



TOURISM HOLDINGS LIMITED

# SHAREHOLDERS REPORT

## KEY POINTS

- > Unaudited Net Profit After Tax (NPAT) of \$4.7m, compared with \$4.2m in the six months ended 31 December 2005, an increase of 14%.
- > Continued good performance from Rentals, particularly in Australia.
- > Trading NPAT outlook for full year \$15m - \$18m. No change from previous forecast.
- > Strong progress in strategic change programme with \$0.1m cost of change included in result. Full year one-off costs expected to be in the order of \$1.5m after tax.
- > Interim dividend maintained at 5c per share.

## TRADING

Tourism Holdings Limited has reported an unaudited Net Profit After Tax (NPAT) of \$4.7m for the six months ended 31 December 2006, a 14% increase on the \$4.2m earned in the six months ended 31 December 2005.

The result reflects continued growth in the Rentals business, especially in Australia. The Tourism Leisure business performed well despite a slight reduction in revenue from Coaching. Performance is discussed in more detail in the divisional commentary below.

The increased profit was achieved on revenue of \$90m, up 12% on that for the previous December half-year. Costs increased across much of the business, reflecting increased fuel prices, wage rates and staffing requirements in new or enhanced attractions products.

Trading was relatively slow as expected in the first quarter, reflecting the comparison with the September 2005 quarter which included revenue from the British Lions rugby tour. The second quarter was noticeably stronger, due to increased visitation to New Zealand and new product innovations.

Visitor numbers increased in both New Zealand and Australia, with a continued slowdown from Japan offset by increases from the United Kingdom, Europe and the United States.

All results are based on New Zealand International Financial Reporting Standards (NZIFRS), which were adopted by the company from 1 July 2005. Results for the 2006 and 2005 periods are thus directly comparable.

## OUTLOOK

The Directors believe continued improvement is likely in the current half-year to June 2007, with strength in visitor numbers to both New Zealand and Australia. Performance remains strong into the third quarter of the year. Indications for the fourth quarter are for a quiet trading period heading into winter, although the continuing trend to shorter booking times makes forecasting less reliable.

Increases in operating costs will continue to affect results, along with competitive pressures on pricing in some sectors.

THL's forecasts reflect the Company's view that the high New Zealand currency and resulting lower discretionary spend for international tourists will continue over the remainder of the 2006/07 high summer season, as will the impact from ongoing labour shortages.

Based on these factors THL expects a trading NPAT result for the full year to be in the range of \$15m to \$18m, which is consistent with previous forecasts.

In the CEO, Trevor Hall's annual meeting address in November, costs of change of \$6m to \$7m pre-tax over 24 to 36 months were forecast. THL expects to incur around \$2.3m pre-tax, or \$1.5m after tax, of one-off costs in the current financial year. This figure is to be deducted from the trading NPAT of \$15m to \$18m.

## STRATEGIC CHANGE PROGRAMME

Steady progress was made on the change programme outlined at the Annual Shareholders' Meeting in November 2006. This included the appointment of senior managers to the four restructured operating divisions, and the resolution of several middle management positions.

The programme was undertaken to improve the company's ability to identify and exploit opportunities within distinct market segments. The four new operating divisions are Rentals, CI Munro, KX Group and the Tourism Leisure Group. For financial reporting purposes, CI Munro is grouped with Rentals and KX Group with the Tourism Leisure Group.

Progress was also made on the creation of a centralised information technology and project team whose role is to create back office efficiencies and future-focused technology solutions. These will reduce time to market, help take advantage of emerging distribution and marketing trends, and provide quicker integration of acquisitions.

The company has also made preparations to relocate the manufacturing operations of CI Munro from Otorohanga to Hamilton. The relocation commenced in January 2007. CI Munro will in addition receive further investment to modernise manufacturing systems and processes, increase scale and diversify product range.

Approximately \$0.1m after tax of one-off expenditures were incurred to progress the restructuring during the half-year. As noted above, it is expected that in the order of \$1.5m after tax will be spent in total up to 30 June 2007 covering the CI Munro move, KX Group set-up costs and rebranding work.

