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22 August 2013

The Manager - Listings Australian Stock Exchange Limited Exchange Centre 20 Bridge Street SYDNEY NSW 2000

Via electronic lodgement

Dear Sir,

BRAMBLES REPORTS STRONG FY13 RESULT; FORECASTS POOLING SOLUTIONS PROFIT GROWTH IN FY14

Attached are an ASX and Media Release and a Full-Year Results Announcement from Brambles Limited on its preliminary financial report for the year ended 30 June 2013.

Yours faithfully Brambles Limited

Robert Gerrard Company Secretary

## BRAMBLES REPORTS STRONG FY13 RESULT; FORECASTS POOLING SOLUTIONS PROFIT GROWTH IN FY14

- Continued strong sales growth, led by Pallets Americas and RPCs
- Strong new business wins despite subdued and uncertain economic conditions
- Underlying Profit<sup>1</sup> delivered within guidance range
- Operational and capital efficiencies in Pallets driving improved return on capital invested
- Strong year-on-year improvement in cash flow
- Guidance for 4% to 8% growth in FY14 Underlying Profit, excluding Recall<sup>2</sup>
- Recall on track for demerger after challenging year

## **RESULTS HIGHLIGHTS**

		Growth vs. FY12 (actual FX)	Growth vs. FY12 (constant FX <sup>3</sup> )
Sales revenue	US\$5,889.9M	+5%	+6%
Operating profit	US\$1,011.2M	+8%	+10%
Profit after tax <sup>₄</sup>	US\$640.6M	+11%	+14%
Basic earnings per share <sup>₄</sup>	US41.2¢	+6%	+9%
Underlying Profit <sup>5</sup>	US\$1,057.2M	+5%	+7%
Underlying basic earnings per share <sup>4</sup>	US43.5¢	+3%	+6%
Free cash flow <sup>6</sup>	US\$508.6M	+US\$329.1M	
Final dividend per share	A13.5¢	+A0.5¢	

Brambles generated sales revenue of US\$5,889.9 million in the financial year ended 30 June 2013, up 5%, driven by strong new business growth from the Americas region of its Pallets segment and the global Reusable Plastic Crates (RPCs) segment and a resilient performance from the Europe, Middle East & Africa region in Pallets.

Operating profit was US\$1,011.2 million, up 8% as sales mix and operational efficiency improvements in the Pallets and RPCs segments offset higher direct costs, ongoing investment in business development and the effects of a challenging year for the Recall business. Underlying Profit, which excludes Significant Items<sup>7</sup>, was US\$1,057.2 million, up 5%. The profit growth, as well as improved capital efficiency, drove free cash flow of US\$508.6 million, up US\$329.1 million.

## DIVIDEND

Brambles' final dividend is 13.5 Australian cents per share, up 0.5 Australian cents, with franking of 30%. The dividend is payable on 10 October 2013 to shareholders on Brambles' register on 13 September 2013. The final dividend brings Brambles' dividends for the 2013 financial year to 27.0 Australian cents per share, 30% franked.

## CEO COMMENTARY

Brambles' CEO Tom Gorman said: "This strong result - despite the subdued economic conditions in Europe and Australia - reflects our continued ability to provide value-adding services to our customers at the same time as we deliver improved operational and capital asset efficiency. *[Continued next page...]* 

<sup>&</sup>lt;sup>1</sup>Brambles defines Underlying Profit as profit from continuing operations before finance costs, tax and Significant Items.

<sup>&</sup>lt;sup>2</sup>All guidance provided at 30 June 2013 foreign exchange rates. FY13 Underlying Profit, excluding Recall, was US\$913 million, which translates to US\$895 million at 30 June 2013 foreign exchange rates.

<sup>&</sup>lt;sup>3</sup>Brambles calculates constant FX (foreign exchange) by translating reported period results into US dollars at the actual monthly exchange rates applicable in the prior corresponding period. <sup>4</sup>Includes profit from discontinued operations, being operations that have been divested or are held for sale. <sup>5</sup>Underlying Profit at 30 June 2012 foreign exchange rates translates to US\$1,040 million. In August 2012, Brambles provided FY13 guidance of US\$1,010 million to US\$1,070 million at

those rates. <sup>6</sup>Cash flow generated after net capital expenditure, finance costs and tax, but excluding the net cost of acquisitions and proceeds from business disposals.

<sup>&</sup>lt;sup>7</sup>Brambles defines Significant Items as items of income or expense that are, either individually or in aggregate, material to Brambles or to the relevant business segment and: outside the ordinary course of business (e.g. gains or losses on the sale or termination of operations, the cost of significant reorganisations or restructuring); or part of the ordinary activities of the business but unusual in size and nature.

"Our major established Pooling Solutions businesses are growing strongly and profitably as a result of continued new business expansion, while we are investing in the longer term opportunities in the Containers sector and in emerging markets.

"We are also seeing positive trends in our operating cash flow and return on capital, with a disciplined approach to capital allocation and progress in the asset efficiency programs that are underway throughout the group.

"We are in a great position to continue to strengthen and grow our business, to deliver further efficiencies and to keep investing for the future as we pursue sustainable value for our customers, shareholders and employees."

## RECALL

Mr Gorman said: "For Recall, this was a challenging year compared with FY12. We are on track for the planned demerger of the business in December 2013. We expect to lodge the demerger scheme book with the ASX in October and to hold the shareholder meeting to vote on the proposal in early December, pending the relevant regulatory approvals.

## IFCO SUCCESSION MANAGEMENT

Following the successful integration of IFCO into Brambles, Karl Pohler has elected to retire from his role as CEO of the IFCO RPCs business to pursue other interests. Wolfgang Orgeldinger, who has been Chief Operating Officer of the IFCO RPCs business since 2002, will succeed Mr Pohler, who will remain available through 30 September 2013 to assist with the leadership transition.

Mr Gorman said: "Karl has been a great leader of the IFCO team for 13 years, building it into the world's leading RPCs brand, and has been extremely supportive of IFCO becoming part of the Brambles group since we acquired the business in 2011. We are fortunate that, in Wolfgang, we have a natural successor with such deep operating expertise and knowledge."

