

# **WEBSTER LTD**

## **Annual General Meeting 2009**



# Webster Directors & Management

- **Board of Directors**

Rod Roberts - Chairman  
Chris Corrigan - Non-executive Director  
Ernie Eves - Non-executive Director  
Simon Stone - Non-executive Director

- **Executive Management**

David West - Chief Executive Officer  
Susan Stegmann - Chief Financial Officer & Company Secretary  
Richard Birtill - Agricultural Manager, Fieldfresh Tasmania  
Jason Dennis - Principal Scientist  
Rudy Gilham - Operations Manager, Fieldfresh Tasmania  
John Hosken - Sales Manager  
Leigh Titmus - General Manager, Walnuts Australia



# Agenda

1. Notice of Meeting
2. AGM Procedures
3. Minutes
4. Address to Shareholders
5. Receipt of the Financial Statements and Reports
6. Remuneration Report
7. Change of Company Name
8. Re-election of Director Dr S. J. Stone
9. Election of Director Mr E. H. Eves
10. Other Business
11. Close



# Address to Shareholders

## The Year In Review

Sales Revenue	NPAT	Earnings per share	Net assets	LTIFR
\$39.801M	\$3.432M	5.35cents	\$57.995M	117.8
(+5.3%)	(-43.8%)	(-45.1%)	(+2.3%)	(-6%)



## Field Fresh Tasmania – FY09



EBIT loss of \$630,000

### Onions

- Weak domestic and international markets
- Quality claims increased by unusual growing conditions in some areas
- Review of agricultural practices, crop protocols and shipping methods

<b>Onions - Three year claims history</b>	
Season	Onion Claims (\$)
2006-07	\$94k
2007-08	\$326k
2008-09	\$901k



## Field Fresh Tasmania – FY09



### Carrots

- Very disappointing result for FY09
- New investment to address performance & quality;
  - ✓ Replacement intake hopper
  - ✓ Improved inspection tables
  - ✓ New precision seed drill
  - ✓ New bed former

Total investment - \$715K



New seed drill in operation





Carrot Harvesting



Onion Harvesting



Carrot Grading & Packing



Onion Grading



**WEBSTER**

## Webster's Walnut Division – FY09

- Consolidated EBIT profit \$220 000

### Tasmania

- 2009 yield from Swansea orchard reduced by drought and frost events.
- New investment in wind machines for this season and storage dams now full to capacity after heavy winter rain.
- On target to achieve anticipated yield for 2010

### Riverina

- Excellent performance of the new hulling & drying line at Tabbita
- Rapid development of the orchards in Riverina

	Actual 2009	Anticipated Walnut Gross Tonnages				
		2010	2011	2012	2013	2014
Swansea	425	770	1,100	1,300	1,500	1,800
Tabbita	258	1,028	1,707	2,381	3,179	4,499
Leeton	-	-	329	659	1,112	2,307
<b>Total</b>	<b>683</b>	<b>1,798</b>	<b>3,136</b>	<b>4,340</b>	<b>5,791</b>	<b>8,606</b>





Tabbita Lane Orchard – 880 ha



Sweeping



Harvesting



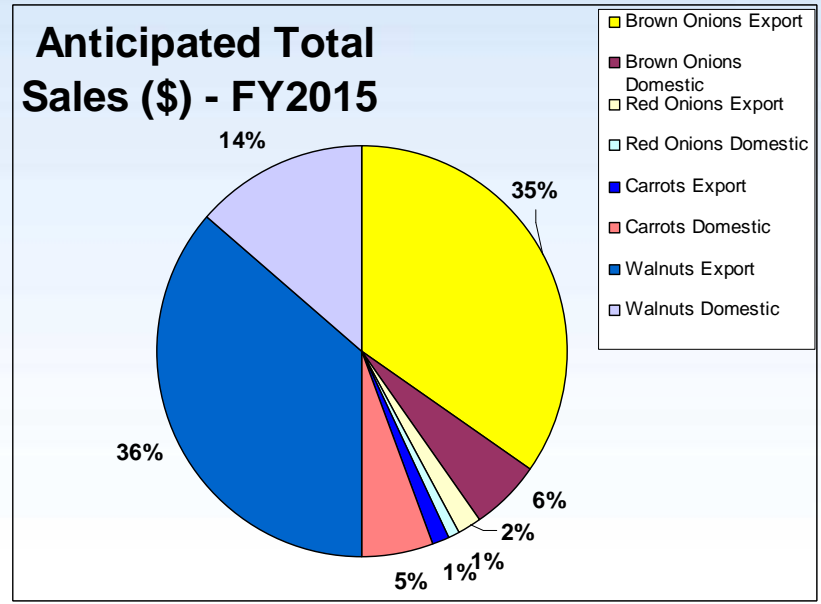
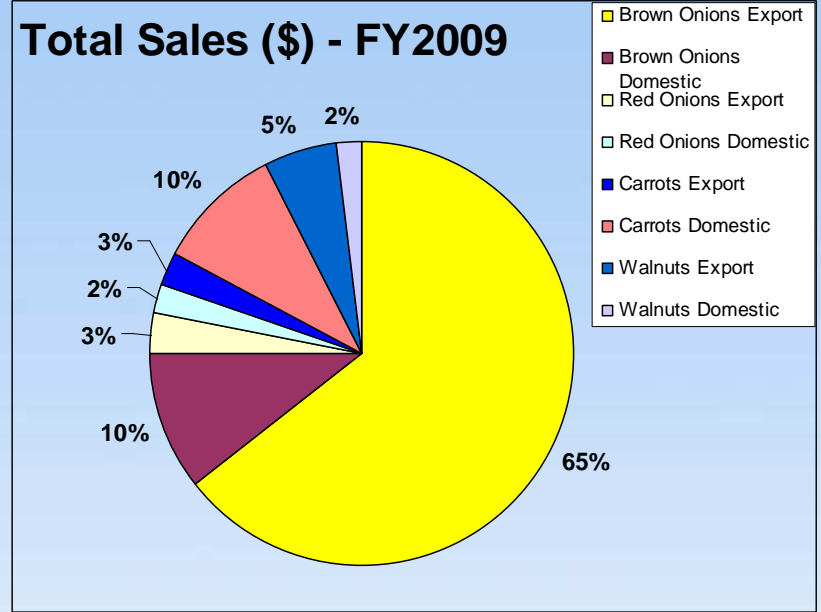
Drying