## DIVIDEND

Based on current profitability, trading outlook and cash flow, the Directors have resolved to pay a 5 cents per share interim dividend, fully imputed, with a record date of 20 April 2007 and payment date of 27 April 2007. This is at the same level as the dividend paid in respect of the December 2005 period.

## FINANCIAL POSITION

The company is in a strong financial position. The gearing ratio (debt to debt plus equity) is 44%, compared with 46% at 31 December 2005. Interest-bearing debt net of cash on hand was \$90m at 31 December 2006, compared with \$94m at December 2005.

Operating Cash Flow for the six months was up by 7% at \$16m.

## CAPITAL EXPENDITURE

Capital expenditure during the half-year totalled \$28m, related mainly to the introduction of new coaches and campervan fleet. With fleet disposals totalling \$12m, net capital expenditure was \$16m. Year end net capital expenditure is forecast to be in the range of \$26m to \$30m, consistent with previous expectations.

## INTERNATIONAL VISITOR ARRIVALS GROWTH

Six months to December 2006

	New Zealand	Australia
Australia	5.0%	N/A
Germany	4.4%	-1.3%
Japan	-11.9%	-6.5%
New Zealand	N/A	-2.5%
United Kingdom	0.4%	6.8%
USA	3.1%	1.6%
Total all markets	3.7%	1.7%

## DIVISIONAL COMMENTARY

### Tourism Holdings Limited Operational Review (unaudited)

	6 months ended 31 December 2006				6 months ended 31 December 2005			
	Turnover (\$million)	EBIT (\$million)	Funds Employed (\$million)	Operating Cash flow (\$million)	Turnover (\$million)	EBIT (\$million)	Funds Employed (\$million)	Operating Cash flow (\$million)
Rentals (including CI Munro)	58.3	12.4	192.3	19.8	50.9	11.7	190.8	19.0
Tourism Leisure Group	35.9	0.5	112.2	2.2	33.9	0.0	109.6	1.1
Discontinued	0.0	0.0	0.0	0.0	0.0	0.0	0.9	0.0
Corporate	0.0	(2.8)	(0.1)	(6.0)	0.0	(2.3)	(0.4)	(5.2)
Intercompany sales	(3.7)				(4.2)			
	90.5	10.1	304.4	16.0	80.6	9.4	300.9	14.9

### Rentals

The Rentals division Earnings Before Interest and Tax (EBIT) increased by 6% to \$12.4m compared with \$11.7m in the previous December half. Turnover was up 15% to \$58m.

Rentals New Zealand EBIT was the same as for 2005. Revenue from the New Zealand operations decreased by 2% due to the very quiet first quarter trading. Costs were also well managed.

The normal fleet disposal programme and reduced fleet build improved utilisation.

Rentals Australia EBIT rose significantly on revenue up by 20%. Revenue growth was led by the on-line market, up 49%, and the agency business grew by 11%.

The Australian business increased fleet utilisation with an increase in hire days. Insurance and add-on sales also increased.

CI Munro's revenue and earnings were significantly reduced by a decrease in build activity to achieve the increased utilisation. The business has initiated a range of design initiatives contributing to new motor homes and caravans to be launched in 2007.

The relocation of CI Munro to new premises in Hamilton was announced to staff in January 2007 and the first

phase, leading to caravan production on the new site, commenced at the end of January. This is the first stage of an investment programme to lift production and sales across the range.

A number of business improvement and development initiatives were undertaken across the Rentals business during this period:

- › The finalisation of a new six-berth campervan to be introduced in 2007.
- › Development of the Britz Voyager - a low-cost four-berth campervan released in Australia in January 2007 and to be released in New Zealand in October.
- › A number of product extensions in the Britz business, including the Britz "Rookie" and "Voyager", to be introduced to the trade in New Zealand and Australia in 2007.
- › The launch of new websites for the Maui and Britz brands, to further elevate customer experiences and differentiate Maui and Britz from other campervan providers in the online space.
- › The completion of a refurbishment programme involving 14 branches across Australia and New Zealand.
- › Restructuring of the Australian car rentals business, driving significantly increased revenue.

- > A comprehensive review of the New Zealand Rentals operations, resulting in improved service delivery and operational efficiencies.
- > Design changes to improve motor home and caravan components including chassis, furniture, walls, floors, windows, plumbing and electrical systems.

