

Schaffer Corporation Limited

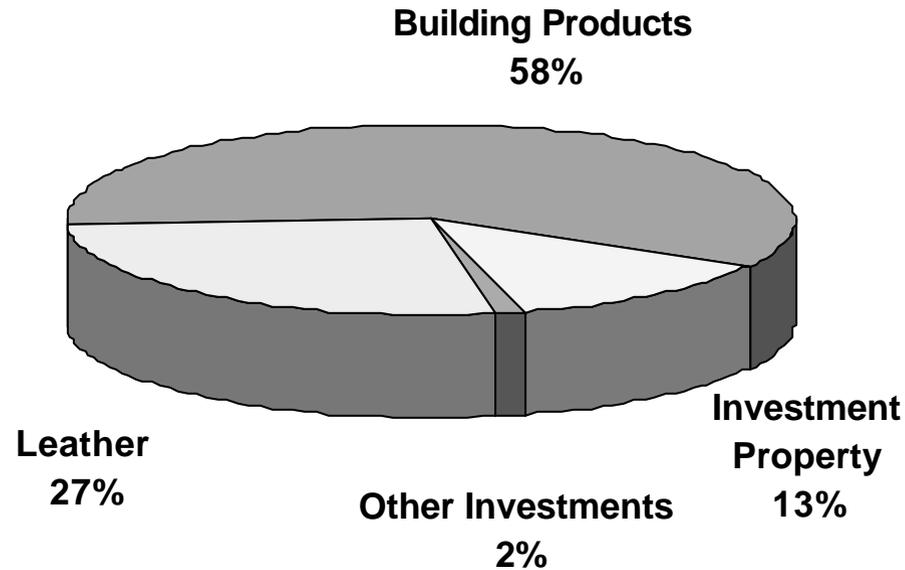


Half Year Results – Dec 2005

Performance Summary

	Dec 2004 6 months	Dec 2005 6 months
Revenue (A\$m)	73.7	73.7
Net Profit (A\$m)	6.6	3.6
EPS	\$0.47	\$0.26
ROCE (excluding inv.prop.disposals)	21%	15%
EBITDA (A\$m)	13.8	9.3
Cash Flow from Operating Activities	0.6	10.8
Cash Reserves	20.0	10.4
Net Interest Cover (EBIT)	8.3	4.2
Net Debt/Equity	57%	88%
Ordinary Dividend	\$0.50	\$0.25
Special Dividend	\$0.10	\$0.00

Dec 2005 EBIT Contribution



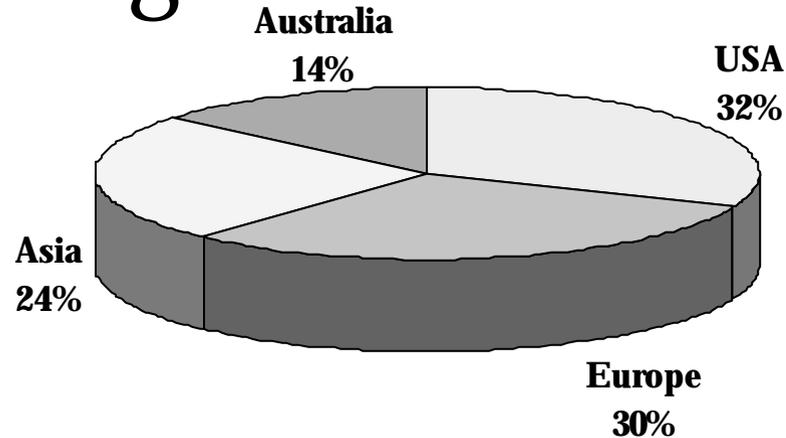
- Return on Capital Employed – 15%

Operations – Leather (ALH)

(A\$m)	Dec 2004 6 months	Dec 2005 6 months
Automotive Revenue	46.5	46.4
Furniture Revenue	5.0	3.9
EBIT	5.2	2.1

- Automotive revenue:
 - Reductions: Loss of BMW (Europe); Lower demand from GM and Ford (US)
 - Growth: European sales (L’Rover); Stabilisation in China market
- EBIT impacted by:
 - Redundancy expense (\$1.2m)
 - Lower selling price/FX impact
- Foreign exchange EBIT impact:
 - \$US revenue: approx \$250k per 1¢ appreciation in \$A
 - \$Euro revenue: approx \$350k for every 1¢ appreciation in \$A

Howe Sales by Region



- North America: declining sales as Japanese and Korean OEM's win market share at the expense of GM and Ford.
- Europe: sales grew to 30% of Howe revenue
- China: sales recommenced (following Sep-04 suspension); now represents 24% of Howe sales
- Slovakian and China cutting plants: the transition is largely complete
- Howe's growth focus: European and China markets.