## OUTLOOK

Brambles is providing FY14 guidance excluding Recall, reflecting the planned demerger of that business. Brambles expects sales revenue growth in constant currency from all Pooling Solutions segments. At 30 June 2013 foreign exchange rates, Brambles expects Underlying Profit of between US\$930 million and US\$965 million, translating to growth of 4% to 8%. All guidance is subject to unforeseen circumstances.

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**Brambles Limited** (ASX:BXB) provides pallet and container pooling solutions through CHEP and IFCO to the fresh food, consumer goods, general manufacturing, automotive, aviation and chemical sectors, and information management solutions through Recall. Brambles employs approximately 18,000 people in more than 50 countries. For further information on Brambles and all announcements, presentations and webcasts, please visit <u>www.brambles.com</u>.

## BACKGROUND INFORMATION

US\$M	1H13	2H13	FY13	1H12	2H12	FY12
SALES REVENUE						
Pallets - Americas	1,074.7	1,131.1	2,205.8	983.8	1,057.5	2,041.3
Pallets - EMEA	669.4	677.4	1,346.8	672.8	654.0	1,326.8
Pallets - Asia-Pacific	198.4	193.4	391.8	187.0	188.8	375.8
Total Pallets	1,942.5	2,001.9	3,944.4	1,843.6	1,900.3	3,743.9
RPCs	405.9	406.9	812.8	386.7	372.8	759.5
Containers	137.7	188.0	325.7	135.2	141.4	276.6
Total Pooling Solutions	2,486.1	2,596.8	5,082.9	2,365.5	2,414.5	4,780.0
Recall	403.6	403.4	807.0	417.5	427.5	845.0
Total Brambles	2,889.7	3,000.2	5,889.9	2,783.0	2,842.0	5,625.0
OPERATING PROFIT						
Pallets - Americas	190.8	223.8	414.6	155.6	190.8	346.4
Pallets - EMEA	135.1	133.1	268.2	130.1	139.2	269.3
Pallets - Asia-Pacific	34.3	42.9	77.2	36.0	39.7	75.7
Total Pallets	360.2	399.8	760.0	321.7	369.7	691.4
RPCs	68.3	70.1	138.4	49.0	60.3	109.3
Containers	7.6	20.4	28.0	16.4	16.4	32.8
Total Pooling Solutions	436.1	490.3	926.4	387.1	446.4	833.5
Recall	72.4	55.8	128.2	51.2	108.9	160.1
Continuing operations (including HQ)	481.4	529.8	1,011.2	422.9	516.3	939.2
OPERATING PROFIT MARGIN						
Pallets - Americas	18%	20%	19%	16%	18%	17%
Pallets – EMEA	20%	20%	20%	19%	21%	20%
Pallets - Asia-Pacific	17%	22%	20%	19%	21%	20%
Total Pallets	19%	20%	19%	17%	19%	18%
RPCs	17%	17%	17%	13%	16%	14%
Containers	6%	11%	9%	12%	12%	12%
Total Pooling Solutions	18%	19%	18%	16%	18%	17%
Recall	18%	14%	16%	12%	25%	19%
Continuing operations (including HQ)	17%	18%	17%	15%	18%	17%
UNDERLYING EBITDA						
Pallets - Americas	285.1	327.8	612.9	250.7	299.6	550.3
Pallets - EMEA	202.3	209.7	412.0	207.7	204.4	412.1
Pallets - Asia-Pacific	58.6	67.7	126.3	59.9	62.1	122.0
Total Pallets	546.0	605.2	1,151.2	518.3	566.1	1,084.4
RPCs	111.7	112.5	224.2	102.1	109.5	211.6
Containers	24.2	42.2	66.4	31.0	34.8	65.8
Total Pooling Solutions	681.9	759.9	1,441.8	651.4	710.4	1,361.8
Recall	104.3	101.2	205.5	102.4	134.7	237.1
Continuing operations (including HQ)	767.9	846.3	1,614.2	738.5	823.4	1,561.9

## BACKGROUND INFORMATION - CONTINUED

US\$M	1H13	2H13	FY13	1H12	2H12	FY12
UNDERLYING EBITA						
Pallets - Americas	196.9	236.4	433.3	166.4	213.6	380.0
Pallets - EMEA	139.0	146.0	285.0	140.0	141.7	281.7
Pallets - Asia-Pacific	35.1	43.7	78.8	37.6	41.5	79.1
Total Pallets	371.0	426.1	797.1	344.0	396.8	740.8
RPCs	78.2	81.0	159.2	64.2	79.5	143.7
Containers	8.8	22.9	31.7	15.7	20.3	36.0
Total Pooling Solutions	458.0	530.0	988.0	423.9	496.6	920.5
Recall	85.1	82.1	167.2	82.8	115.2	198.0
Continuing operations (including HQ)	524.4	596.9	1,121.3	491.2	589.9	1,081.1
UNDERLYING PROFIT						
Pallets - Americas	189.7	229.4	419.1	158.3	205.3	363.6
Pallets - EMEA	136.6	145.8	282.4	135.9	138.9	274.8
Pallets - Asia-Pacific	34.3	44.5	78.8	36.0	40.6	76.6
Total Pallets	360.6	419.7	780.3	330.2	384.8	715.0
RPCs	68.3	70.4	138.7	54.2	71.3	125.5
Containers	7.6	20.8	28.4	16.4	16.4	32.8
Total Pooling Solutions	436.5	510.9	947.4	400.8	472.5	873.3
Recall	72.4	71.8	144.2	71.2	103.0	174.2
Continuing operations (including HQ)	490.0	567.2	1,057.2	456.3	553.4	1,009.7
UNDERLYING PROFIT MARGIN						
Pallets - Americas	18%	20%	19%	16%	19%	18%
Pallets - EMEA	20%	22%	21%	20%	21%	21%
Pallets - Asia-Pacific	17%	23%	20%	19%	22%	20%
Total Pallets	19%	21%	20%	18%	20%	19%
RPCs	17%	17%	17%	14%	19%	17%
Containers	6%	11%	9%	12%	12%	12%
Total Pooling Solutions	18%	20%	19%	17%	20%	18%
Recall	18%	18%	18%	17%	24%	21%
Continuing operations (including HQ)	17%	19%	18%	16%	19%	18%
AVERAGE CAPITAL INVESTED <sup>8</sup>						
Pallets - Americas	2,147.0	2,208.4	2,177.7	2,086.1	2,119.3	2,102.7
Pallets - EMEA	1,240.3	1,234.5	1,237.4	1,318.9	1,242.1	1,280.5
Pallets - Asia-Pacific	421.1	415.9	418.5	379.0	401.6	390.3
Total Pallets	3,808.4	3,858.8	3,833.6	3,784.0	3,763.0	3,773.5
RPCs	1,429.6	1,501.4	1,465.5	1,358.8	1,394.0	1,376.4
Containers	248.3	435.3	341.8	234.1	230.1	232.1
Total Pooling Solutions	5,486.3	5,795.5	5,640.9	5,376.9	5,387.1	5,382.0
Recall	1,097.0	1,087.0	1,092.0	1,099.5	1,106.1	1,102.8
Continuing operations (including HQ)	6,520.8	6,817.0	6,668.9	6,406.1	6,421.3	6,413.7