#### **Tourism Leisure Group**

The Tourism Leisure Group increased EBIT to \$0.5m, compared to breakeven last year, on revenue up 6% to \$36m.

The improvement reflected new product introductions, increased visitor numbers and minor yield increases across various business units. It was achieved despite cost increases associated with new product development and launches, including additional staffing, and an increase in variable operating costs such as fuel.

The flooding incident at Kelly Tarlton's in June 2006 meant that a significant part of the attraction has had to be completely refurbished. This was done during the first quarter of the financial year. The re-launch of the business post-flood was successful in driving visitor numbers, with daily increases during the promotion of up to 90% over the previous year.

Ruakuri Cave continued to build visitor numbers following its launch in July 2005. Peak season numbers for the latest half-year were more than double those for the previous corresponding period.

Waitomo Glowworm Caves performed well from the temporary facilities established following fire and vandalism incidents in December 2005. Black Water Rafting visitor numbers were at record levels during the December quarter, driven by positive web marketing and increased visitation to the district.

Work on the rebuild at Waitomo has been ongoing, with the development of a market-leading concept for the attraction, and preparation for the resource management approval process underway. The group is working closely with the owners of the caves towards an agreement to enable the building to proceed, and with insurers to settle the claim related to the 2005 incidents.

Red Boats' performance improved with a positive FIT (free independent traveller) response to the unique Encounter Cruise product.

The Milford Deep Underwater Observatory, purchased in June 2006, increased its revenue by more than 20%.

Fullers also responded well to new product initiatives which maximised utilisation of the existing vessels.

In the Coaching operations, the new Seat in Coach product introduced by Great Sightings increased local sales opportunities to balance the ongoing shortfall from the Japanese market. Johnston's had a weak first half with the continuing impact of high fuel costs and the shift of tour departures into the second half of the financial year.

Kiwi Experience continued to gain market share and secured a number of key supply contracts providing long-term competitive advantage.

The Tourism Leisure Group earns most of its profit in the second six months and has had an encouraging start to the important January to April period.

#### **Business improvement and development initiatives included:**

- > The launch of the new \$2.5m car ferry Arawhiti by Fullers Bay of Islands, on the last day of December 2006.
- > The addition of a further coach to the Fullers Bay of Islands fleet, along with new marine product which has been well received by agents and domestic visitors.
- > The purchase of eight new small luxury coaches under the Interact brand, and three new 13.5-metre five-star coaches, by Johnston's Coachlines.
- > The launch of a new Discover Waitomo website.
- > Product enhancements at Kelly Tarlton's, as part of the refurbishment following the flooding in mid-2006
  - Aqua Cinema
  - New Retail store
  - New education facility
  - New foyer display.
- > New product launched to increase the focus on visits to Urupukapuka Island, in the Bay of Islands, to which Fullers has exclusive commercial landing rights.
- > The revamp of the Cream Trip around the Bay of Islands, and the introduction of the Sunset Cruise, enabling customers to enjoy a leisurely cruise on the Bay before dinner throughout the summer season.
- > The launch of the new Encounter cruise by Milford Sound Red Boats.
- > The introduction of four new owner-operated vehicles into the Airbus fleet.
- > Renewal of the Airbus service agreement with Auckland Airport, with the addition of further airside activity to the relationship.

#### **CONCLUSION**

In conclusion the Company is fully focused on improving its financial performance. The six months result is an encouraging start to a planned change process. There are a number of comprehensive studies underway to reshape THL during 2007. With this in mind your Directors are forecasting a trading NPAT range of \$15m to \$18m for the full year prior to anticipated one-off non-trading costs of \$1.5m after tax.

Lastly, and most importantly, I would like to thank all THL staff for their dedication to providing our customers with a memorable experience in New Zealand, Australia and Fiji.



