

Freightways

Annual Shareholders Meeting

30 October 2008

Freightways

Wayne Boyd, Chairman

Agenda

- Chairman's introduction
- Managing Director's review and trading update
- Resolutions

General Highlights

- Successful execution of Australian strategy has created a platform for further growth
- Core express package business ahead of last year in a challenging operating environment
- Information management business delivered outstanding performance
- FRE has delivered another record result

Financial Highlights

	Jun-08	Jun-07	Increase
	\$000	\$000	%
Operating revenue	323,910	283,447	14%
EBITDA	68,463	62,929	9%
EBITA	60,478	56,531	7%
NPAT	32,250	30,832	5%
Net operating cash flows (before interest and tax)	67,482	62,295	8%
Earnings per share (cents)	25.1	24.0	5%

(NB. All results above exclude goodwill amortisation per NZ IFRS)

Dividends

	Jun-04	Jun-05	Jun-06	Jun-07	Jun-08
Dividends declared	\$15.8m	\$20.2m	\$22.1m	\$23.1m	\$24.1m
Cents per share	12.75	16.00	17.25	18.00	18.75

- **Annual payout increased by 4% compared to 2007**
- **Fully imputed at 33% tax rate**
- **Final dividend was paid 30 September 2008**

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Dean Bracewell, Managing Director

Review and Trading Update

Managing Director's Presentation

- Industry overview and business description
- Business strategy
- Trading update
- Outlook

Express Package & Business Mail Industry Overview and Business Description



Express Package Industry Overview

- Delivery of items up to 25kgs
- Services embedded in supply chains of businesses
- Consolidated industry structure
- Growth underpinned by demand for Just-in-Time supply

Express Package & Business Mail

Network courier

Point-to-point

Business mail

Support



Information Management Industry Overview



Information Management

Industry Overview

- Accelerating growth opportunity driven by:
 - Demand for expert management of business data
 - Risk management
 - Compliance requirements
 - Lower cost outsourcing
- Recurring revenue streams
- Consolidated industry structure

Information Management

New Zealand NSW VIC QLD ACT SA


Document Storage

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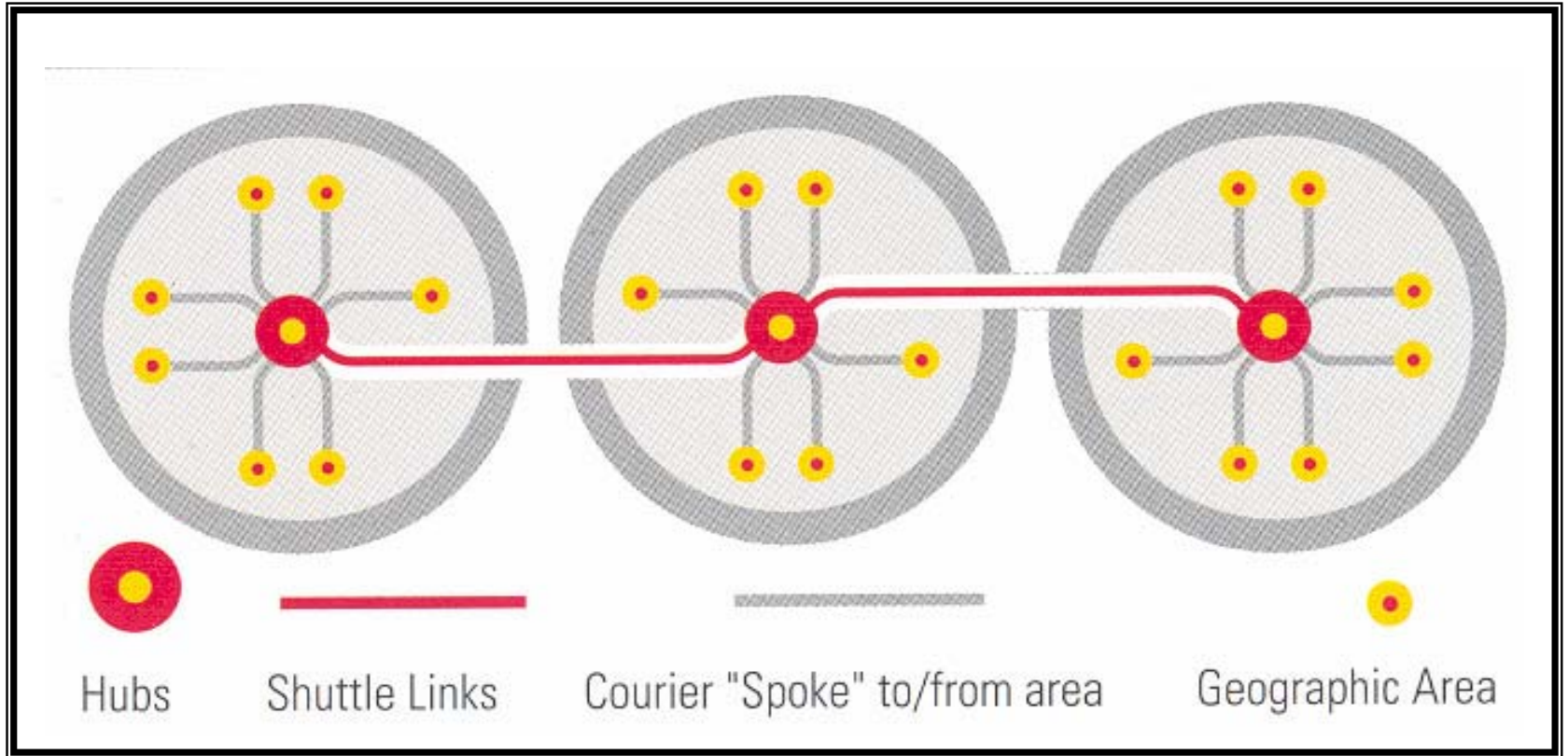
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Business Strategy



