



FOSTER'S GROUP LIMITED

2010 FULL YEAR RESULTS BRIEFING

24 AUGUST 2010

**CHIEF EXECUTIVE OFFICER and
CHIEF FINANCIAL OFFICER
ADDRESSES**

Slide 1 – 2010 Full Year Results Presentation

Good morning everyone. Welcome to Foster's 2010 full year results presentation. My name is Chris Knorr and I am the Director of Investor Relations and Corporate Communications at Foster's.

Copies of this morning's presentations are available at the Foster's website.

This morning's session is being webcast and a number of participants are joining us via teleconference. A transcript and replay of today's presentation will be available shortly from the Foster's website.

Slide 2 – Outlook Statement Disclaimer

Before starting the presentation, I'd like to draw your attention to the outlook disclaimer statement on slide 2.

Presenting today are Foster's CEO, Ian Johnston, and CFO, Angus McKay. Joining us later for questions are Foster's business unit Managing Directors – John Pollaers, Stephen Brauer, David Dearie Peter Jackson, and Anthony Davie.

With that, I'll hand over to Ian.

Slide 3 – Ian Johnston, Chief Executive Officer

Thanks Chris and welcome.

By any standard, it has been an eventful year at Foster's but I do believe we are making steady progress and have achieved some important milestones.

We have substantially completed our transformation agenda, structurally separated our Australian businesses, strengthened our senior leadership across the Group and are now undertaking a detailed review of the potential to demerge our wine and beer businesses.

Today's financial results describe a business in which the fundamentals are firmly heading in the right direction, but one that continues to be impacted by subdued consumer confidence in some key markets, and by Australian and New Zealand wine oversupply and by unfavourable currency movements.

Our improvements rest upon the ongoing strength of the CUB business and the improved quality of operational performance in wine – a result of the capability build and efficiencies from the wine review and outcomes from our business transformation agenda.

Before I turn the floor over to Angus to take you through the results in some detail, I'll take a moment to discuss the key financials, some business highlights and areas of focus for the coming period.

Slide 4 – Results Summary

These are very good businesses generating robust cash flows. In 2010, Foster's Group increased cash flow after dividends by over 20% to \$375 million, reducing our net debt by \$427 million and further strengthening our balance sheet.

Looking at reported results, adverse currency movements in the period caused Net Profit and Earnings per share pre material items and SGARA to decrease around 4%. EBITD was ahead of the guidance range provided to the market in May.

When the impacts of these negative currency movements are stripped out, those results show net profit and earnings per share both increased 4.8%.

Slide 5 – Transformation Agenda

These financial outcomes are to a large degree the result of initiatives flowing from the Foster's transformation agenda, substantially completed during the period.

At the results presentation almost exactly a year ago, I signalled that it would take one to two years for improved results to show through, and today that forecast looks accurate. In the next 12 months our businesses should reflect the benefits of all the work we've done.

Last year, people were saying "...what's happening at Fosters?" Today it is more "Look what's happening at Fosters"

Our new organisation structure and senior leadership team are in place with the successful separation of the Australian business into fully integrated beer and wine structures now setting the foundation for business growth. Portfolio development is underway in all markets, sales and marketing capability is being expanded, route to market upgrades have been completed in the Nordics and Canada, and has started in major US markets, and the vineyard, winery and wine brand divestment process is well advanced, with outcomes slightly ahead of our expectations.

Also on target is the realisation of \$100m of efficiency benefits in the 2011 financial year with all programs now complete and benefits of \$83m realised in the 2010 results, including \$48 million in the second half of 2010.

On top of this \$100 million, ongoing cost savings, continuous improvement programs and procurement initiatives will generate additional productivity benefits which won't directly show up in the P&L account. But they will show up in reduced cost of producing product, and will allow us to make choices between further brand investment, lower price increases or a combination of both.

The transformation Agenda has been a turning point for Foster's as we commit to a future as 'pure play' beer and wine businesses subject to the ongoing demerger process, to which I will return later in the presentation. While many benefits have already accrued, the new leadership, cultures and focus on continuous improvement we have built for these businesses sets a solid foundation for the future – whether as structurally separate divisions of Foster's or as independent businesses.