Keith Smith  
Chairman  
13 February 2007

## CONSOLIDATED INCOME STATEMENT

For the 6 months ended 31 December 2006 (unaudited)

	Current 6 months to 31.12.06 \$000s	Previous 6 months to 31.12.05 \$000s	Previous 12 months to 30.6.06 \$000s
Revenue	90,481	80,646	176,150
Cost of sales	(4,595)	(2,256)	(5,868)
<b>Gross profit</b>	<b>85,886</b>	<b>78,390</b>	<b>170,282</b>
Other operating income	2,395	2,209	4,487
Administrative expenses	(16,288)	(13,855)	(34,213)
Other operating expenses	(61,885)	(57,380)	(118,660)
<b>Operating profit before financing costs</b>	<b>10,108</b>	<b>9,364</b>	<b>21,896</b>
Financial income	90	75	123
Financial expenses	(3,527)	(3,387)	(5,868)
<b>Net financing costs</b>	<b>(3,437)</b>	<b>(3,312)</b>	<b>(5,745)</b>
<b>Profit before tax</b>	<b>6,671</b>	<b>6,052</b>	<b>16,151</b>
Income tax expense	(1,946)	(1,901)	(4,809)
<b>Profit for the period from continuing operations</b>	<b>4,725</b>	<b>4,151</b>	<b>11,342</b>
<b>Discontinued operations</b>			
Loss for the period from discontinued operations (net of tax)			(341)
<b>Profit for the period</b>	<b>4,725</b>	<b>4,151</b>	<b>11,001</b>
<b>Earnings per share from continuing operations</b>			
Basic earnings per share (in cents)	4.8	4.2	11.6
Diluted earnings per share (in cents)	4.7	4.2	11.6

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

For the 6 months ended 31 December 2006 (unaudited)

	Current 6 months to 31.12.06 \$000s	Previous 6 months to 31.12.05 \$000s	Previous 12 months to 30.6.06 \$000s
<b>Balance as at 1 July</b>	<b>177,472</b>	<b>172,250</b>	<b>172,250</b>
Foreign currency translation movement	(4,562)	(1,419)	4,482
Cash flow hedges net of tax movement	312		677
<b>Net income recognised directly in equity</b>	<b>(4,250)</b>	<b>(1,419)</b>	<b>5,159</b>
<b>Profit for the period</b>	<b>4,725</b>	<b>4,151</b>	<b>11,001</b>
Dividend paid to shareholders	(6,126)	(5,883)	(10,938)
<b>Total recognised income and expense for the period</b>	<b>(5,651)</b>	<b>(3,151)</b>	<b>5,222</b>
<b>Balance as at 31 December</b>	<b>171,821</b>	<b>169,099</b>	<b>177,472</b>

# CONSOLIDATED BALANCE SHEET

As at 31 December 2006 (unaudited)

	Current 6 months to 31.12.06 \$000s	Previous 6 months to 31.12.05 \$000s	Previous 12 months to 30.6.06 \$000s
<b>Assets</b>			
Property, plant and equipment	195,562	196,570	196,044
Intangible assets	59,013	59,709	61,787
Biological assets	2,256	2,507	2,256
Deferred income tax assets		1,106	11
Other investments	49	49	49
<b>Total non-current assets</b>	<b>256,880</b>	<b>259,941</b>	<b>260,147</b>
Assets held for resale	3,205	3,317	3,995
Inventories	7,363	8,227	10,527
Trade and other receivables	30,006	26,738	18,667
Cash and cash equivalents	6,960	2,771	1,129
<b>Total current assets</b>	<b>47,534</b>	<b>41,053</b>	<b>34,318</b>
<b>Total assets</b>	<b>304,414</b>	<b>300,994</b>	<b>294,465</b>
<b>Equity</b>			
Issued capital	143,798	143,798	143,798
Other reserves	1,639	54	6,676
Retained earnings	26,384	25,247	26,998
<b>Total equity</b>	<b>171,821</b>	<b>169,099</b>	<b>177,472</b>
<b>Liabilities</b>			
Interest bearing loans and borrowings	84,081	79,980	73,144
Deferred income tax liabilities	7,030	6,984	8,092
Employee benefits	154	213	281
<b>Total non-current liabilities</b>	<b>91,265</b>	<b>87,177</b>	<b>81,517</b>
Bank overdraft			289
Interest bearing loans and borrowings	13,345	16,513	13,517
Trade and other payables	14,939	17,531	15,673
Revenue in advance	10,552	8,604	3,260
Employee benefits	2,492	2,070	2,737
<b>Total current liabilities</b>	<b>41,328</b>	<b>44,718</b>	<b>35,476</b>
<b>Total liabilities</b>	<b>132,593</b>	<b>131,895</b>	<b>116,993</b>
<b>Total equity and liabilities</b>	<b>304,414</b>	<b>300,994</b>	<b>294,465</b>