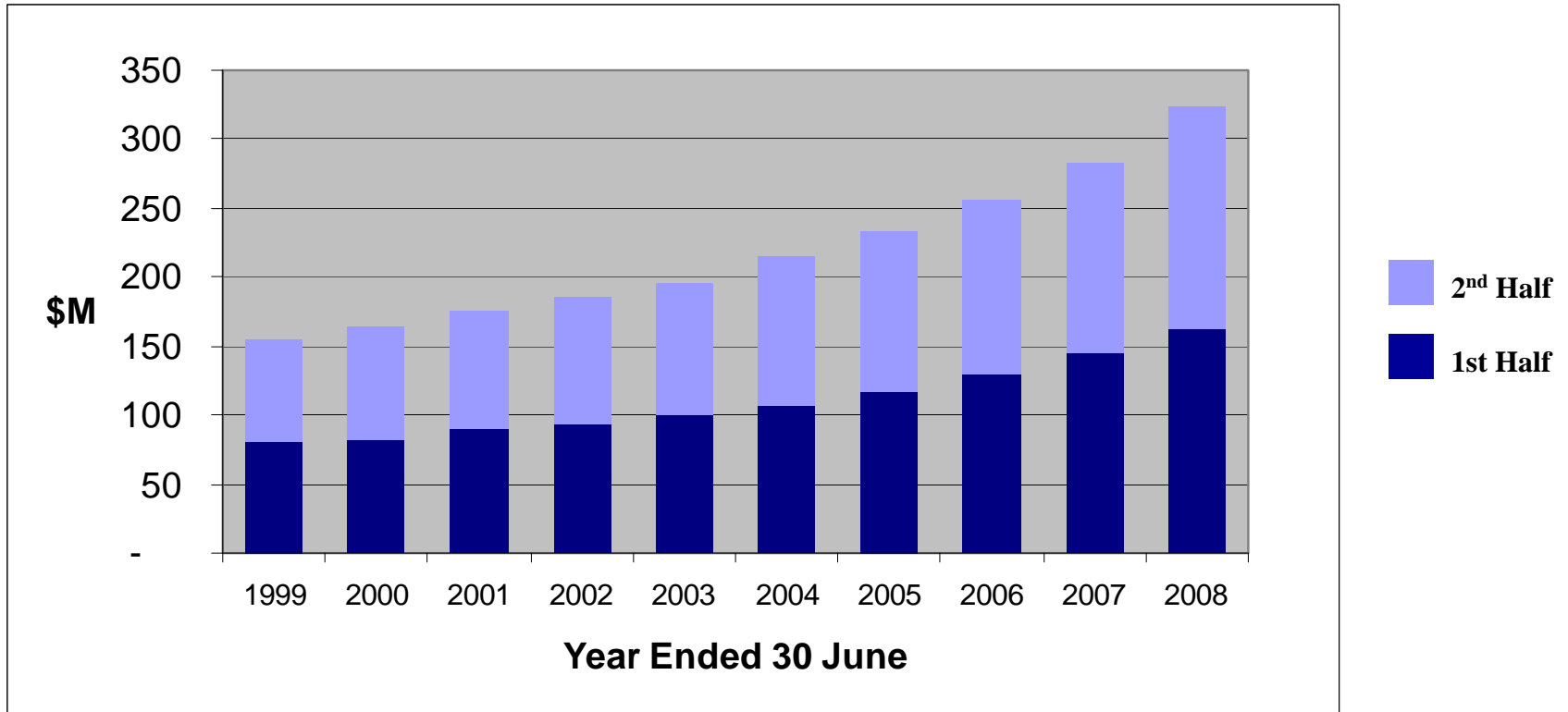
Business strategy

- Develop organic growth opportunities
- Positioning, People, Performance, Profit
- Explore complementary acquisition and alliance opportunities

