### PRELIMINARY FULL YEAR REPORT ANNOUNCEMENT

### Mainfreight Limited For Full Year Ended 31 March 2020

Preliminary full year report on consolidated results (including the results for the previous corresponding full year).

This report includes supplementary information in the Income Statement, Balance Sheet and Cash Flow Statement for the current period to show what the results would have looked like prior to adopting the NZ IFRS 16 Lease changes (labelled Non-GAAP). Management and the Board believe this is necessary to provide a better comparison with prior periods which have not been adjusted for the impact of NZ IFRS 16.

In other respects, this report has been prepared in a manner which complies with generally accepted accounting practice and fairly presents the matters to which the report relates and is based on <u>unaudited financial statements</u>, which are in the process of being audited. The Listed Issuer **has** a formally constituted Audit Committee of the Board of Directors.

### Income Statement for the Year Ended 31 March 2020

	Note	GAAP 2020 \$000	Non-GAAP 2020 \$000	GAAP 2019 \$000
Operating Revenue Interest Income		3,094,736 658	3,094,736 658	2,953,414 673
Total Revenue		3,095,394	3,095,394	2,954,087
Transport Costs Labour Expenses Other Expenses		(1,803,460) (670,103) (222,502)	(1,803,460) (670,103) (222,502)	(1,791,573) (612,641) (191,021)
Earnings before Interest, Tax, Depreciation, Amortisation, Abnormal Items and Lease Costs		399,329	399,329	358,852
Lease Costs Depreciation of Right of Use Assets Finance Costs Relating to Lease Liabilities Other Depreciation and Amortisation Expenses Other Finance Costs		(111,877) (17,021) (57,852) (6,326)	(117,665) - - (57,852) (6,326)	(101,130) - - (53,107) (7,541)
Profit Before Abnormal Items and Taxation for the Year Income Tax on Profit Before Abnormal Items Net Profit Before Abnormal Items for the Year		206,253 (58,278) 147,975	217,486 (61,382) 156,104	197,074 (55,990) 141,084
Abnormal Items Income Tax on Abnormal Items Abnormal Tax Item - Reversal of deferred tax liability on buildings Abnormal Items After Taxation	4 4 4	(4,783) 1,309 14,700 11,226	(4,783) 1,309 14,700 11,226	(4,965) 1,505 - (3,460)
Profit Before Taxation for the Year Income Tax Expense Net Profit for the Year		201,470 (42,269) 159,201	212,703 (45,373) 167,330	192,109 (54,485) 137,624
Earnings per share for profit attributable to the ordinary equity holders of the company are:				
Basic and Diluted Earnings Per Share: Total Operations		<b>Cents</b> 158.10	<b>Cents</b> 166.17	<b>Cents</b> 136.67

# Statement of Comprehensive Income for the Year Ended 31 March 2020

	Note	GAAP 2020 \$000	Non-GAAP 2020 \$000	GAAP 2019 \$000
Net Profit for the Year		159,201	167,330	137,624
Other Comprehensive Income Other comprehensive income to be reclassified to profit or loss in subsequent periods:				
Exchange Differences on Translation of Foreign Operations		23,850	24,132	1,144
Income Tax Effect		3,323	3,323	(1,006)
Net Other comprehensive income to be reclassified to profit or loss in subsequent period	ls	27,173	27,455	138
Other comprehensive income not to be reclassified to profit or loss in subsequent periods: Revaluation of Land including Foreign Exchange Movements Income Tax Effect Net Other comprehensive income not to be reclassified to profit or loss in subsequent per	eriods	1,233 - 1,233	1,233 - 1,233	43,506 (4,106) 39,400
Other comprehensive income not to be reclassified to profit or loss in subsequent periods: Defined Benefit Pension Provision Income Tax Effect Net Other comprehensive income not to be reclassified to profit or loss in subsequent periods.	riods	(228) 57 (171)	(228) 57 (171)	(93) 23 (70)
Other Comprehensive Income for the Year, Net of Tax		28,235	28,517	39,468
Total Comprehensive Income for the Year, Net of Tax		187,436	195,847	177,092