# CONSOLIDATED STATEMENT OF CASH FLOWS

For the 6 months ended 31 December 2006 (unaudited)

	Current 6 months to 31.12.06 \$000s	Previous 6 months to 31.12.05 \$000s	Previous 12 months to 30.6.06 \$000s
<b>Cash flows from operating activities</b>			
<i>Cash was provided from:</i>			
Receipts from customers	89,033	78,884	179,338
Interest received	79	72	156
Dividends received	11	2	2
	89,123	78,958	179,496
<i>Cash was applied to pay:</i>			
Suppliers and employees	66,364	57,613	125,974
Interest	3,527	3,387	6,365
Taxation	3,242	3,023	5,660
	73,133	64,023	137,999
Net cash inflows from operating activities	15,990	14,935	41,497
<b>Cash flows from investing activities</b>			
<i>Cash was provided from:</i>			
Sale of property, plant & equipment	11,874	10,535	23,999
	11,874	10,535	23,999
<i>Cash was applied to:</i>			
Purchase and transfer of property, plant & equipment	28,154	29,974	52,911
Purchase of intangible assets	-	552	3,672
	28,154	30,526	56,583
Net cash outflows from investing activities	(16,280)	(19,991)	(32,584)
<b>Cash flows from financing activities</b>			
<i>Cash was provided from:</i>			
Drawdown of term debt	14,016	10,717	567
	14,016	10,717	567
<i>Cash was applied to:</i>			
Dividend paid to Parent shareholders	6,126	5,883	10,938
	6,126	5,883	10,938
Net cash inflows from financing activities	7,890	4,834	(10,371)
<b>Net increase/(decrease) in cash balances</b>	7,600	(222)	(1,458)
<b>Opening cash brought forward</b>	840	2,966	2,966
Foreign currency translation adjustment	(1,480)	27	(668)
<b>Closing cash carried forward</b>	6,960	2,771	840

## RECONCILIATION OF SURPLUS AFTER TAXATION WITH CASH FLOWS FROM OPERATING ACTIVITIES

For the 6 months ended 31 December 2006 (unaudited)

	Current 6 months to 31.12.06 \$000s	Previous 6 months to 31.12.05 \$000s	Previous 12 months to 30.6.06 \$000s
<b>Operating surplus after tax</b>	4,725	4,151	11,001
<b>Plus/(less) non-cash items:</b>			
Depreciation	14,869	13,975	28,906
Amortisation of fixed term intangibles	910	1,079	2,226
Impairment of property, plant & equipment			5,506
Movement in deferred taxation	(1,024)	(451)	400
Increase in provision for doubtful debts	1	1	(199)
Unrealised foreign currency losses/(gains)			246
(Increase)/impairment in fair value of Biological assets			(363)
Executive share rights scheme	56		
	14,812	14,604	36,722
<b>Plus/(less) items classified as investing activities:</b>			
Net (gain) on sale of fixed assets	(2,273)	(2,085)	(4,221)
	(2,273)	(2,085)	(4,221)
<b>Trading cash flow</b>	17,264	16,670	43,502
<b>Plus/(less) movements in working capital:</b>			
Increase/(decrease) in accounts payable	719	(721)	(4,924)
Increase/(decrease) in revenue received in advance	4,413	3,205	129
Increase/(decrease) in provision for taxation	2,583	(671)	477
Decrease/(increase) in accounts receivable	(11,997)	(5,138)	2,997
Decrease/(increase) in inventories	3,008	1,590	(684)
	(1,274)	(1,735)	(2,005)
<b>Net cash flows from operating activities</b>	15,990	14,935	41,497



# NOTES TO THE FINANCIAL STATEMENTS

For the 6 months ended 31 December 2006 (unaudited)

## 1 Statement of accounting policies

The interim consolidated financial statements have been prepared in accordance with New Zealand's equivalents to International Financial Reporting Standards (NZ IFRS) for interim financial statements. The consolidated interim financial statements do not include all the information required for full annual financial statements.

The accounting policies are consistent with those used in the June 2006 financial report.