Slide 6 - Carlton & United Breweries

Looking first to Carlton & United Breweries, the business delivered a solid result in a more challenging national beer market in the second half.

Earnings increased 5% to just over \$900 million for the year and included a \$34 million benefit from cost reductions.

Cash generation was again a strength with cash flow after net capex up 9% to \$934 million and cash conversion of 101%.

CUB's off-premise market share in beer remained stable at between 50 and 51% throughout the year while net sales revenue per case increased just over 5%.

The market survey shows that the traditional regular beer category continues to cede share to 'new style' beers, however the traditional regular segment remains the largest and most profitable with VB and Carlton Draught the firm leaders with a stable 65% plus market share.

In premium and imported beer, Crown and Corona remain segment leaders with revenue up 3.2% and 5.4% respectively.

The craft beer and cider categories remain buoyant with Matilda Bay's Fat Yak the fastest growing craft brand, and Big Helga the most successful new introduction in the category. In cider Strongbow, Mercury and Bulmers are standout performers.

Slide 7 – CUB Performance Improvement Program

It has been a difficult year for CUB with the need to re-start the leadership search in December. But with John Pollaers taking up the reigns in April, I'm very pleased to see the changes now being made in this business.

John's move to focus on executing the beer agenda reflects the dedicated category attention enabled under the new structure.

Improving sales execution is a key focus with improved planning, in-store execution and enhancing returns from promotional investment.

Brand investment has increased, and I'm pleased to see greater discipline in brand spends and there is improvement across the portfolio.

Capex will increase to between \$70 and 80 million next year as we look to increase flexibility and realise further efficiencies.

Slide 8 – Investing in Heartland

CUB owns or distributes the best brands in the country. VB, Carlton Draught, Crown, Cascade, Corona and Strongbow lead their respective segments.

Carlton Draught is the fastest growing Australian beer brand and the leading draught beer in the country, and as I mentioned earlier, Carlton and VB together lead the largest and most profitable segment in the market.

The same can be said for Crown and Corona in the fast growing domestic premium and imported categories. They are strong brands with excellent marketing campaigns and strong consumer support.

In the second half we renewed the Corona distribution agreement with a long term contract, and we have done the same with Asahi. These brands are important for our portfolio offering.

In Fiscal '10, we began increasing our focus on cider where we are the category leader and consequently we have seen strong growth.

But it is true that a legacy of strong heritage brands means our overall portfolio is weighted to traditional mainstream categories.

Slide 9 – Increase Focus in Growth categories

The clear challenge identified by John is for CUB to defend its leadership position in regular, premium and imported beer while building broader strength through innovation. The good news is we start from a great base.

Carlton Dry with net sales revenue growth of 48.6% is the fastest growing brand in the new style category. Pure Blonde is the largest low carbohydrate brand and we continue to expand our new style portfolio with the recent launch of Carlton Natural. And as mentioned, in craft Fat Yak is the fastest growing brand and Big Helga the largest new brand.

Our portfolio of recent innovation is doing very well, and has contributed to a 4 percentage point increase in portfolio weighting to higher growth categories over the past 2 years. And in the June quarter, CUB has 3 of the 5 fastest growing brands – Carlton Dry, Carlton Draught & Corona. By comparison our main competitor's 3 largest brands all declined.

Slide 11 – Treasury Wine Estates Americas

Looking now to wine and the last twelve to eighteen months has been an important period of transition. We've introduced new leadership and a new business structure,

launched a new name and made great progress with building a positive business culture.

Highlights in the year were an increasing focus on premium wines, enhancing our route to market, product innovation and increased brand investment.

On the back of these changes, the second half showed greatly improved trading results as initiatives began to positively feed into the bottom line.

On a constant currency basis wine earnings were up 136% in the second half on improving sales focus and execution, the realisation of benefits from efficiency programs and the lack of any one-time items that occurred in the previous period.

While on a constant currency basis, EBITs rose 20.5% for the year, unfavourable exchange rate movements cut Treasury Wine Estates reported earnings by 27.2% to \$221 million.

As with beer, cash conversion was again outstanding at 134%.