### Balance Sheet as at 31 March 2020

Balance Sheet as at 31 March 2020	GAAP 2020 \$000	Non-GAAP 2020 \$000	GAAP 2019 \$000
Current Assets			
Bank	116,140	116,140	115,184
Trade Debtors	420,839	420,839	389,376
Income Tax Receivable Other Receivables	2,937 73,129	2,937 73,129	200 55,304
- Cities Necesvables	75,129	73,129	33,304
	613,045	613,045	560,064
Non-current Assets			
Property	652,639	652,639	547,641
Plant & Equipment	123,936	123,936	118,988
Right of Use Assets Software	615,250 53,542	53,542	51,052
Goodwill	226,566	226,566	208,522
Brand Names	-	-	3,807
Other Intangible Assets	4,578	4,578	6,581
Deferred Tax Asset	15,038	12,248	6,234
	1,691,549	1,073,509	942,825
TOTAL ASSETS	2,304,594	1,686,554	1,502,889
Current Liabilities Bank Trade Creditors & Accruals Employee Entitlements Provision for Taxation Lease Liability for Right of Use Assets Finance Lease Liability	6 339,562 69,565 19,207 124,128 2,732	6 339,562 69,565 19,207 - 2,732	4 314,925 62,832 18,868 - 2,246
	555,200	431,072	398,875
Non-current Liabilities			
Bank Term Loan	267,698	267,698	238,653
Employee Entitlements	2,887	2,887	2,815
Deferred Tax Liability Lease Liability for Right of Use Assets	6,654 502,734	7,065	19,473
Finance Lease Liability	3,082	3,082	4,758
	783,055	280,732	265,699
Shareholders' Equity	-		
Share Capital	85,821	85,821	85,821
Retained Earnings	773,720	781,849	673,931
Revaluation Reserve Foreign Currency Translation Reserve	90,604 16,667	90,604 16,949	89,371 (10,506)
Defined Benefit Pension Reserve	(473)	(473)	(302)
TOTAL EQUITY	966,339	974,750	838,315
TOTAL LIABILITIES AND EQUITY	2,304,594	1,686,554	1,502,889
_			<del>-</del>

The accompanying notes form an integral part of these financial statements.

# Statement of Changes in Equity for the Year Ended 31 March 2020

<b>2020</b> \$000	Ordinary Shares	Asset Revaluation Reserve	Foreign Currency Translation Reserve	Defined Benefit Pension Reserve	Retained Earnings	Total
Balance at 1 April 2019	85,821	89,371	(10,506)	(302)	673,931	838,315
Profit for the Year Other Comprehensive Income	-	- 1,233	- 27,173	- (171)	159,201 -	159,201 28,235
Total Comprehensive Income for the Year	-	1,233	27,173	(171)	159,201	187,436
Transactions with Owners in Their Capacity as Owners: Supplementary Dividends Dividends Paid Foreign Investor Tax Credit	- -	- - -	- - -	- -	(2,413) (59,412) 2,413	(2,413) (59,412) 2,413
Balance at 31 March 2020	85,821	90,604	16,667	(473)	773,720	966,339

			Foreign	Defined		
2019		Asset	Currency	Benefit		
\$000	Ordinary Shares	Revaluation Reserve	Translation Reserve	Pension Reserve	Retained Earnings	Total
Balance at 1 April 2018	85,821	51,254	(10,644)	(232)	583,359	709,558
Profit for the Year	_	-	-	-	137,624	137,624
Transfer of Revaluation Reserve for Land Sold	-	(1,283)	-	-	1,283	
Other Comprehensive Income	-	39,400	138	(70)	-	39,468
Total Comprehensive Income for the Year	-	38,117	138	(70)	138,907	177,092
Transactions with Owners in Their Capacity as Owners:						
Supplementary Dividends	-	-	-	-	(1,879)	(1,879)
Dividends Paid	-	-	-	-	(48,335)	(48,335)
Foreign Investor Tax Credit	-	-	-	-	1,879	1,879
Balance at 31 March 2019	85,821	89,371	(10,506)	(302)	673,931	838,315