Competitive Advantages

- Raw material supply:
 - Australia has the 4th largest cattle herd globally
 - Secure supply of disease free hides
 - Range of hides to match product requirements

 - Modern, global scale finishing facility:
 - Commissioned 1998
 - More than 50% operational overcapacity

 - Expansion of our Low cost cutting operation:
 - Juarez (Mexico) - operating since 1996
 - Kosice (Slovakia) - operating since Apr-2005
 - Shanghai (China) - operating since Aug-2005

 - Quality Culture:
 - Automotive supplier since 1930's (GMH), 1990's (Ford, GM USA)
 - Experienced Management team and skilled workforce
 - Quality Accreditation to TS16949

 - Established Global Customer Base:
 - Supplying GM, Ford, Audi, Land Rover, Mazda & Toyota
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Building Products



- **UrbanStone:**
Premium paving products; national distribution network
- **Delta:** Pre-cast & pre-stressed concrete floors, beams & wall products

Building Products Performance

(A\$m)	Dec 2004 6 months	Dec 2005 6 months
Sales	15.6	20.8
EBIT	2.4	3.6

- Significant improvement on pcp
- Drivers: commercial building market; supply to infrastructure projects
- Building Products has strong free cash flow generating capacity and satisfactory return on capital employed
- Growth opportunities which can capitalise on UrbanStone's established distribution network will be pursued.

Building Products – Competitive Advantages

■ UrbanStone

- Plant flexibility
- Cost control culture
- National distribution network
- Product innovation; and
- Premium branding

■ Delta

- Cost efficient product
- Pre stressed niche
- Production capacity;
- Distribution

Property

- Investment Property:
 - SFC JV interests - 6 commercial and retail properties;
 - Current value approximately \$28m; \$14.4m of debt;
 - Investment property leasing: generated \$1.0m of EBIT and \$500,000 of cash for the half.

 - Mindarie:
 - EBIT \$100,000 (pcp: \$1.2m) as subdivision staging issues limited stock availability;
 - Further 2-3 year life with \$2.0m of EBIT and \$3.0m cash expected over that period.

 - Post 31-Dec-05, SFC acquired an 11% JV interest in a commercial property in Joondalup.

 - SFC may consider further acquisitions should a suitable opportunity arise.
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Dec 05 Debt Position

	Recourse	Non-Recourse	Total
Operating Businesses	0.1	38.7	38.8
Property	1.4	13.5	14.9
Group Debt	1.5	52.2	53.7
Cash on Deposit			10.4
Net Debt			43.3

- Debt Structure: ALH Subordinated Debt and the Investment Property Debt are effectively “structural” debt.
- The ALH debt (\$38.7m) is a subordinated non-recourse debt facility expiring 2012.
- The Group has un-drawn debt facilities of \$15m.

Cash Flow

(A\$m)	Dec 2004 6 months	Dec 2005 6 months
EBITDA	13.8	9.3
Net Interest Paid	(1.4)	(1.7)
Tax Paid	(3.9)	(2.4)
Change in Working Capital	(3.6)	4.8
Other	0.8	1.2
Total Cash Generated	5.7	11.2
Debt Reduction	1.1	2.9
Capital Expenditure	2.1	2.1
Dividends Paid	11.0	8.5
Reduction in Cash on deposit	(8.5)	(2.3)
Total Cash Applied	5.7	11.2

Outlook – Earnings

■ **Automotive Leather:**

- Supplier overcapacity and cost cutting programs at the OEM level bode for subdued industry outlook.
- Full year Howe earnings expected to be lower than last year
- North America will continue to be difficult as GM and Ford restructure their operations.
- Europe and Asia are Howe's primary new business sales focus.
- Repositioning of Business: reduction of costs at Melbourne finishing and cutting facility; the Slovakian and China plants have been brought on-line.
- The Slovakian and Shanghai cutting plants provide Howe with an ideal platform to pursue growth opportunities in the Europe and Asian markets.
- Howe remains internationally competitive and has developed a global market presence from which to build in the medium term.

Outlook – Earnings (continued)

- **Building Products** – Full year sales and EBIT will be significantly above last year's performance. Strong free cash flow and minimal capital expenditure requirements expected.
- **Investment Property** – Solid full year returns from our existing portfolio's leasing activities.
- **Mindarie** – Earnings will improve in the second half but full year's earnings will be materially lower due the stock availability which restricted Mindarie's first half contribution.
- **At Group Level** - SFC's first half historically exceeds second half earnings. We are expecting a marginally better second half than normal which should partially offset the first half reduction. Full year earnings are expected to be approximately materially below the \$8.7m posted for the year ending Jun-05.

Outlook – Dividends

- As previously advised, SFC will pay a 25¢/share fully franked interim dividend in March 2006.
 - Ex Dividend date: 9 March 2006
 - Payment date: 21 March 2006

- Based on current second half earnings estimates, SFC expects to declare a final fully franked dividend of 25¢/share payable in September 2006.