |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 1,900 | 1,988 | (4.4\%) | 3,178 | 4,548 | (30.1\%) | 2,147 | 557 | 285.4\% | 1,767 | 384 | 360.1\% |  | 8,992 |  | 7,477 | 20.3\% |
| Unallocated |  |  |  |  |  |  |  |  |  |  |  |  |  | 1,339 |  | 3,068 | (56.4\%) |
| Total |  |  |  |  |  |  |  |  |  |  |  |  | \$ | 10,331 | \$ | 10,545 | (2.0\%) |
| Segment depreciation and amortisation expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 1,577 | 1,674 | (5.8\%) | 5,015 | 5,153 | (2.7\%) | 1,372 | 1,022 | 34.2\% | 135 | 52 | 159.6\% |  | 8,099 |  | 7,901 | 2.5\% |
| Unallocated |  |  |  |  |  |  |  |  |  |  |  |  |  | 1,981 |  | 1,932 | 2.5\% |
| Total |  |  |  |  |  |  |  |  |  |  |  |  | \$ | 10,080 | \$ | 9,833 | 2.5\% |
| Impairment expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | - | 153 | (100.0\%) | 9 | 93 | (90.3\%) | 157 | - | 100.0\% | - | - | - |  | 166 |  | 246 | (32.5\%) |
| Unallocated |  |  |  |  |  |  |  |  |  |  |  |  |  | - |  | - |  |
| Total |  |  |  |  |  |  |  |  |  |  |  |  | \$ | 166 | \$ | 246 | (32.5\%) |

Inter segment pricing is at arm's length or market value.
4 Unallocated expenses include all expenses that do not relate directly to the relevant segment and include: manufacturing activities, warehouse and distribution,