# Cash Flow Statement for the Year Ended 31 March 2020

	GAAP 2020 \$000	Non-GAAP 2020 \$000	GAAP 2019 \$000
Cash Flows From Operating Activities			
Receipts from Customers	3,092,861	3,092,861	2,931,037
Interest Received	658	658	673
Payments to Suppliers and Team Members	(2,705,526)	(2,823,191)	(2,674,532)
Notional Finance Charge on NZ IFRS 16 Leases	(17,021)	-	-
Interest Paid	(6,326)	(6,326)	(7,541)
Income Taxes Paid	(63,846)	(63,846)	(52,214)
NET CASH FLOWS FROM OPERATING ACTIVITIES	300,800	200,156	197,423
Cash Flows From Investing Activities			
Proceeds from Sale of Property, Plant & Equipment	4,930	4,930	14,048
Proceeds from Sale of Software	52	52	50
Repayments by Team Members	-	-	8
Purchase of Property, Plant & Equipment	(143,286)	(143,286)	(87,673)
Purchase of Software	(16,728)	(16,728)	(15,603)
Advances to Team Members		-	(3)
NET CASH FLOWS FROM INVESTING ACTIVITIES	(155,032)	(155,032)	(89,173)
Cash Flows From Financing Activities			
Proceeds of Long Term Loans	40,554	40,554	320
Dividend Paid to Shareholders	(59,412)	(59,412)	(48,335)
Repayment of Loans	(32,421)	(32,421)	(26,755)
Lease Payments NZ IFRS16	(100,644)	-	-
NET CASH FLOWS FROM FINANCING ACTIVITIES	(151,923)	(51,279)	(74,770)
NET INCREASE / (DECREASE) IN CASH AND CASH EQUIVALENTS	(6,155)	(6,155)	33,480
Net Foreign Exchange Differences	7,109	7,109	1,215
CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD	115,180	115,180	80,485
CASH AND CASH EQUIVALENTS AT END OF PERIOD	116,134	116,134	115,180
Comprised			
Bank and Short Term Deposits	116,140	116,140	115,184
Bank Overdraft	(6)	(6)	(4)
	116,134	116,134	115,180

The accompanying notes form an integral part of these financial statements.

### 1 Corporate Information

The preliminary full year report announcement of Mainfreight Limited ("the parent") and its subsidiaries ("the Group") for the full year ended 31 March 2020 were authorised for issue in accordance with a resolution of the Directors.

Mainfreight Limited is a company limited by shares incorporated in New Zealand whose shares are publicly traded on the NZX Main Board (New Zealand Stock Exchange).

### 2 Accounting Policies

Accounting policies remain consistent with the prior year ended 31 March 2019 financial statements except for the adoption of NZ IFRS 16 Leases.

(Please see Note 2 (f) of the Financial Statements in the March 2019 Annual Report for further information).

These March 2020 Financial Statements have shown results pre NZ IFRS 16 and post NZ IFRS 16.

The impact on profit before tax was a reduction of \$11,233,000 and after tax by \$8,129,000 net in the year to 31 March 2020. The impact on EBITDA (adjusted) was an increase of \$117,665,000. There is no impact on cash flows.

The impact on total assets was an increase of \$618,040,000, an increase in total liabilities of \$626,451,000 and a decrease in Shareholder's Equity of \$8,411,000 (see below).

	\$000
Total Assets as per 31 March 2020 Balance Sheet	2,304,594
Less Right of Use Assets	(615,250)
Change in Deferred Tax Asset	(2,790)
Total Assets after removing NZ IFRS 16 Leases Impact	1,686,554
Total Liabilities as per 31 March 2020 Balance Sheet	1,338,255
Less Current Lease Liability for Right of Use Assets	(124,128)
Less Non-current Lease Liability for Right of Use Assets	(502,734)
Change in Deferred Tax Liability	411
Total Liabilities after removing NZ IFRS 16 Leases Impact	711,804
Total Shareholders' Equity as per 31 March 2020 Balance Sheet	966,339
Add back NZ IFRS 16 Leases Impact on Profit for the Period (Accumulated Surplus)	8,129
Add back Movement in Foreign Currency Translation Reserve	282
Total Shareholder's Equity after removing NZ IFRS 16 Leases Impact	974,750

#### **Required NZX Disclosures** <u>Parent</u> Movements in Ordinary Shares on Issue 2020 2019 **Shares** Shares Closing Balance 100,698,548 100,698,548 Average Balance During Year 100,698,548 100,698,548 Net Tangible Assets 2020 2019 \$000 \$000 Net Tangible Assets 735,195 619,405 Net Tangible Assets per Security (cps) 730.09 615.11 Net Tangible Assets includes Software and Deferred Tax Assets and Liabilities. Dividends Paid and Proposed 2020 2019 \$000 \$000 Recognised Amounts Declared and Paid During the Year to Parent Shareholders Final Fully Imputed Dividend for 2019: 34.0 cents (2018: 26.0 cents) 34,237 26,182 Interim Fully Imputed Dividend for 2020: 25.0 cents (2019: 22.0 cents) 25,175 22,153 59,412 48,335 **Unrecognised Amounts** Final Fully Imputed Dividend for 2020: 34.0 cents (2019: 34.0 cents) 34,238 34,238

After the balance date, the above unrecognised dividends were approved by directors' resolution dated 26 May 2020.