Trading Update

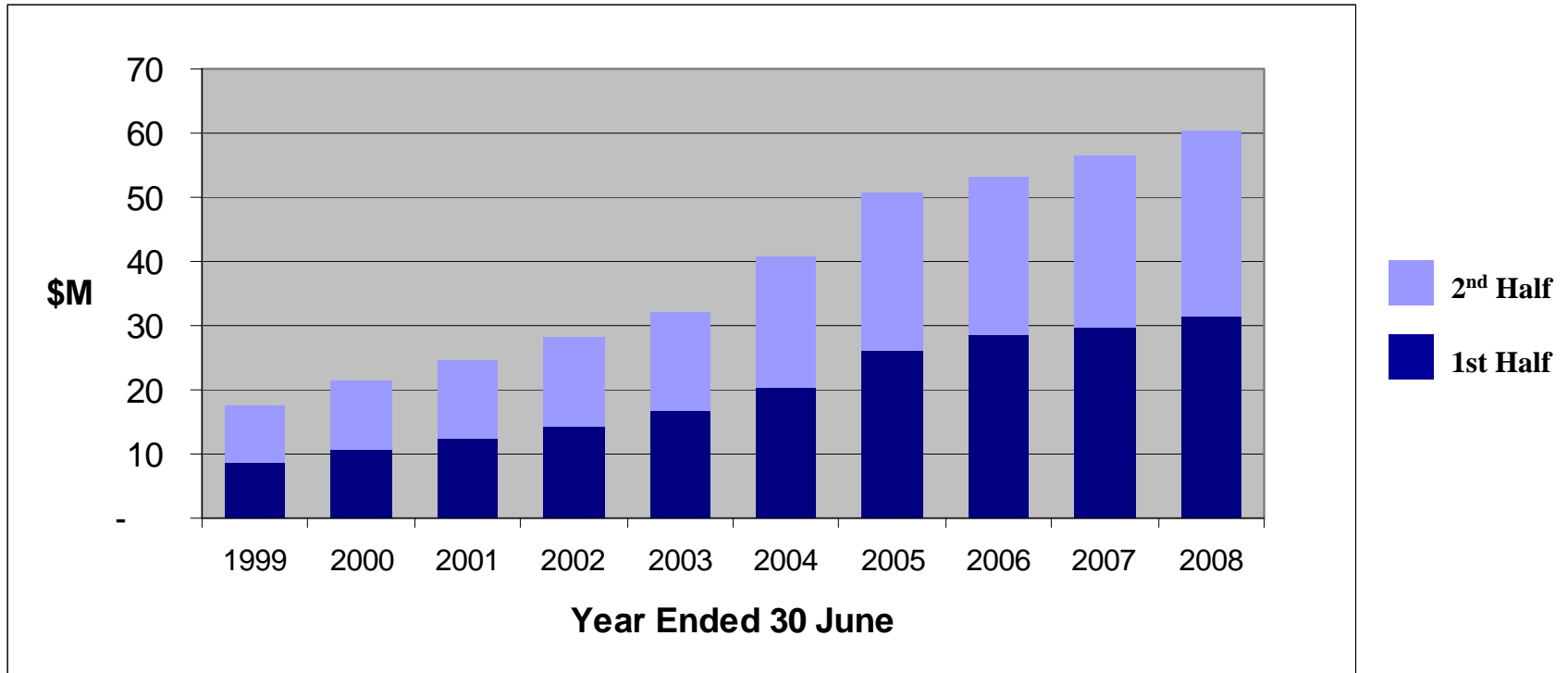


Operating Revenue



- 14% revenue growth compared to 2007
- 5-year compound average annual revenue growth of 11%

EBITA



- 7% EBITA growth compared to 2007
- 5-year compound average annual EBITA growth of 14%

Current Financial Performance

	<u>Qtr ended 30 September</u>		
	2008	2007	increase
	\$000	\$000	%
Revenue	92,001	77,309	19%
EBITDA	17,439	16,217	8%
EBITA	15,204	14,489	5%
NPAT	7,927	7,687	3%

NB:- Results above are drawn from unaudited management accounts and exclude goodwill amortisation per NZ IFRS.

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Outlook

Outlook

- Subject to the NZ economy, the Express Package & Business Mail division is expected to deliver sound performance in line with recent trends
- The Information Management division is expected to improve year-on-year performance
- Acquisitions and alliances will continue to be developed
- Freightways well positioned to accommodate growth

Summary

- ✓ Strong successful business
- ✓ Positioned to deliver continuing earnings growth
- ✓ Delivering an attractive dividend yield

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Questions

Resolutions

- Re-election of Directors
- Authority to fix Auditors' remuneration

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