## 2 Revenue

Revenue comprises the fair value of the consideration received or receivable for the sale of goods and services in the ordinary course of the Group's activities. Revenue is shown, net of goods and services tax, rebates and discounts and after eliminated sales within the Group. Revenue is recognised as follows:

### (a) Sales of services

Sales of services are recognised in the accounting period in which the services are rendered, by reference to completion of the specific transaction assessed on the basis of the actual service provided as a proportion of the total services to be provided.

### (b) Sale of goods

Sales of goods are recognised when a Group entity sells a product to the customer. Retail sales are usually in cash or by credit card. Sales of motorhomes are recognised when the transfer of risks and rewards takes place and are invoiced at that time.

## 3 Segmental reporting

A business segment is a group of assets and operations engaged in providing products or services that are subject to risks and returns that are different from those of other business segments.

A geographical segment is engaged in providing products or services within a particular economic environment that are subject to risks and returns that are different from those of segments operating in other economic environments.

## 4 Assets held for sale

Assets held for sale are reclassified from non-current assets when their carrying amount will be recovered principally through a sale transaction rather than continuing use. These assets are often still in use, but are available for sale, and a sale within one year must be highly probable.

## 5 Property, plant and equipment

During the six months ended 31 December 2006, the Group acquired assets with a cost of \$27,828k (six months ended 31 December 2005 \$28,668k). Assets with a net book value of \$17,040k were disposed of during the six months ended 31 December 2006 (six months ended 31 December 2005 \$8,450k), resulting in a net gain on disposal of \$2,273k (six months ended 31 December 2005 \$2,085k).

## 6 Dividends

During the six months ended 31 December 2006, the Group paid dividends of \$6,125,992 (six months ended 31 December 2005 \$5,883,000).

A 5 cent dividend fully imputed has been announced payable on 27th April 2007 to shareholders on the register on the 20th April 2007.

Non-residents will receive an additional amount under the Foreign Investor Tax Credit regime (FITC) in lieu of imputation credits for which the Group will receive a FITC entitlement.

## 7 Post balance date events

No significant events have occurred post balance date requiring disclosure in the financial statements.

## 8 Seasonality of business

The tourism industry is subject to seasonal fluctuations with peak demand for tourism attractions and transportation over the summer months.

# NOTES TO THE FINANCIAL STATEMENTS

For the 6 months ended 31 December 2006 (unaudited)

## 9 Segmental information

Segment information is presented in the consolidated interim financial statements in respect of the Group's business segments, which are the primary basis of segment reporting. Segment results include items directly attributable to a segment as well as those that can be allocated on a reasonable basis.

### Business Segments

	Rentals		Tourism Leisure Group		Group	
	Dec 2006 \$000s	Dec 2005 \$000s	Dec 2006 \$000s	Dec 2005 \$000s	Dec 2006 \$000s	Dec 2005 \$000s
Operating revenue	58,290	50,932	35,865	33,931	94,155	84,863
Intersegmental turnover	(3,148)	(3,461)	(526)	(756)	(3,674)	(4,217)
Net operating revenue	55,142	47,471	35,339	33,175	90,481	80,646
Operating profit/segment profit before tax	10,668	10,331	(560)	(967)	10,108	9,364
Finance expenses (net)					(3,437)	(3,312)
<b>Profit before income tax</b>					6,671	6,052
Income tax					(1,946)	(1,901)
<b>Profit for the period from continuing operations</b>					4,725	4,151

Other segment items included in the income statement are as follows:

	Rentals		Tourism Leisure Group		Group	
	Dec 2006 \$000s	Dec 2005 \$000s	Dec 2006 \$000s	Dec 2005 \$000s	Dec 2006 \$000s	Dec 2005 \$000s
Depreciation	11,834	10,713	3,035	3,262	14,869	13,975
Amortisation	294	388	616	691	910	1,079

	Rentals		Tourism Leisure Group		Discontinued		Group	
	Dec 2006 \$000s	Dec 2005 \$000s	Dec 2006 \$000s	Dec 2005 \$000s	Dec 2006 \$000s	Dec 2005 \$000s	Dec 2006 \$000s	Dec 2005 \$000s
Assets	192,300	190,804	112,165	109,274	(51)	916	304,414	300,994
Liabilities	52,416	38,603	79,688	92,976	489	316	132,593	131,895
Capital expenditure	21,985	27,748	6,169	2,778			28,154	30,526

### Notes

The Group is engaged predominantly in the tourism segment in the operations of rentals and attractions. Intersegment sales are on an arm's length basis.