<sup>8</sup>Brambles defines Average Capital Invested as a 12-month average of capital invested, calculated as net assets before tax balances, cash and borrowings but after adjustment for accumulated pre-tax Significant Items, actuarial gains and losses and net equity adjustments for equity-settled share-based payments.

## BACKGROUND INFORMATION - CONTINUED

US\$M	1H13	2H13	FY13	1H12	2H12	FY12
RETURN ON CAPITAL INVESTED (ANNUALISED)						
Pallets - Americas	18%	21%	19%	15%	19%	17%
Pallets - EMEA	22%	24%	23%	21%	22%	21%
Pallets - Asia-Pacific	16%	21%	19%	19%	20%	20%
Total Pallets	19%	22%	20%	17%	20%	19%
RPCs	10%	9%	9%	8%	10%	9%
Containers	6%	10%	8%	14%	14%	14%
Total Pooling Solutions	16%	18%	17%	15%	18%	16%
Recall	13%	13%	13%	13%	19%	16%
Continuing operations (including HQ)	15%	17%	16%	14%	17%	16%
CASH FLOW FROM OPERATIONS						
Pallets - Americas	159.1	159.2	318.3	111.1	161.2	272.3
Pallets - EMEA	89.1	173.4	262.5	62.3	153.1	215.4
Pallets - Asia-Pacific	20.9	42.6	63.5	(4.7)	30.6	25.9
Total Pallets	269.1	375.2	644.3	168.7	344.9	513.6
RPCs	43.5	7.2	50.7	(20.7)	(20.1)	(40.8)
Containers	6.3	31.0	37.3	6.8	22.4	29.2
Total Pooling Solutions	318.9	413.4	732.3	154.8	347.2	502.0
Recall	62.3	99.4	161.7	16.6	115.0	131.6
Continuing operations (including HQ)	357.5	501.5	859.0	148.8	442.4	591.2
CAPITAL EXPENDITURE ON PROPERTY, PLANT & EQUIPMENT (ACCRUALS BASIS)						
Pallets - Americas	153.9	176.2	330.1	145.8	137.1	282.9
Pallets - EMEA	132.3	101.4	233.7	115.6	117.9	233.5
Pallets - Asia-Pacific	32.9	39.6	72.5	44.1	40.8	84.9
Total Pallets	319.1	317.2	636.3	305.5	295.8	601.3
RPCs	112.9	83.1	196.0	127.8	99.4	227.2
Containers	15.7	16.5	32.2	27.6	20.8	48.4
Total Pooling Solutions	447.7	416.8	864.5	460.9	416.0	876.9
Recall	21.9	40.1	62.0	18.6	24.2	42.8
Continuing operations (including HQ)	470.6	457.1	927.7	479.5	441.6	921.1
DEPRECIATION OF PROPERTY, PLANT & EQUIPMENT						
Pallets - Americas	88.2	91.4	179.6	84.3	86.0	170.3
Pallets - EMEA	63.3	63.7	127.0	67.7	62.7	130.4
Pallets - Asia-Pacific	23.5	24.0	47.5	22.3	20.6	42.9
Total Pallets	175.0	179.1	354.1	174.3	169.3	343.6
RPCs	33.5	31.5	65.0	37.9	30.0	67.9
Containers	15.4	19.3	34.7	15.3	14.5	29.8
Total Pooling Solutions	223.9	229.9	453.8	227.5	213.8	441.3
Recall	19.2	19.1	38.3	19.6	19.5	39.1
Continuing operations (including HQ)	243.5	249.4	492.9	247.3	233.5	480.8

## BACKGROUND INFORMATION - CONTINUED

US\$M	1H13	2H13	FY13	1H12	2H12	FY12
NUMBER OF PALLETS, RPCS & CONTAINERS (MILLIONS) <sup>9</sup>						
Pallets - Americas	106		107	101		102
Pallets - EMEA	115		112	121		115
Pallets - Asia-Pacific	21		21	20		21
Total Pallets	242		240	242		238
RPCs	183		190	170		170
Containers	14		13	14		14
Total Brambles	439		443	426		422
BRAMBLES VALUE ADDED <sup>10</sup>						
Pallets - Americas	67.1	103.6	170.7	40.3	86.1	126.4
Pallets - EMEA	61.2	71.0	132.2	53.7	60.9	114.6
Pallets - Asia-Pacific	6.8	22.0	28.8	12.7	14.9	27.6
Total Pallets	135.1	196.6	331.7	106.7	161.9	268.6
RPCs	(18.1)	(18.0)	(36.1)	(26.3)	(12.0)	(38.3)
Containers	(7.2)	(5.1)	(12.3)	2.1	2.2	4.3
Total Pooling Solutions	109.8	173.5	283.3	82.5	152.1	234.6
Recall	6.2	7.1	13.3	5.3	35.8	41.1
Continuing operations (including HQ)	103.3	166.6	269.9	77.1	171.5	248.6