### 4 Abnormal Items

Abnormal items are determined in accordance with the principles of consistency, relevance and clarity. Transactions considered for classification as abnormal items include acquisition and disposal costs; impairment or reversal of impairment of assets; business integration; and transactions or events outside of the Group's ongoing operations that have a significant impact on reported profits.

During the year the Group had 4.784,000 of abnormal expenses (2019 4.965,000). The related after tax expense was 3.475,000 (2019 3.460,000).

In the year the Group had no abnormal gains (2019 nil). The related after tax gain was \$14,701,000 (2019 nil).

These items comprised of:

<u>2020 Year</u>		<u>Pre-Tax</u> <u>\$000</u>	<u>Tax</u> \$000	After Tax \$000
Brand Name Impairment Redundancies Building Depreciation Taxation	*** ##	(3,949) (835)	987 322 14,701	(2,962) (513) 14,701
		(4,784)	16,010	11,226
<u>2019 Year</u>		<u>Pre-Tax</u> <u>\$000</u>	<u>Tax</u> \$000	After Tax \$000
2019 Year  Brand Name Impairment Redundancies	***			

<sup>\*\*\*</sup> With the process of rebranding our European operations to Mainfreight largely completed it was decided to impair the purchased brand of Wim Bosman by one third in the 2020 financial year (2019 one third). This impairment entry has no cash impact. The brand has now been fully written off.

### **5** Annual Report and Annual Meeting

The annual report is expected to be available on 26 June 2020. The Annual Meeting is to be held at 4.00pm on Thursday 30 July 2020; venue to be advised.

<sup>##</sup> In New Zealand, depreciation on buildings is now allowed as a tax deduction from the 1 April 2020. This law change has resulted in a change from a deferred tax liability to a deferred tax asset in the Consolidated Balance Sheet with a movement of \$14,701,000. This resulted in a corresponding reduction in tax expense. This tax entry has no cash impact.

#### <u>5</u> Segmental Reporting

An operating segment is a component of an entity that engages in business activities from which it may earn revenues and incur expenses whose operating results are regularly reviewed by the entity's chief operating decision maker and for which discrete financial information is available. The Group operates in the domestic supply chain (i.e. moving and storing freight within countries) and air and ocean freight industries (i.e. moving freight between countries). New Zealand, Australia, The Americas and Europe are each reported to management as one segment as the businesses there perform both domestic and air and ocean services.

The accounting policies of the operating segments are the same as those described in the notes in note 2 with the exception of deferred tax and the fair value of derivative financial instruments which are not reported on a monthly basis.

The segmental results from operations are disclosed below.

Geographical Segments
The following table represents revenue, margin and certain asset information regarding geographical segments for the years ended 31 March 2020 and 31 March 2019.