### Geographic Segments

	New Zealand		Australia		Other countries		Discontinued		Group	
	Dec 2006 \$000s	Dec 2005 \$000s	Dec 2006 \$000s	Dec 2005 \$000s	Dec 2006 \$000s	Dec 2005 \$000s	Dec 2006 \$000s	Dec 2005 \$000s	Dec 2006 \$000s	Dec 2005 \$000s
Total gross segment revenue	60,230	56,583	32,057	26,770	1,868	1,510			94,155	84,863
Intersegmental turnover	(2,495)	(3,110)	(1,179)	(1,107)					(3,674)	(4,217)
Revenue from continuing operations	57,735	53,473	30,878	25,663	1,868	1,510			90,481	80,646
Total assets as at 31 December	206,825	209,319	94,790	88,660	2,850	2,099	(51)	916	304,414	300,994
Capital expenditure	17,605	19,991	10,510	10,378	39	157			28,154	30,526

### Notes

Other countries include: UK, USA and Fiji.  
Assets are allocated based on where assets are located.

# DIRECTORY

## Directors:

Keith Smith	Chairman, Non Executive Director
Rick Christie	Non Executive Director
Harry Price	Non Executive Director
Graeme Bowker	Non Executive Director
David Cushing	Non Executive Director

## Senior Executives:

Trevor Hall	Chief Executive Officer
Ian Lewington	Chief Financial Officer
Quinton Hall	Chief Information Officer
Len Hatton	General Manager Human Resources
Paul Hebbard	General Manager CI Munro
Chris Rusden	Chief Operating Officer THL Rentals
Sue Sullivan	General Manager KX Group
Grant Webster	Chief Operating Officer Tourism Leisure Group

**Solicitors:** Russell McVeagh, Auckland

**Auditors:** PricewaterhouseCoopers, Auckland

**Bankers:** Westpac  
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**Corporate Website:** [www.thlonline.com](http://www.thlonline.com)

**Rentals:** [www.maui-rentals.com](http://www.maui-rentals.com)  
[www.britz.com](http://www.britz.com)  
[www.backpackercampervans.com](http://www.backpackercampervans.com)  
[www.mauirect.co.nz](http://www.mauirect.co.nz)  
[www.skiwi.co.nz](http://www.skiwi.co.nz)

**CI Munro:** [www.cimunro.co.nz](http://www.cimunro.co.nz)

## Tourism Leisure Group:

[www.johnstons.co.nz](http://www.johnstons.co.nz)  
[www.greatsights.co.nz](http://www.greatsights.co.nz)  
[www.fboi.co.nz](http://www.fboi.co.nz)  
[www.awesomenz.co.nz](http://www.awesomenz.co.nz)  
[www.kellytarltons.co.nz](http://www.kellytarltons.co.nz)  
[www.waitomo.com](http://www.waitomo.com)  
[www.blackwaterrafting.co.nz](http://www.blackwaterrafting.co.nz)  
[www.ruakuri.co.nz](http://www.ruakuri.co.nz)  
[www.redboats.co.nz](http://www.redboats.co.nz)  
[www.discovernewzealand.com](http://www.discovernewzealand.com)  
[www.horizon.co.nz](http://www.horizon.co.nz)  
[www.skiexpress.co.nz](http://www.skiexpress.co.nz)  
[www.skishuttle.co.nz](http://www.skishuttle.co.nz)

**KX Group:** [www.airbus.co.nz](http://www.airbus.co.nz)  
[www.kiwiexperience.com](http://www.kiwiexperience.com)  
[www.feejeeexperience.com](http://www.feejeeexperience.com)

## RENTALS



Campervan, 4WD & Car Rentals



## CI MUNRO



## KX GROUP



## TOURISM LEISURE GROUP



## RENTALS DIVISION

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Fax: +61 3 9687 4522

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Fax: +64 7 873 7018

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Auckland, New Zealand  
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