## FORWARD-LOOKING STATEMENTS

Certain statements made in this release are forward-looking statements. These forward-looking statements are not historical facts but rather are based on Brambles' current expectations, estimates and projections about the industry in which Brambles operates, and beliefs and assumptions. Words such as "anticipates," "expects," "intends," "plans," "believes," "seeks," "estimates," and similar expressions are intended to identify forward-looking statements. These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond the control of Brambles, are difficult to predict and could cause actual results to differ materially from those expressed or forecasted in the forward-looking statements. Brambles cautions shareholders and prospective shareholders not to place undue reliance on these forward-looking statements, which reflect the view of Brambles only as of the date of this release. The forward-looking statements made in this release relate only to events as of the date on which the statements are made. Brambles will not undertake any obligation to release publicly any revisions or updates to these forward-looking statements to reflect events, circumstances or unanticipated events occurring after the date of this release except as required by law or by any appropriate regulatory authority.

9Shown gross, before provisions

<sup>&</sup>lt;sup>10</sup>Brambles Value Added (BVA) is the value generated over and above the cost of capital used to generate that value. It is calculated using fixed 30 June 2012 exchange rates as: Underlying Profit; plus Significant Items that are part of the ordinary activities of the business; less Average Capital Invested, adjusted for accumulated pre-tax Significant Items that are part of the ordinary course of business, multiplied by 12%.

### **GROUP OVERVIEW**

### SALES REVENUE

US\$M			Change	
	FY13	FY12	Actual FX	Constant FX
Pallets - Americas	2,205.8	2,041.3	8%	8%
Pallets - EMEA	1,346.8	1,326.8	2%	5%
Pallets - Asia-Pacific	391.8	375.8	4%	5%
Total Pallets	3,944.4	3,743.9	5%	7%
RPCs	812.8	759.5	7%	10%
Containers	325.7	276.6	18%	20%
Total Pooling Solutions	5,082.9	4,780.0	6%	8%
Recall	807.0	845.0	(4)%	(3)%
Total Brambles	5,889.9	5,625.0	5%	6%

Brambles' sales revenue in the 12 months ended 30 June 2013 was US\$5,889.9 million, up 5% (6% at constant currency<sup>1</sup>) compared with the prior corresponding period. Pooling Solutions (Pallets, Reusable Plastic Crates (RPCs) and Containers) contributed sales revenue of US\$5,082.9 million, up 6% (8% at constant currency). The main contributor was Pallets Americas, in which business wins remained strong, combined with continued expansion of RPCs and Containers and a resilient sales result from Pallets EMEA.

Recall contributed sales revenue of US\$807.0 million, down 4% (3% at constant currency), reflecting reduced levels of transactional project activity.

#### **OPERATING PROFIT**

US\$M			Change	
	FY13	FY12	Actual FX	Constant FX
Pallets - Americas	414.6	346.4	20%	20%
Pallets - EMEA	268.2	269.3	-	4%
Pallets - Asia-Pacific	77.2	75.7	2%	3%
Total Pallets	760.0	691.4	10%	12%
RPCs	138.4	109.3	27%	30%
Containers	28.0	32.8	(15)%	(12%)
Total Pooling Solutions	926.4	833.5	11%	13%
Recall	128.2	160.1	(20)%	(18)%
Brambles HQ	(43.4)	(54.4)	20%	19%
Total continuing operations	1,011.2	939.2	8%	10%

Operating profit was US\$1,011.2 million, up 8% (10% at constant currency). Pooling Solutions contributed operating profit of US\$926.4 million, up 11% (13% at constant currency), reflecting sales growth, operating efficiency improvements and reduced Significant

Items<sup>2</sup>, all of which more than offset the impact of an increase in business development costs of US\$26 million, and increases in direct costs, primarily related to the cost of lumber purchased in Pallets Americas.

In Recall, operating profit was down 20% (18% at constant currency), reflecting a reduction in higher margin sales from project activities in both the Document Management Solutions and Secure Destruction Services business lines and an increase of US\$10 million in costs, primarily associated with business development.

#### **PROFIT AFTER TAX**

US\$M			Change	
	FY13	FY12	Actual FX	Constant FX
Operating profit from continuing operations	1,011.2	939.2	8%	10%
Net finance costs	(110.9)	(152.0)	27%	26%
Tax expense	(260.4)	(212.3)	(23)%	(23)%
Profit from discontinued operations	0.7	1.4	(50)%	(57)%
Profit after tax	640.6	576.3	11%	14%
Weighted average number of shares (M)	1,555.7	1,482.3	5%	5%
EPS (US cents)	41.2	38.9	6%	9%

Profit after tax was US\$640.6 million, up 11% (14% at constant currency), reflecting the higher operating profit, lower net finance costs and a higher tax expense.

Net finance costs were US\$110.9 million, down 27% (26% at constant currency). The decreased costs were mainly attributable to the net impact of lower average borrowings (reflecting the June 2012 equity raising and higher free cash flow in FY13, which more than offset the funding of the Pallecon acquisition) and lower average interest rates on bank debt.

Tax expense was US\$260.4 million. The effective tax rate on operating profit (after net finance costs) was 29%, compared with 27% the prior year. The increase was primarily a result of higher profits in the USA and higher non-deductible costs.

Basic earnings per share was 41.2 US cents, up 6% (9% at constant currency), reflecting the increase in profit after tax, offset by an increase in the weighted average number of shares on issue as a result of the June 2012 equity raising.

#### DIVIDENDS

Brambles' Board has declared a final dividend of 13.5 Australian cents per share, up 0.5 Australian cents compared with the previous final dividend. Brambles will pay the final dividend on 10 October 2013 to shareholders on the register at 5pm on 13 September 2013. The final dividend is 30% franked. The ex-dividend date is 9 September 2013. The final dividend brings Brambles' dividends for the 2013 financial year to 27.0 Australian cents per share, up 1.0 Australian cent per share. The unfranked component of the final dividend is conduit foreign income. Consequently, shareholders not resident in Australia will not pay Australian dividend withholding tax on this dividend.

