

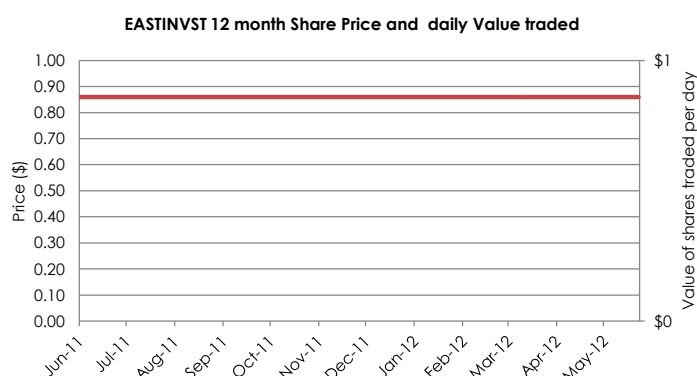
# Issuer Profile



## EastPack Limited



<b>Code</b>	<b>EASTINVST</b>
<b>Last Price</b>	<b>\$0.86</b>
<b>Issuer Profile Date</b>	1/06/2012
<b>Market</b>	Unlisted
<b>Listed</b>	Oct-04
<b>Year End</b>	31-Dec
<b>Shares issued</b>	24,503,122
<b>Market Cap</b>	\$21,072,685
<b>Dividend yield (Gross)</b>	12.6%
<b>Website</b>	<a href="http://www.eastpack.co.nz">www.eastpack.co.nz</a>



## Company Overview

EastPack Ltd (EASTPACK) is a grower-owned company registered under the Co-operative Companies Act. Governance is by six elected Grower Directors and two independent Commercial Directors. In the recent season 576 orchards from Tauranga, Coromandel, Katikati, Te Puke, Whakatane/Edgecumbe, Opotiki, Waikato and the Hawkes Bay provided 21.3million trays of kiwifruit for export. These trays are made up of 12.7 million trays of Zespri GREEN and 8.6 million GOLD trays of Zespri GOLD and packed at the company's three post harvest sites situated in Edgecumbe, Opotiki and Te Puke. Originating in Edgecumbe in 1983 and with growers support and involvement, EastPack has maintained a steady growth rate for the past 25 years. EastPack was formerly known as Rangitaiki Fruit Packers Ltd (RFP).

EASTPACK has two classes of securities quoted on Unlisted. Investor and Transactor shares. Both can only be owned by Growers and Employees of EastPack. Investor shares carry 40% of the voting power of all shares on issue, and carry the right to participate in any annual dividends declared by the Directors of the company. Investor shares can participate in any surplus assets upon liquidation after the holders of Transactor shares have been paid out.

## Financial Summary (NZ\$000's)

<b>Financial Performance</b>	<b>31-Dec-07</b>	<b>31-Dec-08</b>	<b>31-Dec-09</b>	<b>31-Dec-10</b>	<b>31-Dec-11</b>
Total Revenue (ex interest)	46,788	56,193	61,499	65,142	80,799
EBITDA	9,067	13,499	14,850	16,621	22,975
EBIT	5,575	8,863	9,891	11,487	17,329
EBIT Margin	11.9%	15.8%	16.1%	17.6%	21.4%
<b>Net Profit/Comprehensive Income</b>	<b>1,158</b>	<b>3,245</b>	<b>6,019</b>	<b>1,297</b>	<b>108</b>
<b>Financial Position</b>					
Current Assets (ex cash)	5,815	5,079	5,729	5,589	8,145
Current Liabilities (ex debt)	(4,242)	(8,943)	(8,730)	(9,643)	(13,674)
<b>Net Working Capital</b>	<b>1,573</b>	<b>(3,864)</b>	<b>(3,001)</b>	<b>(4,053)</b>	<b>(5,529)</b>
Non-Current Assets	60,953	64,011	69,354	69,627	59,920
Non-Current Liabilities (ex debt)	(13,231)	(13,329)	(15,051)	(19,542)	(17,978)
<b>Total Net Assets (ex cash/debt)</b>	<b>49,295</b>	<b>46,819</b>	<b>51,303</b>	<b>46,032</b>	<b>36,414</b>
(Cash)	(174)	(1,998)	(641)	(871)	(1,217)
Debt	24,200	22,200	21,670	17,747	11,000
<b>Net Debt</b>	<b>24,026</b>	<b>20,202</b>	<b>21,029</b>	<b>16,875</b>	<b>9,783</b>
Shareholder Funds	25,269	26,617	30,274	29,157	26,631
<b>Total Capital Employed</b>	<b>49,295</b>	<b>46,819</b>	<b>51,303</b>	<b>46,032</b>	<b>36,414</b>
<b>Total Assets (incl cash)</b>	<b>66,943</b>	<b>71,089</b>	<b>75,724</b>	<b>76,088</b>	<b>69,283</b>
<b>Cash Flows</b>					
Operating Cash Flows	(127)	11,457	8,105	9,362	13,723
Investing Cash Flows	(12,028)	(7,470)	(8,172)	(4,578)	(5,867)
Financing Cash Flows	12,153	(2,163)	(1,291)	(4,554)	(7,510)
<b>Net Increase/(Decrease) in Cash</b>	<b>(3)</b>	<b>1,824</b>	<b>(1,357)</b>	<b>231</b>	<b>346</b>

### Disclaimer

The information contained in this Issuer Profile has been prepared by Armillary Private Capital ('Armillary'), on behalf of Efficient Market Services Limited ('Unlisted'). While the intention is to provide accurate information based on historical performance and market information, Armillary and Unlisted accept no liability for any errors or inaccuracies in this Issuer Profile. The reader is advised to perform their own research to confirm the accuracy of the information contained in this Issuer Profile before relying on it for any investment decision making. This Issuer Profile has been prepared as a 'class service' as defined by the Financial Advisers Act and is general in nature.