It is important to note the improvement made across the key wine regions of Australia and the America's. Second half EBIT's showed growth of 18.8% in Australia, and 4 times year ago in America's on a constant currency basis.

It must be said though, that despite signs of improvement at the macro level, the wine industry still faces the same issues that have constrained returns for the last couple of years – Australian wine oversupply, soft consumer sentiment in key export markets, negative currency shifts and in the northern hemisphere, growing competition from new world producers.

Slide 11 – Treasury Wine Estates Americas

In the Americas, the organisation has been fundamentally transformed with Stephen appointing new leadership in key sales, marketing and finance roles, and taking big steps to enhance route to market capability. As well there has been significant progress on efficiency initiatives and on portfolio reshaping.

A totally new sales organisation is in place with a large number of new senior appointments, each with wide industry experience. The new structure is now aligned to a re-formed and streamlined distributor network, strengthening three areas of capability – distributor management, customer engagement and luxury selling.

Enhanced resources have been introduced to manage the key accounts across the nation, and a new luxury selling team named the Heirloom Wine Group has been created to focus on our luxury portfolio and selected premium customers and markets.

A major initiative has been the completion of the first phase of the US distributor realignment, covering 15 states that represent around 50% of our US depletions.

These new appointments represent a rethink of our relationship with distributors. They are built on long term performance based contracts that create a shared ambition and a focus on volume and value share growth - combined with increased investment and commitment by distributor partners.

I'm very pleased to say that this transition is proceeding very well with minimal disruption in market. We've learnt some of the lessons from past experiences and we're applying these learnings to successfully smooth the transition.

The Canadian business has returned to growth after 3 years of decline. Benefits are being realised from the new direct distribution model in Eastern Canada and from increased investment in sales and marketing.

Slide 12 – Treasury Wine Estates Americas

Wine innovation was strong in the Americas with the release of new brands The Santa Barbara Wine Company, Tierra Secreta, Colores del Sol, Sledgehammer and Matua Valley.

Stephen and his team are also taking a comprehensive look at our brand portfolio in the US. In July the Beringer brand was relaunched with a simplified brand architecture focused on 3 tiers – the Light & Refreshing Collection, Founder's Estate and Luxury. New packaging has been introduced that strengthens differentiation both across the tiers and against competitors.

There are some great new programs planned for this year including promotions with the PGA. It is important to recognise our legacy in this region. Beringer is the only US Winery to achieve Wine Spectator's Wine of the Year for both a red and a white wine. Château St Jean is the only Sonoma Winery to achieve Wine Spectator's Wine of the Year, and Penfolds is the only Australian Winery to receive Wine Spectators' Wine of the Year.

In the latest year, we gained 108 ratings of 90 points or above for Wine Spectator and Wine Advocate.

We are moving to a position to capitalise and exploit these assets, with the changes we are making to our capability and to our route to market.

Slide 13 - Treasury Wine Estates ANZ

In the Australian market, consumer sentiment has held up better with relatively healthier trading conditions at the premium end of the market.

While oversupply continues to drive competition at lower price points, our grape intake in 2010 was balanced and we have substantially reduced prior year surpluses. We believe we now have the right mix of owned and contract vineyard resources and an increasingly better match between supply and demand positions in an improving cycle.

Under David's leadership, our in-market performance in Australia was much improved with bottled table wine growth in line with the category in the second half, with EBIT's up just under 20%. Taken together, the combination of a dedicated wine sales team, a streamlined portfolio, well executed product innovation and increasing focus on premium and luxury wines, is driving results.

The Volume of our top 10 brands in Australia was up almost 4% on the prior period, with solid gains by Penfolds, Yellowglen and Wolf Blass, complemented by double digit growth in Wynns and Pepperjack.

Our service to customers is improving month by month, as we behave more like a wine company, and restore to our program events like Wynnsday and vintage launches and tastings – to acclamation from our customer base. These events support the outstanding work of our winemakers. Last year we were awarded almost twice as many medals and trophies than our competitors at major Australian wine shows.

One in five bottles of wine sold in Australia is a Treasury Wines Estate product, and in the last year over 2000 net Wine by the Glass listings have been gained. Bear in mind around 70% of wine sold in on premise is by-the-glass.