<sup>&</sup>lt;sup>1</sup>Calculated by translating reported period results into US dollars at the actual monthly exchange rates applicable in the prior corresponding period.

<sup>&</sup>lt;sup>2</sup>Brambles defines Significant Items as items of income or expense that are (either individually or in aggregate) material to Brambles or to the relevant business segment and: either outside the ordinary course of business; or part of the ordinary activities of the business but unusual in size and nature.

## UNDERLYING PROFIT<sup>3</sup>

US\$M			Change	
	FY13	FY12	Actual FX	Constant FX
Pallets - Americas	419.1	363.6	15%	15%
Pallets - EMEA	282.4	274.8	3%	7%
Pallets - Asia-Pacific	78.8	76.6	3%	4%
Total Pallets	780.3	715.0	9%	11%
RPCs	138.7	125.5	11%	13%
Containers	28.4	32.8	(13)%	(10)%
Total Pooling Solutions	947.4	873.3	8%	11%
Recall	144.2	174.2	(17)%	(16)%
Brambles HQ	(34.4)	(37.8)	9%	7%
Total Brambles	1,057.2	1,009.7	5%	7%

Underlying Profit, which excludes Significant Items, was US\$1,057.2 million, up 5% (7% at constant currency). In Pooling Solutions, Underlying Profit was up 8% (11% at constant currency). In Recall, Underlying Profit was US\$144.2 million, down 17% (16% at constant currency). These results reflected the same trends as for operating profit.

**Reconciliation of Underlying Profit to Operating Profit** 

FY13	FY12
1,057.2	1,009.7
(4.6)	(2.8)
(22.0)	(53.2)
(4.1)	(21.2)
(15.3)	-
-	(5.8)
-	12.5
(46.0)	(70.5)
1,011.2	939.2
	1,057.2 (4.6) (22.0) (4.1) (15.3) - - (46.0)

Significant Items were US\$(46.0) million, down from

US\$(70.5) million, primarily driven by a reduction in restructuring and integration costs as well as transaction costs associated with the cancelled Recall divestment process. The other major Significant Item in the period was the impairment of software development costs previously capitalised in Recall. Higher restructuring and integration costs in the prior corresponding period were associated with the integration of IFCO, the move of the CHEP head office in North America and restructuring in Recall.

## **RETURN ON CAPITAL METRICS**

Return on Capital Invested<sup>₄</sup>

Rotari on Supriar intested			
US\$M	FY13	FY12	Change
Pallets - Americas	19.2%	17.3%	1.9pp
Pallets - EMEA	22.8%	21.5%	1.3pp
Pallets - Asia-Pacific	18.8%	19.6%	(0.8)pp
Total Pallets	20.4%	18.9%	1.5pp
RPCs	9.5%	9.1%	0.4pp
Containers	8.3%	14.1%	(5.8)pp
Total Pooling Solutions	16.8%	16.2%	0.6pp
Recall	13.2%	15.8%	(2.6)pp
Total Brambles	15.9%	15.7%	0.2pp

Improvements in Brambles' key return on capital metrics primarily reflected improvements in the Pallets segment, where there was strong profit growth in the Americas region and reduced Average Capital Invested in the EMEA region.

Return on capital invested across the Group was 15.9%, up 0.2 percentage points, while Brambles Value Added<sup>5</sup> (BVA) was US\$269.9 million, up US\$21.3 million. In Pooling Solutions, return on capital invested was 16.8%, up 0.6 percentage points, while BVA increased US\$48.7 million to US\$283.3 million.

Ongoing operating investment in developing the Containers segment led to the decline in return on capital invested and BVA.

In Recall, return on capital invested remained in excess of the cost of capital at 13.2% and BVA remained positive at US\$13.3 million, reflecting lower Underlying Profit.

#### Brambles Value Added

US\$M, fixed June 2012 FX	FY13	FY12	Change
Pallets - Americas	170.7	126.4	44.3
Pallets - EMEA	132.2	114.6	17.6
Pallets - Asia-Pacific	28.8	27.6	1.2
Total Pallets	331.7	268.6	63.1
RPCs	(36.1)	(38.3)	2.2
Containers	(12.3)	4.3	(16.6)
Total Pooling Solutions	283.3	234.6	48.7
Recall	13.3	41.1	(27.8)
Brambles HQ	(26.7)	(27.1)	0.4
Total Brambles	269.9	248.6	21.3

 <sup>4</sup>Return on capital invested is Underlying Profit divided by Average Capital Invested (which Brambles defines as a 12-month average of capital invested, calculated as net assets before tax balances, cash and borrowings but after adjustment for accumulated pre-tax Significant Items, actuarial gains and losses and net equity adjustments for equity-settled share-based payments).
<sup>5</sup>Brambles Value Added (BVA) is the value generated over and above the cost of capital used to generate that value. It is calculated using fixed 30 June 2012 exchange rates as: Underlying Profit; plus Significant Items that are part of the ordinary activities of the business; less Average Capital Invested, adjusted for accumulated pre-tax Significant Items that are part of the ordinary course of business, multiplied by 12%.

<sup>&</sup>lt;sup>3</sup>Brambles defines Underlying Profit as profit from continuing operations before finance costs, tax and Significant Items.

#### CAPITAL EXPENDITURE ON PROPERTY, PLANT & EQUIPMENT (ACCRUALS BASIS)

US\$M	FY13	FY12	Change
Pallets - Americas	330.1	282.9	47.2
Pallets - EMEA	233.7	233.5	0.2
Pallets - Asia-Pacific	72.5	84.9	(12.4)
Total Pallets	636.3	601.3	35.0
RPCs	196.0	227.2	(31.2)
Containers	32.2	48.4	(16.2)
Total Pooling Solutions	864.5	876.9	(12.4)
Recall	62.0	42.8	19.2
Brambles HQ	1.2	1.4	(0.2)
Total Brambles	927.7	921.1	6.6

Capital expenditure on property, plant and equipment (accruals basis) was US\$927.7 million, up US\$6.6 million. In Pooling Solutions, the total was US\$864.5 million, down US\$12.4 million. This primarily reflected continued disciplined investment in pallets, crates and containers to support growth throughout Pooling Solutions as well as the benefits of asset efficiency programs in the Pallets segment. Maintenance capital expenditure in Pallets was broadly in line with FY12.