## Analysis

	31-Dec-07	31-Dec-08	31-Dec-09	31-Dec-10	31-Dec-11
<b>Investment Performance</b>					
Closing Share Price (\$)	0.90	0.90	0.70	0.86	0.86
Annual Total Return (including net dividends)	0.0%	14.4%	(7.8%)	36.9%	12.6%
<b>A Profitability (EBIT/Revenue)</b>	11.9%	15.8%	16.1%	17.6%	21.4%
<b>B Activity (Rev/Average Total Net Assets)</b>	1.06	1.12	1.17	1.25	1.76
<b>Return on Capital Employed (A x B)</b>	<b>12.6%</b>	<b>17.7%</b>	<b>18.8%</b>	<b>22.0%</b>	<b>37.7%</b>
<b>Return on Equity (NPAT/Average Shareholders Funds)</b>	<b>4.6%</b>	<b>12.5%</b>	<b>21.2%</b>	<b>4.4%</b>	<b>0.4%</b>
Shares on Issue (m)	24.5	24.5	24.5	24.5	24.5
Reported Net Profit / Comprehensive Income (\$m)	1.2	3.2	6.0	1.3	0.1
Payout Ratio	126.9%	98.2%	52.9%	185.2%	2197.4%
Net Dividend Yield	6.7%	14.4%	18.6%	11.4%	12.6%
Imputation Credits	-	-	-	-	-
Gross Dividend Yield	6.7%	14.4%	18.6%	11.4%	12.6%
<b>Per Share (cents)</b>					
EBITDA	37.0	55.1	60.6	67.8	93.8
EPS - Basic	4.7	13.2	24.6	5.3	0.5
EPS - Diluted	4.7	13.2	24.6	5.3	0.4
Net Dividend	6.0	13.0	13.0	9.8	10.8
Net Tangible Assets	103.1	108.6	123.6	119.0	108.7
Cash Flow from Operations	(0.5)	46.8	33.1	38.2	56.0
<b>Valuation (as at year end)</b>					
Trailing P/E (multiple)	19.0	6.8	2.8	16.2	175.0
Market Value (\$m)	22.1	22.1	17.2	21.1	21.1
Net (Cash)/Debt (\$m)	24.0	20.2	21.0	16.9	9.8
Enterprise Value 'EV' (\$m)	46.1	42.3	38.2	37.9	30.9
EV/EBITDA (multiple)	5.1	3.1	2.6	2.3	1.3
Price/Net Tangible Assets (multiple)	0.9	0.8	0.6	0.7	0.8
<b>Operating Ratios</b>					
EBIT Margin	11.9%	15.8%	16.1%	17.6%	21.4%
NPAT Margin	2.5%	5.8%	9.8%	2.0%	0.1%
Net Capex to Sales	25.8%	14.2%	13.9%	8.5%	7.7%
<b>Annual Growth Rates</b>					
Revenue	5.5%	20.1%	9.4%	5.9%	24.0%
EBITDA	14.9%	48.9%	10.0%	11.9%	38.2%
NPAT	(28.6%)	180.2%	85.5%	(78.5%)	(91.6%)
Net Assets	34.1%	(5.0%)	9.6%	(10.3%)	(20.9%)
Equity	0.6%	5.3%	13.7%	(3.7%)	(8.7%)
<b>Capital Structure</b>					
Equity to Total Assets	37.7%	37.4%	40.0%	38.3%	38.4%
Net Debt/(Net Debt+Equity)	48.7%	43.1%	41.0%	36.7%	26.9%
Net Debt to Equity	95.1%	75.9%	69.5%	57.9%	36.7%
Interest Cover (multiple)	2.9	4.0	9.3	12.1	26.0

Directors	Position	Appointed
Raymond Bruce Sharp	Chair	8-May-07
Richard Mark Hudson	Director	24-Apr-92
Grant Scott Eynon	Director	26-Jun-00
Michael John Montgomery	Director	26-Jun-00
Dr Michael Stafford Ashby	Director	8-May-07
Maurice George Kidd	Director	24-Sep-08
Adrian Alexander Gault	Director	27-Apr-09
Murray Robert McBride	Director	27-Apr-09

Top Ten Shareholders *	Investor	Transactor	Total	Ownership
Pine Valley Joint Venture	1,680,000	305,061	1,985,061	5.06%
Trinity Lands Ltd	1,619,486	452,502	2,071,988	5.29%
South East Hort Ltd	1,483,736	138,497	1,622,233	4.14%
Wotton Estate	948,942	342,683	1,291,625	3.29%
Cape Fruit Co. Ltd	874,954	240,604	1,115,558	2.85%
Tirohanga Fruit Co Ltd	709,852	178,919	888,771	2.27%
Flowers, R J Ltd	632,186	108,362	740,548	1.89%
Blennerhasseff D & K	580,108	170,408	750,516	1.91%
Franklin, C A	567,194	220,124	787,318	2.01%
Windmill Trust	561,286	112,076	673,362	1.72%
<b>Totals</b>	<b>9,657,744</b>	<b>2,269,236</b>	<b>11,926,980</b>	<b>30.42%</b>

\* As at 31 December 2011