While New Zealand remains a challenging market with an oversupply situation in New Zealand Sauvignon Blanc, we are confident that we're now well positioned in this important category.

Slide 14 – Treasury Wine Estates EMEA

Peter's decision to focus more heavily on the Continental Europe and Nordic markets is paying dividends.

The Continental Europe and Nordics markets now represent more than 45% of volume and 55% of revenue with volume growth in the year of more than 40%.

Under our new direct distribution model we have returned to sector leading growth in key markets and are seeing improvements in revenue per case and margin. We are also achieving new listings in the control markets of the Nordics, plus new listings with Beringer in Denmark, Wolf Blass in Germany and South African wines in the Netherlands.

The UK and Ireland markets remain challenging with price driven promotional programs and a subdued consumer environment contributing to aggressive competition and low margins.

In response to negative foreign exchange shifts, we decided to cut our participation in unsustainable promotional activity in UK grocery. As a result, volume in the UK and Ireland was down 16%.

But we are still making very good progress in the EMEA region, where we market to 40 countries. Here is a short list of success to emphasize the great future for TWE. We have:

- 2 of the top 10 UK brands – Lindemans and Wolf Blass
- The number 1 sku in the UK – Wolf Blass Yellow Label Cabernet Sauvignon
- Wolf Blass Sparkling Brut is the fastest growing Australian sparkling in the UK
- All the top 7 Australian bottled wines in Norway
- The top 8 Australian red wines in Sweden
- Lindemans is the only wine in the top 100 grocery brands in Netherlands

Slide 15 – Treasury Wine Estates Asia

We already have a great platform in Asia, being the preferred regional wine supplier for key markets. But the establishment of a regional head office in Singapore and our increasing investment in capability and increasing distribution across this region enhances our optimism regarding prospects for Treasury Wine Estates.

We already have the top Australian wine brand in Singapore (Wolf Blass), Malaysia (Penfolds) and Thailand (Penfolds). And with the most expansive portfolio in China, we have 4 of the top 8 Australian brands. With these positions and local managers in market, Anthony's team is well placed to share in the expected explosive growth for Australian wine.

In Fiscal 2010, good volume growth was achieved in China, Taiwan, Malaysia and Singapore driven by expanded distribution arrangements and targeted innovation activity including Yellowglen and Gabbiano. We also launched market specific entry level brands in China.

As I said at the opening, an eventful year for Foster's but one in which I'm confident we've set each business on the right path for future growth.

I'll now hand over to Angus McKay to work you through the financials in greater detail and then I'll return to close before we take questions.

Slide 16 - Angus McKay, Chief Financial Officer

Thanks Ian and good morning everyone.

External factors continue to impact our business in many regions. Exchange rates have yet again been a significant influence on profitability; consumer sentiment, whilst stabilising in key offshore markets, remains subdued; and we continue to be effected by the supply situation in Australia.

Those things said, our business model is gaining traction. We are deliberately focusing on higher margin premium products and the benefit of this effort is showing in the P&L. We have been focusing on removing costs and driving efficiency across the business. We began the continuous improvement journey a few years back and these benefits are now coming through in our results. These cost programs have allowed us to reduce our reliance on pricing, increase our investment in core products and increase margins across our portfolio.

Before moving onto the financials I will briefly comment on dividends. The non-cash impairment charge we recognised this year significantly reduced Foster's Group Limited's retained earnings. Rather than pay this reduced amount out, which is all that would be possible under our current constitution, the Director's intend to put a resolution to the AGM in October to amend Foster's constitution to reflect changes made to the Corporations Act. The proposed change would broaden Foster's ability to pay dividends and; if the amendment is approved at the AGM, the Directors shortly thereafter intend to declare a dividend in lieu of the final 2010 dividend. It is anticipated that this dividend will be broadly in-line with the prior year final dividend.

Slide 17 – Key Financials

Turning now to the result headlines.

Volume declined 2.4%. Global BCS volume was down 2.3% and was primarily driven by lower beer volume in Australia. Wine volume was down 2.5% and largely reflects the impact of the exit from cask wine and the tail brand rationalisation in Australia.

Net sales revenue was down 4.6% and was primarily driven by currency. On a constant currency basis net sales revenue was in line with the prior year with positive net sales revenue per case trends in both beer and wine.