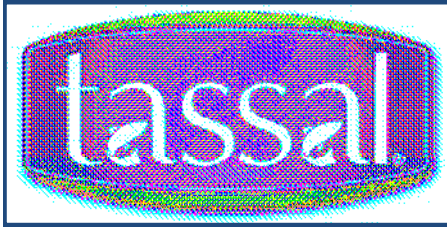


**WEBSTER**

# FY 2009 Sales Report

- Onions, increased sales volume, difficult market conditions & high value of customer quality claims.
- Carrots, quality issues, predominately due to grit and equipment shortfall.
- Field Fresh Tasmania's reputation, brand and systems well regarded in the market
- Walnuts, in-shell sales volume increasing to match supply with development of new channels





# Salmon

- Webster's Tassal shareholding is 20.6%, which resulted in an equity accounted return to Webster of \$7.566M
- Strong Tassal result
  - Total revenue \$357.8M, NPAT \$30.1M , post-SGARA
  - Strategic capital investment programme to FY2015 for risk mitigation and expansion



# Consolidated Financial Results

Key Performance Indicators		
	2009	2008
Total Revenue	50,821	46,097
EBIT	7,957	9,698
Profit before Tax – continuing operations	5,952	7,954
Income Tax Expense	(2,582)	(2,002)
Net Profit after Tax	3,432	6,106
Gearing Ratio	39.7%	42.3%
NTA (\$000)	57,598	56,276
NTA per share	\$0.89	\$0.89
ROA (EBIT)	8.1%	10.0%
Earning per share	\$0.054	\$0.098



# Research & Development

Principal Scientist appointed and will be focusing on these key R & D Projects, :

- Adapting to climate change
- Onion and carrot seed trials
- Carrot quality improvements
- Walnut yield & quality



# Capital Programme

- Walnut Five Year Capital Plan to support orchard development and walnut production established
- Field Fresh Five Year Plan in development, to support future growth and cost reduction



# 2010 – Outlook, Foreign Exchange

- Exposure in foreign currency make the export of products to Asia and Europe challenging in every year some benefits flowing from reduced freight costs
- Foreign exchange hedging policy in place to reduce risk



Euro - €

Japanese Yen - ¥



US Dollar - \$



# 2010 - Outlook

Management Team restructured to improve accountability, focus and skills development

## Outlook

- Asia & Middle East, expecting improved onion & carrot demand with significant volume already contracted, new walnut sales channels in development.
- Europe, at present onion market weak but is expected to firm towards end of December.
- Australia, current market is weak and this is expected to continue at least until the new year with significant oversupply.



# 2010 - Outlook

- Despite wet conditions in August & September, reducing overall onion plantings, expecting improved quality and reduction in claims for the coming season to provide improved financial performance in FY2010.
- Directors anticipate an improved operational profit from both Field Fresh Tasmania and Walnuts Australia in the current year
- Director and I view Tassal as a sound investment and continue to monitor its performance on a regular basis



# 2009 AGM BUSINESS

1. Financial Statements and Reports
2. Remuneration Report
3. Change of Company Name
4. Re-election of Director - Dr S. J. Stone
5. Election of Director - Mr E. H. Eves
6. Other Business



## **Resolution 2**

### **Remuneration Report**

***"That the remuneration report of the Company for the financial year ended 30 June 2009 be adopted"***



Item 2  
Non-Binding Proxy Votes  
Remuneration Report

For	20,228,708
Against	1,182,412
Open (Chairman)	334,892
Open	619,988
Total	22,366,000
Abstain	408,878



## **Resolution 3**

### **Change of Company Name**

***"That the name of the Company be changed to  
AGW Group Limited"***



Item 3  
Proxy Votes  
Change of Company Name

For	16,516,603
Against	4,898,756
Open (Chairman)	356,675
Open	599,786
Total	22,371,820
Abstain	403,058



**Resolution 4**  
**Re-election of Director**  
**• Dr S J Stone**

***"That Dr S J Stone, a director retiring in accordance with Article 58 of the Constitution, and being eligible, is re-elected as a director of the Company."***



## Item 4

### Proxy Votes

#### Re-election of Director – Dr S J Stone

For	21,312,669
Against	424,467
Open (Chairman)	380,598
Open	629,988
Total	22,747,722
Abstain	27,156



## Resolution 5

### Election of Director

- Mr E H Eves

***"That Mr E H Eves, a director retiring in accordance with Article 57 of the Constitution, and being eligible, is elected as a director of the Company."***



Item 5  
Proxy Votes  
Election of Director – Mr E H Eves

For	21,671,769
Against	50,895
Open (Chairman)	389,994
Open	629,988
Total	22,742,646
Abstain	32,232



# **WEBSTER LTD**

## **Annual General Meeting 2009**