Growth capital expenditure in RPCs, Containers and emerging markets Pallets was US\$190 million, taking total capital expenditure in these areas for FY12 and FY13 to US\$430 million. This was lower than the US\$550 million foreseen when the program was initially announced in August 2011, primarily reflecting slower growth in RPCs and lower expenditure in Containers as a result of the slower than anticipated rate of customer conversion.

In Recall, capital expenditure was US\$62.0 million, up US\$19.2 million, primarily reflecting increased investment to support growth programs compared with levels in FY12 that were lower than the historical average.

### CASH FLOW

US\$M	FY13	FY12	Change
Underlying Profit	1,057.2	1,009.7	47.5
Depreciation and amortisation	557.0	552.2	4.8
EBITDA	1,614.2	1,561.9	52.3
Capital expenditure	(905.1)	(949.4)	44.3
Proceeds from sale of PP&E	110.5	93.5	17.0
Working capital movement	(24.8)	(107.9)	83.1
Irrecoverable pooling equipment provision	101.5	100.1	1.4
Provisions/other	(37.3)	(107.0)	69.7
Cash Flow from Operations	859.0	591.2	267.8
Significant Items/discontinued operations	(43.6)	(38.2)	(5.4)
Financing costs and tax	(306.8)	(373.5)	66.7
Free cash flow	508.6	179.5	329.1
Dividends paid	(425.5)	(397.7)	(27.8)
Free cash flow after dividends	83.1	(218.2)	301.3

Cash Flow from Operations<sup>6</sup> increased to US\$859.0 million, up US\$267.8 million. In addition to the increased profit and reduced capital expenditure (on a cash basis), the main contributors to the improved cash flow were a reduction in provisions and other items of US\$69.7 million (driven by the non-recurrence of FY12 litigation and software spend, as well as lower bonus payments in FY13) and improved working capital management. Free cash flow after dividends was US\$83.1 million, up US\$301.3 million, reflecting the higher operating cash flow and reduced interest costs.

#### **NET DEBT & KEY RATIOS**

US\$M	Jun 13	Jun 12	Change
Current debt	156.9	86.4	70.5
Non-current debt	2,686.4	2,777.7	(91.3)
Gross debt	2,843.3	2,864.1	(20.8)
Less cash	(128.9)	(174.2)	45.3
Net debt	2,714.4	2,689.9	24.5
Key ratios			
Net debt to EBITDA (x)	1.68	1.72	-
EBITDA interest cover (x)	14.6	10.3	4.3

Brambles' financial policy is to target a net debt to EBITDA ratio of less than 1.75 times. Key financial ratios remained well within the financial covenants included in Brambles' major financing agreements, with net debt to EBITDA at 1.68 times, from 1.72 times, and EBITDA interest cover at 14.6 times, up from 10.3 times.

Net debt was up US\$24.5 million to US\$2,714.4 million at 30 June 2013, reflecting the net funding impact of the Pallecon acquisition, offset by the July 2012 receipt of the retail component of the rights issue and higher free cash flow.

At 30 June 2013, Brambles had committed credit facilities including bonds and notes totalling US\$3,958.1 million. Undrawn committed borrowing capacity totalled US\$1,224.2 million. The average term to maturity of Brambles' committed credit facilities at 30 June 2013 was 3.6 years (2012: 3.7 years).

#### SEGMENT REVIEW

### PALLETS

#### Sales

Sales revenue in the Pallets segment was US\$3,944.4 million, up 5% (7% at constant currency), driven primarily by strong growth in the Americas. Net new business wins<sup>7</sup> in the Pallets segment were US\$131 million, contributing constant currency sales revenue growth of 4%.

Sales revenue from the emerging markets regions (Asia, Central & Eastern Europe, Latin America and Middle East & Africa) of the Pallets segment was US\$523.7 million, up 13 % (19% at constant currency), in line with the company's forecast of at least 15% constant currency growth.

<sup>&</sup>lt;sup>6</sup>Brambles defines Cash Flow from Operations as cash flow generated after net capital expenditure but excluding Significant Items that are outside the ordinary course of business.

<sup>&</sup>lt;sup>7</sup>Net new business wins are the change in sales revenue in the reporting period resulting from business won or lost in that period and the previous financial year. The revenue impact of net new business wins is included across reporting periods for a total of 12 months from the date of the win or loss and calculated on a constant currency basis.

#### Profit

Operating profit in the Pallets segment was US\$760.0 million, up 10% (12% at constant currency). The operating profit margin was 19%, up 1 percentage point. During the year, the Pallets segment delivered an additional US\$11 million from IFCO integration synergies and an additional US\$10 million from the global Pallets efficiencies program. These efficiency improvements, combined with pricing and sales mix benefits, were more than sufficient to offset other cost impacts throughout the Pallets segment.

Underlying Profit was US\$780.3 million, up 9% (11% at constant currency). The Underlying Profit margin was 20%, up 1 percentage point.

#### PALLETS - AMERICAS

US\$M			Cha	nge
	FY13	FY12	Actual FX	Constant FX
Sales revenue	2,205.8	2,041.3	8%	8%
Operating profit	414.6	346.4	20%	20%
Margin	19%	17%	2рр	
Significant Items:				
Restructuring	4.5	17.2		
Underlying Profit	419.1	363.6	15%	15%
Margin	19%	18%	1рр	

#### Sales

Sales revenue in Pallets Americas was US\$2,205.8 million, up 8%, as a result of new business growth – led by strong growth in CHEP USA. Net new business wins throughout Pallets Americas were US\$77 million, contributing 4% constant currency sales revenue growth.