Exchange rate movements reduced EBITs by a net \$113 million. On a constant currency basis EBITs increased 5.4% and I will discuss business performance and currency in more detail later in the presentation.

Corporate costs were above the prior year, which included approximately \$18 million of one time benefits. Adjusting for these items Corporate costs were below the prior year, as we realised benefits from cost reduction initiatives.

Interest expense declined by \$27.8 million. The key contributor was exchange rates on our largely \$US denominated debt. The average interest rate was 5.2% with the benefit of lower rates on our floating rate debt offset by higher costs and commitment fees associated with new facilities. In fiscal 2011 we expect the average interest rate to be marginally higher than fiscal 2010. The increase is largely driven by an expected increase in the portion of our debt portfolio denominated in the Australian dollars.

Income tax expense was up 2.3% as the effective tax rate increased 1.3 percentage points to just over 28%. We expect a marginally higher effective tax rate in fiscal 2011 as the proportion of earnings in higher tax jurisdictions increases.

Net profit and earnings per share declined by approximately 4%. Again currency was the major driver and on a constant currency basis both were up almost 5% on the prior year.

The weighted average number of shares outstanding is marginally above the prior year with shares issued under the interim 2009 dividend reinvestment and incentive share plans.

Slide 18 – Material Items

Slide 18 looks at material items.

The total non-cash impairment charge to the carrying value of wine assets was marginally below \$1.3 billion and within the guidance range we provided in May. The impairment included the write-off the remaining goodwill in the wine segments and adjustments to the carrying value of brands; property, plant and equipment and agriculture assets. The brand impairment recognised in EMEA Wine relates to brands acquired as part of the Southcorp acquisition that are domiciled in the UK.

The overwhelming majority of the impairment charge arises from the use of higher discount rates across the regions and the adoption of higher exchange rate assumptions. The impairment attributable to changes to the underlying local cash forecasts is very modest.

In 2010 we moved from using a group wide Foster's discount rate to a wine specific discount rate by region. This change reflects the structural separation of the beer and wine businesses in Australia.

For the major currencies, the long term exchange rate assumptions used in the impairment testing were 86 cents for the US dollar and 59 pence for the pound. Rates were assumed to move from the prevailing rates at the time of the testing to the long term rates over the 5-year forecast period.

At 30 June the net book value of wine assets was \$3.2 billion and included net working capital of \$1.2 billion; \$1 billion of brands; \$1 billion of property, plant and equipment; \$194 million of agriculture assets and approximately \$200 million in net other liabilities.

Material items included a \$21.9 million net benefit in the current period that reflects the realisation of higher than anticipated prices for vineyard divestments completed to date; and adjustments to other wine review related provisions. This surplus has been released into the current year material items.

We have now completed the sale of the Denman winery and 26 vineyards that represent 70% of the planted area identified for sale in wine strategic review. We are continuing to market 5 vineyards and have withdrawn 5 vineyards from sale to support innovation strategies for a number of brands. The rationalisation of the 37 Australian tail brands identified in the wine review is also complete.

Demerger costs incurred to date are \$1.4m and are included in the material items. In the main they represent fees payable to 3rd party advisors.

Slide 19 – Cost Saving Initiatives

Before moving onto regional performance I will briefly discuss the progress we are making on our cost saving program.

The full year included \$83 million of benefits with \$34 million in CUB, \$34 million in wine and \$15 million in corporate.

Cost savings are being realised in overheads, manufacturing and procurement.

The implementation of the cost saving initiatives is complete and we expect to realise the full \$100 million of targeted cost savings in fiscal 2011. Whilst this initial program is now complete, we are continuing to drive costs out of the business and expect to realise additional benefits from the Continuous Improvement and procurement programs in and beyond fiscal 2011. These benefits will be reinvested in increased advertising and promotion activity and will reduce our reliance on price increases to deliver profit growth.

Slide 20 – CUB Key Financials

Moving onto CUB.

We saw a strong beer category in the first half with volume up 1%. In second half the emergence of a softer consumer environment impacted the beer category with volume down 1% and more moderate price and mix trends. The Australian consumer has less disposable income today than 12 – 18 months ago, with the core changes being increases to interest rates, petrol prices and the elimination of Government stimulus payments.

