

Our Shareholders

"We believe long-term economic viability is in the interests of all stakeholders. By integrating the principles of sustainable retailing into our business, we will be better able to provide long-term growth and financial security for all stakeholders"

Below is a summary of the audited results of The Warehouse Group Limited.

1. Earnings

	July 2003 (\$'000)	July 2002 (\$'000)
Operating Revenue	2,034,917	1,862,031
Other Revenue	16,311	15,763
Total Revenue	2,051,228	1,877,794
Operating Earnings	142,672	147,009
Earnings Before Interest and Tax	128,862	139,223
Interest	(11,962)	(12,250)
Taxation Expense	(41,310)	(44,369)
Net Surplus After Tax	75,590	82,604
Earnings Per Share	24.7cps	27.0cps
Operating Margin	7.0%	7.9%

2. Distributions to Shareholders

This year, shareholders received an ordinary dividend of 14.5 cents per share, a one cent per share increase to that paid in 2002.

Distributions to Shareholders	July 2003	July 2002	July 2003 Cents per share	July 2002 Cents per share
Interim Dividend	32,077	28,948	10.5cps	9.5cps
Final Dividend	12,205	12,199	4.0cps	4.0cps
	44,282	41,147	14.5cps	13.5cps

On 4 September 2003 the directors declared a final dividend of four cents per share payable on 24 November 2003.

3. Other Ratios/Statistics

	July 2003	July 2002
Interest Coverage Ratio	11.9x	12.0x
Debt/Debt + Equity	41.5%	39.0%
Capital Expenditure	\$115.4m	\$79.9m



4. Who are our Shareholders?

Distribution of Ordinary Shares as at 30 September 2003

Who Own Us?

	Number of Shareholders	Percentage	Number of Shares Held	Percentage
Registered Address of Shareholders				
Auckland and Northland	5,715	31.12%	189,903,830	62.16%
Waikato and Central North Island	4,286	23.34%	9,732,744	3.19%
Lower North Island and Wellington	2,983	16.24%	87,869,764	28.76%
Canterbury, Marlborough and Westland	2,045	11.14%	6,459,625	2.11%
Otago and Southland	1,384	7.54%	3,007,327	0.98%
Australia	1,787	9.73%	7,505,093	2.46%
Other Overseas	164	.89%	1,010,485	0.33%
	18,364	100.00%	305,488,868	100.00%

How Many Shares Have They Got?

Size of Shareholding

	Number of Shareholders	Percentage	Number of Shares Held	Percentage
1-1,000	6,634	36.13%	3,100,292	1.01%
1,001-5,000	9,604	52.30%	19,658,186	6.43%
5,001-10,000	1,245	6.78%	7,929,035	2.60%
10,001 - 100,000	823	4.48%	15,108,227	4.95%
100,001 and over	58	0.32%	259,693,128	85.01%
	18,364	100.00%	305,488,868	100.00%

Total Shareholders

The Warehouse in recent years has attempted to widen its shareholder base to promote liquidity and increase private investor interest in The Warehouse shares.

Shareholder numbers in the last 12 months have grown from 15,424 to 18,634.

Total Shareholder Numbers

2003	18,364
2002	15,424
2001	15,002
2000	10,645
1999	5,930
1998	4,481

5. Intangible Assets – What's the Brand Worth?

The ratio of market capitalisation to net tangible assets measures the financial market's view of the intangible value of the brands, systems, intellectual processes and capital not recorded in the statement of financial position. In the last year, the market capitalisation to net tangible assets fell from 8.37 to 4.61.

July Year Ended	Market Cap/NTA	Market Capitalisation	Net Tangible Assets (NTA)
2003	4.61	1,375m	298m
2002	8.37	2,144m	256m
2001	9.15	1,707m	186m
2000	9.87	1,653m	167m
1999	6.36	1,038m	163m