CHEP USA's sales revenue was US\$1,248.5 million, up 7%, reflecting the rollover impact of new business won during FY12, further new business wins in FY13, the benefits of targeted pricing initiatives and modest increases in like-for-like sales volumes.

CHEP Canada's sales revenue was US\$278.2 million, up 8% (9% at constant currency), reflecting a full year's contribution from the Paramount Pallet acquisition in November 2011, net new business wins in the CHEP pooled pallets business and like-for-like sales volume growth.

CHEP Latin America's sales revenue was US\$256.8 million, up 11% (14% at constant currency), reflecting continued like-for-like sales volume growth with key accounts throughout the region as well as net new business wins, in particular in Mexico and Brazil, and modest pricing increases.

IFCO Pallet Management Services' (PMS) sales revenue was US\$400.7 million, up 9%, reflecting improvements in pricing like-for-like sales volume growth.

LeanLogistics' sales revenue was US\$21.6 million, up 14%, primarily reflecting new business growth in the USA and Europe.

#### Profit

Operating profit was US\$414.6 million, up 20%. The operating profit margin was up 2 percentage points at 19%. Margin improvement reflected positive sales mix, incremental IFCO PMS integration synergies, predominantly from plant network optimisation, and gains from the global Pallets efficiencies program.

These factors more than offset increased direct costs (primarily because of higher lumber costs and investment in asset recovery) and increased business development costs.

Underlying Profit, which excludes Significant Items of US\$4.5 million on restructuring, was US\$419.1 million, up 15%. The Underlying Profit margin was 19%, up 1 percentage point.

#### PALLETS - EMEA

US\$M			Cha	inge
	FY13	FY12	Actual FX	Constant FX
Sales revenue	1,346.8	1,326.8	2%	5%
Operating profit	268.2	269.3	-	4%
Margin	20%	20%	-	
Significant Items	:			
Restructuring	g 14.2	(0.3)		
Pension costs	s -	5.8		
Underlying Profit	282.4	274.8	3%	7%
Margin	21%	21%	-	

#### Sales

Sales revenue in Pallets EMEA was US\$1,346.8 million, up 2% (5% at constant currency), as the benefits of net new business wins in FY12 and FY13 in Europe, modest pricing growth and continued expansion in emerging countries and regions more than offset flat like-for-like sales growth in Europe as a result of ongoing subdued economic conditions. Net new business wins were US\$47 million, contributing constant currency sales revenue growth of 4%.

CHEP Western Europe sales revenue was US\$1,131.5 million, down 1% (up 2% in constant currency). This reflected expansion in the under-penetrated Mid Europe region, in particular Germany and Italy, where retailer acceptance of the CHEP pallets solution is increasing, and resilience in the UK & Ireland. This offset a flat result in France and a further decline reflecting economic conditions in Iberia. Within CHEP Western Europe:

- Mid Europe sales revenue was US\$365.8 million, up 2% (5% at constant currency);
- UK & Ireland sales revenue was US\$359.7 million, up 3% (4% at constant currency);
- Iberia sales revenue was US\$242.1 million, down 6% (3% at constant currency; and
- France sales revenue was US\$163.9 million, down 3% (flat at constant currency).

CHEP Central & Eastern Europe sales revenue was US\$78.4 million, up 44% (47% at constant currency), reflecting continued expansion in the region, mostly in Turkey and Poland, and the entry in 2012 into seven new countries within the region.

CHEP Middle East & Africa sales revenue was US\$136.9 million, up 1% (14% at constant currency), reflecting like-for-like sales growth and pricing in South Africa and expansion in the Middle East.

## Profit

Operating profit was broadly unchanged at US\$268.2 million (up 4% at constant currency). The operating profit margin was flat at 20%. Price and sales mix improvements, as well as benefits from the global Pallets efficiencies program, more than offset the impact of continued investment in expanding the business in Central & Eastern Europe and other costs.

Underlying Profit, which excludes US\$14.2 million of Significant Items on restructuring, was US\$282.4 million, up 3% (7% at constant currency). The Underlying Profit margin was maintained at 21%.

## PALLETS - ASIA-PACIFIC

US\$M			Cha	inge
	FY13	FY12	Actual FX	Constant FX
Sales revenue	391.8	375.8	4%	5%
Operating profit	77.2	75.7	2%	3%
Margin	20%	20%	-	
Significant Items:				
Restructuring	1.6	0.9		
Underlying Profit	78.8	76.6	3%	4%
Margin	20%	20%	-	

#### Sales

Sales revenue in Pallets Asia-Pacific was US\$391.8 million, up 4% (5% at constant currency), reflecting continued expansion in Asia and subdued economic conditions in Australia. Net new business wins were US\$8 million, contributing constant currency sales revenue growth of 2%.

Australia & New Zealand sales revenue was US\$340.2 million, up 2%, reflecting modest new business growth and pricing increases in Australia.

Asia sales revenue was US\$51.6 million, up 25%, primarily reflecting new business wins in China and India and improved like-for-like sales volumes with existing customers in Malaysia and Thailand.

#### Profit

Operating profit was US\$77.2 million, up 2% (3% at constant currency). The operating profit margin was flat at 20%. Sales growth more than offset the impact of reduced compensations (reflecting a reduction in the level of irrecoverable pallets), an increase in repairs in Australia and business development costs in Asia.

Underlying Profit, which excludes Significant Items of US\$1.6 million on restructuring, was US\$78.8 million, up 3% (4% at constant currency). The Underlying Profit margin was flat at 20%.

#### RPCs

US\$M			Cha	inge
	FY13	FY12	Actual FX	Constant FX
Sales revenue	812.8	759.5	7%	10%
Operating profit	138.4	109.3	27%	30%
Margin	17%	14%	Зрр	
Significant Items:				
IFCO integration	-	16.2		
Restructuring	0.3	-		
Underlying Profit	138.7	125.5	11%	13%
Margin	17%	17%	-	

#### Sales

Sales revenue in RPCs was US\$812.8 million, up 7% (10% at constant currency), reflecting growth in all regions from continued displacement of disposable cardboard boxes, expansion into additional produce items with existing retailers, the addition of new retailers to the network and the launch of new products.