CUB's trading reflected these trends. In the first half CUB's beer volume in Australia declined 1.1% which primarily reflected lower summer promotional program participation. Offsetting this was net sales revenue per case growth of almost 7%.

In second half CUB's volume declined 3.3%. Through the 3rd quarter volume continued to be impacted by the continuation of lower summer promotional program participation that we indicated at the first half. Through the 4th quarter our volume decline was marginally less than the decline in category volume. Net sales revenue per case growth reflected more moderate price and mix trends and was impacted by CUB's initiative to adjust the pricing of its international portfolio. The adjustment was implemented to reduce the impact of the exchange rate driven increase in parallel imports. We continue to monitor this initiative closely and we are starting to see changes in customer order patterns.

Cider continues to grow strongly with volume up 10.1% and net sales revenue up 15.3%.

Spirits and RTD net sales revenue declined 16.7%.

CUB EBITs increased 5% and included benefits from efficiency initiatives and a net \$10 million benefit from exchange rate movements. The benefit from exchange rate movements was offset by the initiatives to re-align the pricing of premium international brands.

CUB's brand investment increased 15%. In the first half brand investment increased to support new consumer marketing activity that included the launch of The Regulars campaign for VB and the new Carlton Dry campaign. While the rate declined in the second half, it was above the prior year as we increased customer marketing activity. In fiscal 2011 we expect to maintain or slightly increase the rate of brand investment.

CUB mix adjusted unit cost of sales were in-line with the prior year and below the guidance range provided in February. Cost of goods benefited from the previously mentioned Continuous Improvement and procurement programs.

In fiscal 2011 we expect modest increases in mix adjusted unit cost of sales.

Slide 21 – Treasury Wine Estates

Turning now to Treasury Wine Estates

Trading conditions in key markets continue to be challenging. In the US signs of a modest recovery in consumer confidence emerged through the second half but pricing activity in the market remains high, particularly for wines priced above US\$10

per bottle. In Australia and New Zealand the wine category continues to be impacted by the oversupply situation, and a more moderate consumer environment in Australia in the second half. In Europe, the Nordics and the Netherlands remain attractive growth and profit markets, whilst the UK and Ireland are more challenging. In Asia a number of markets - Japan, Korea and Thailand continue to be economically challenging.

We are increasingly seeing the benefits of the Transformation Agenda initiatives emerge in the wine P&L. While volume is down modestly; improving product, channel and market mix is contributing to net sales revenue per case growth. The positive mix trend accelerated in the second half. Margins are benefiting from the realisation of cost initiatives and lower Australian vintage costs.

Global volume was down 2.5% with the impact from the rationalisation of tail brands this year and withdrawal from cask in Australia last year the key contributors. Together these initiatives reduced volume by 1 million cases.

Adjusting for these items global volume, and volume in Americas, ANZ and EMEA, was similar to the prior year. But within this we are starting to see some significant movements in mix trends as we grow our business at premium price points and in more profitable segments and reduce our exposure in lower margin segments.

In the US volume of wines priced above US\$8 per bottle increased 2.6% in the second half, with growth in a number of luxury brands outstanding. At the same time we have reduced our reliance on promotional activity to drive volume rather than profit. In Canada volume growth rates have continued to improve half on half.

In EMEA we had strong volume growth in the higher margin Continental European and Nordic markets. This was offset by volume declines in the UK and Ireland as we reduced our participation in retailer led promotional activity.

Within ANZ core bottled wine volume in Australia was in line with the prior year and we returned to category growth rates in the second half. In Australia our mix is improving with stronger growth in table wines priced above \$11 per bottle.

We have been able to execute this mix improvement while balancing our intake from the 2009 Californian and 2010 Australian vintages and reducing our prior vintage surpluses.

On a constant currency basis net sales revenue per case increased 1.2% with growth in the second half of 4.7%. Positive mix and improved management of promotional spend were the key drivers with some selective price increases on luxury wines. The benefit from the positive mix was partially offset by the continuation of competitive pricing in the US, the UK and in Australia.

Exchange rate movements again had a major impact and for the full year reduced EBITs by \$123 million

On a constant currency basis EBITs increased 20.5%. Adjusting for the non-recurrence of \$17.7 million of one time benefits reported in the second half of last year EBITs increased 11% and increased 83% in the second half. EBITs is benefiting from improving mix, the realisation of efficiency benefits and lower cost of sales for Australian sourced wine.

Slide 22 – Treasury Wine Estates Cost of Sales

Moving now onto wine cost of sales.

Mix adjusted unit cost of sales for Australian sourced wine was approximately 3% below the prior year as we started to benefit from lower vintage costs and cost savings. In fiscal 2011 we expect a further moderate decline.

Californian sourced wine cost of sales increased 3% with the impact of higher vintage costs moderated by the realisation of cost savings. In fiscal 2011 we expect a slightly higher increase.

Intake from the 2009 Californian and 2010 Australian vintages was in-line with demand requirements.

In Australia in-take from company owned vineyards in 2010 declined 12% with the divestment of vineyards the key contributor. Vineyard yields in the dry land regions were above the prior year that was impacted by extreme heat conditions. Yields in commercial regions were in line with prior year.

Total industry grape production in Australia in the 2010 vintage was approximately 12% below the 2009 vintage. Grape prices were generally below the prior year and in many regions continue to be below apparent cash production costs. The continuation of low grape prices has resulted in a 5 to 10% reduction in vineyard area and an increase in the volume of unharvested fruit.

We continue to expect wine grape production in Australia to trend down.

Our current expectations for the upcoming 2010 Californian vintage is for yields to be below 2010.

Slide 23 – Currency Sensitivities

Turning now to currency impacts and sensitivities.

Once again I remind everyone that there is a transaction and translation impact from exchange rate movements.

Throughout the year we have continued to see significant volatility in exchange rates and as a result transaction rates have varied significantly from average rates. I also note that we do not transact evenly throughout the year. Sales and input purchases reflect peaks and troughs in underlying consumption, and interest payments on foreign currency denominated bonds reflect the coupon dates.

Currency reduced wine EBITs by approximately \$123 million. Movements in the US dollar and Pound rates were the major contributors with these including both translation and transaction impacts.

Through the second half the negative impact from the softening Euro against the pound offset the \$20 million benefit from other currency pairs in the first half.

In beer the currency impact was primarily transactional. In the first half differences between average and transaction rates and changed shipping arrangements contributed to a relatively modest currency impact. In the second half we saw an increasing impact from exchange rate movements.

The bottom section looks at indicative currency sensitivities. For the purpose of calculating sensitivities we assume the same rate prevails throughout the period.

Slide 24 – Cash Flow and Net debt

Moving now to cash flow and net debt.

Cash flow generation continues to be outstanding. Cash conversion increased 6.4 percentage points to 108% of EBITDAs with \$128 million of cash generated from reduced working capital investment. Lower inventory and improved management of payables were the key drivers.

CUB's cash conversion was 101% and for fiscal 2011 we expect cash conversion to be between 95 and 100%.

Wine cash conversion was 134% and included a \$23 million benefit relating to a change in the timing of bulk wine purchases from the 2010 Australian vintage. In fiscal 2011 we are targeting wine cash conversion to be between 85 and 95%.

Capex was \$164 million of which \$48 million related to Foster's global IT project. CUB's capex was \$36 million and includes kegs and upgrades to packaging lines. Wine capex was \$78 million with the purchase of oak the largest single component. In fiscal 2011 we expect capex to be approximately \$240 million with CUB capex between \$70 to \$80 million, wine capex at approximately \$100 million and ongoing investment in IT.

Net capex is after \$72.5 million of asset sale proceeds primarily relating to vineyard divestments.

Material item cash flows were \$58 million and represent payments made as part of the implementation of the wine strategic review initiatives.

Net debt declined by \$427 million and in addition to strong cash flow benefited from the exchange rate movements on foreign currency denominated debt.

Slide 25 – Capital Structure & Debt Profile

Moving now to capital structure.

Foster's continues to maintain a strong balance sheet and has substantial liquidity.