The sales growth was below the target of 15% set in August 2012 as a result of slower than anticipated conversions of new customers in North America - although growth remained strong in this region.

- Europe sales revenue was US\$510.9 million, up 4% (8% at constant currency), primarily driven by expansion with existing retailers throughout Western Europe;
- North America sales revenue was US\$162.7 million, up 18%, reflecting expansion in the USA and Canada, mostly with existing retailers;
- South America sales revenue was US\$21.9 million, down 9% (up 3% at constant currency), reflecting growth in Argentina; and
- Australia, New Zealand and South Africa sales revenue was US\$117.3 million, up 9% (12% at constant currency), mostly reflecting new business growth from expansion with new and existing retailers in Australia.

#### Profit

Operating profit was US\$138.4 million, up 27% (30% at constant currency). The operating profit margin was 17%, up 3 percentage points, reflecting integration costs in the prior year.

Underlying Profit, which excludes Significant Items of US\$0.3 million on restructuring, was U\$138.7 million, up 11% (13% at constant currency). The Underlying Profit margin was 17%, the same as the prior year.

#### CONTAINERS

US\$M			Cha	inge
	FY13	FY12	Actual FX	Constant FX
Sales revenue	325.7	276.6	18%	20%
Operating profit	28.0	32.8	(15)%	(12)%
Margin	9%	12%	(3)pp	
Significant Items:				
Restructuring & integration	0.4	-		
Underlying Profit	28.4	32.8	(13)%	(10)%
Margin	<b>9</b> %	12%	(3)pp	

#### Sales

Sales revenue in the Containers segment was US\$325.7 million, up 18% (20% at constant currency), primarily reflecting the US\$34.1 million contribution of the Pallecon operations acquired in December 2012 in addition to new business wins in pre-existing businesses. Growth was partially offset by downward pressure in the automotive sector, reflecting industry softness in Australia and, to a lesser extent, Europe.

Sales revenue in the new Containers operations in the Automotive and intermediate bulk containers (IBC) sectors in the USA and the global Aerospace Solutions business was US\$81.5 million, up 42% (41% at constant currency), behind management forecasts that sales revenue from these businesses would double. This primarily reflected the slower than anticipated rate of conversion of new customers in the automotive industry in the USA.

By business line, Containers' sales revenue was as follows:

- Automotive sales revenue was US\$150.2 million, down 3% (flat at constant currency), as growth in Asia and North America and a relatively resilient result in EMEA were offset by the impact of severely deteriorating industry conditions in Australia;
- CHEP Pallecon Solutions, comprising the pre-existing CHEP IBC business, the newly acquired Pallecon business and CAPS, had sales revenue of US\$78.3 million, up 82% (85% at constant

currency), reflecting the acquisition of Pallecon and continued growth in CAPS;

- CHEP Aerospace Solutions sales revenue was US\$59.3 million, up 45% (44% at constant currency), reflecting new business growth as well as a full-year contribution from the Driessen Services business acquired in November 2011; and
- CHEP Catalyst & Chemical Containers (CCC) sales revenue was flat (up 1% at constant currency) at US\$37.9 million, reflecting continued muted customer activity levels.

#### Profit

Operating profit was US\$28.0 million, down 15% (12% at constant currency). The operating margin was down 3 percentage points at 9%, reflecting business development costs to support growth. Underlying Profit was US\$28.4 million, which excludes Significant Items of US\$0.4 million on integration and restructuring, down 13% (10% at constant currency). The Underlying Profit margin was 9%, down 3 percentage points.

#### RECALL

US\$M		Change		
	FY13	FY12	Actual FX	Constant FX
Sales revenue	807.0	845.0	(4)%	(3)%
Operating profit	128.2	160.1	(20)%	(18)%
Margin	16%	19%	(3)pp	
Significant Items:				
Restructuring	0.7	14.1		
Impairment of software development costs	15.3	-		
Underlying Profit	144.2	174.2	(17)%	(16)%
Margin	18%	21%	(3)pp	

#### Sales

Recall's sales revenue was US\$807.0 million, down 4% (3% at constant currency). Growth in both carton volumes and retention revenue in the document storage part of the business was insufficient to offset lower transactional customer activity: i.e. lower rates of document retrieval and other projects carried out on behalf of customers in Document Management Solutions, as well as lower levels of activity in Secure Destruction Services. There was also a negative impact in the first half from lower selling prices for destroyed paper.

#### Profit

Operating profit was US\$128.2 million, down 20% (18% at constant currency), reflecting the reduction in higher-margin transactional activity, the normalisation of business development costs following lower expenditure in FY12 and a US\$15.3 million impairment of software development costs. The operating profit margin was 16%, a reduction of 3 percentage points.

Underlying Profit, which excludes US\$16.0 million of Significant Items on restructuring and the impairment of software development costs, was US\$144.2 million, down 17% (16% at constant currency). The Underlying Profit margin was 18%, down 3 percentage points.

## FORWARD-LOOKING STATEMENTS

Certain statements made in this release are forward-looking statements. These forward-looking statements are not historical facts but rather are based on Brambles' current expectations, estimates and projections about the industry in which Brambles operates, and beliefs and assumptions. Words such as "anticipates," "expects," "intends," "plans," "believes," "seeks," "estimates," and similar expressions are intended to identify forward-looking statements. These statements are not guarantees of future performance and are subject to known and unknown risks. uncertainties and other factors, some of which are beyond the control of Brambles, are difficult to predict and could cause actual results to differ materially from those expressed or forecasted in the forward-looking statements. Brambles cautions shareholders and prospective shareholders not to place undue reliance on these forward-looking statements, which reflect the view of Brambles only as of the date of this release. The forward-looking statements made in this release relate only to events as of the date on which the statements are made. Brambles will not undertake any obligation to release publicly any revisions or updates to these forward-looking statements to reflect events, circumstances or unanticipated events occurring after the date of this release except as required by law or by any appropriate regulatory authority.