Debt servicing ratios are strong with interest cover at 9.3 times. Gearing increased to 80.5% as the benefit from lower net debt was more than offset by a reduction in total equity following the recognition of the non-cash impairment charge to the carrying value of wine assets. Foster's remains well within its financial covenants.

At 30 June Foster's had \$237 million in cash and \$1.4 billion of committed undrawn facilities.

The weighted average maturity of gross debt was 7.1 years.

Foster's has approximately \$321.9 million of debt repayable in the next 12 months.

Slide 26 – Update on Tax Dispute

Before I hand back to Ian I will provide with a brief update on our dispute with Australian Commissioner of Taxation.

As you know the Federal Court found in Foster's favour on all matters in December 2009. The Commissioner appealed this decision and the appeal was heard by the Full Federal Court on the 16th and 17th of August, and we await judgement.

The dispute relates to deductions claimed and approximately \$1.5 billion of carried forward tax losses. None of the potential tax benefit associated the carried forward tax losses has been recognised in the P&L or on the balance sheet. However, given the current status of the litigation, this year for the first time Foster's has included the full amount of the potential tax effect of these losses, \$447 million, in its unrecognised tax loss disclosure.

These losses will only be available if Foster's is ultimately successful in the litigation process.

In addition to the disclosure of the unrecognised tax losses Foster's continues to disclose a contingent liability of \$546 million. This is our estimate of the potential maximum liability in the event that Foster's is ultimately unsuccessful in the litigation.

Foster's has already paid \$254 million to Commissioner in relation to this matter and this amount continues to be shown as a receivable on the balance sheet. This amount is refundable if Foster's is ultimately successful in the litigation.

Thank you and I will now hand you back to Ian.

Slide 27 – Ian Johnston, Chief Executive Officer

Thanks Angus.

Slide 28 – Demerger Update

Before I close, I'd like to briefly walk you through the extensive work underway on our demerger proposal. I mentioned earlier that the transformation Agenda has been a turning point for Foster's, and it has allowed us to consider a future as 'pure play' beer and wine businesses, subject to completing the work on the proposal to demerge.

As you might expect, we had done a lot of investigative work before first announcing the proposal in May. But in progressing this there are a lot of issues to consider – in corporate areas, operational areas and in people areas. We are on track to unscramble these complexities, and the evaluation of issues, costs and benefits of a potential demerger are progressing well.

To illustrate just one area, we have now been able to engage expert advice to help determine the optimal capital structure, and thereby give us the material needed to seek the necessary tax rulings.

But as I said there are many complex areas including the balancing of benefits and dis-synergy costs and the transition planning to be undertaken before the Board can assess whether the proposal is in the interests of shareholders, and commit the proposal to them for approval.

Let us emphasize again, that this is not a plan to sell off a small subsidiary. The demerger as proposed involves the creation of two substantial listed businesses. Those businesses currently share significant infrastructure, systems, customers, suppliers and personnel.

The work is progressing on track and we believe we are still well positioned to meet our initial guidance of a proposal to shareholders in the first half of Calendar 2011 – contingent of course on a final decision by the Board.

As we get closer to the date, we will share with you more detail of the work currently underway.

In the meantime, our focus is on ensuring the businesses are 100% committed to driving performance.

That's even more important as we are coming off a soft consumer environment in international wine, and a slowdown in the Australian beer market in the second half of the 2010 financial year.

But we are confident that the long term fundamentals of the Australian beer category remain robust.

Under John, I'm seeing great signs of CUB returning to its best with sales and marketing execution, portfolio realignment initiatives, and increasing production efficiency and flexibility set to drive future performance.

In each wine region, our leadership of David, Peter, Stephen and Anthony are focussed on accelerating the upward trajectory shown in the second half behind enhanced route to market capability in all regions, premiumisation of our portfolio, and the benefit of efficiency initiatives. However we do expect market conditions in the wine category to remain mixed with oversupply in the Australian market, a subdued consumer environment in key overseas markets, and the strength of the Australian dollar expected to have an ongoing impact.

Overall, I'm increasingly of the view that our business is starting to look like its fit to compete.

With improving markets, stable and talented leadership and a new energy and purpose flowing through our people – we are ready to compete and win.

I'll now hand back to Chris to open up to questions.