outside the group          396         20,352         48,421         73,489         38,133         (180,791)            Total Revenue         753,309         816,897         810,371         168,275         727,333         (180,791)         3,095,394           EBITDA (adjusted)         139,767         104,809         60,407         8,334         85,354         -         398,671           Depreciation & Amortisation         46,799         45,164         24,481         2,945         50,340         -         169,729           Capital Expenditure         62,225         71,497         9,025         1,126         16,141         -         160,014           Trade Receivables         83,982         105,889         119,361         24,618         110,812         (23,823)         420,839           Non-current Assets         560,315         451,269         236,302         17,765         425,898         -         1,691,549           Total Liabilities         299,026         364,160         258,797         33,125         406,970         (23,823)         1,338,255           Year Ended 31 March 2020         New         Australia         The         Americas         Europe         Inter-Segment         30	Year Ended 31 March 2020 Post NZ IFRS 16	New Zealand	Australia	The Americas	Asia	Europe	Inter- Segment	Total \$000
- Inter-segment sales 396 20,352 48,421 73,489 38,133 (180,791)	- Sales to customers	752,913	796,545	761,950	94,786	689,200	-	3,095,394
EBITDA (adjusted)  139,767 104,809 60,407 8,334 85,354 - 398,671  Depreciation & Amortisation  46,799 45,164 24,481 2,945 50,340 - 169,729  Capital Expenditure  62,225 71,497 9,025 1,126 16,141 - 160,014  Trade Receivables  83,982 105,889 119,361 24,618 110,812 (23,823) 420,839  Non-current Assets  560,315 451,269 236,302 17,765 425,898 - 1,691,549  Total Assets  665,587 590,187 385,118 64,399 623,126 (23,823) 2,304,594  Total Liabilities  299,026 364,160 258,797 33,125 406,970 (23,823) 1,338,255  Year Ended 31 March 2020  Per NZ IFRS 16 Where Different  EBITDA (adjusted)  115,889 65,043 43,259 6,046 50,769 - 281,006  Depreciation & Amortisation  24,337 8,939 7,522 734 16,320 - 57,852  Non-current Assets  463,822 253,980 103,789 12,277 239,641 - 1,073,509  Total Assets  569,096 392,898 252,604 58,911 436,868 (23,823) 711,804  Year Ended 31 March 2019  Pre NZ IFRS 16  Operating Revenue  718,791 760,844 725,200 109,321 639,331 - 2,954,087  Total Revenue  718,791 760,844 725,200 109,321 639,331 - 2,954,087  Total Revenue  718,201 779,490 779,744 186,730 677,509 (187,587) 2,954,087		396	20,352	48,421	73,489	38,133	(180,791)	-
Depreciation & Amortisation	Total Revenue	753,309	816,897	810,371	168,275	727,333	(180,791)	3,095,394
Capital Expenditure         62,225         71,497         9,025         1,126         16,141         -         160,014           Trade Receivables         83,982         105,889         119,361         24,618         110,812         (23,823)         420,839           Non-current Assets         560,315         451,269         236,302         17,765         425,898         -         1,691,549           Total Assets         665,587         590,187         385,118         64,399         623,126         (23,823)         2,304,594           Total Liabilities         299,026         364,160         258,797         33,125         406,970         (23,823)         1,338,255           Year Ended 31 March 2020         New Zealand         Australia The Americas         Asia Europe Inter-Segment         Total Segment         5000           Depreciation & Amortisation         24,337         8,939         7,522         734         16,320         -         57,852           Non-current Assets         463,822         253,980         103,789         12,277         239,641         -         1,073,509           Total Liabilities         200,602         164,775         123,442         27,469         219,339         (23,823)         1,686,554	EBITDA (adjusted)	139,767	104,809	60,407	8,334	85,354	-	398,671
Trade Receivables	Depreciation & Amortisation	46,799	45,164	24,481	2,945	50,340	-	169,729
Non-current Assets   560,315   451,269   236,302   17,765   425,898   -   1,691,549	Capital Expenditure	62,225	71,497	9,025	1,126	16,141	-	160,014
Total Assets 665,587 590,187 385,118 64,399 623,126 (23,823) 2,304,594  Total Liabilities 299,026 364,160 258,797 33,125 406,970 (23,823) 1,338,255  Year Ended 31 March 2020 Pre NZ IFRS 16 Where Different Zealand Australia The Americas Segment Segment Total Soon  Depreciation & Amortisation 24,337 8,939 7,522 734 16,320 - 281,006  Non-current Assets 463,822 253,980 103,789 12,277 239,641 - 1,073,509  Total Assets 569,096 392,898 252,604 58,911 436,868 (23,823) 1,686,554  Total Liabilities 200,602 164,775 123,442 27,469 219,339 (23,823) 711,804  Year Ended 31 March 2019 Pre NZ IFRS 16 Zealand Americas Americas Segment Soon  Operating Revenue - Sales to customers outside the group Inter-segment sales (590) 18,646 54,544 77,409 37,578 (187,587) - 2,954,087  Total Revenue 718,201 779,490 779,744 186,730 677,509 (187,587) 2,954,087	Trade Receivables	83,982	105,889	119,361	24,618	110,812	(23,823)	420,839
Total Liabilities   299,026   364,160   258,797   33,125   406,970   (23,823)   1,338,255	Non-current Assets	560,315	451,269	236,302	17,765	425,898	-	1,691,549
Year Ended 31 March 2020 Pre NZ IFRS 16 Where Different         New Zealand         Australia Zealand         The Americas         Asia Asia Europe Inter-Segment         Inter-Segment         Total \$5000           EBITDA (adjusted)         115,889         65,043         43,259         6,046         50,769         -         281,006           Depreciation & Amortisation         24,337         8,939         7,522         734         16,320         -         57,852           Non-current Assets         463,822         253,980         103,789         12,277         239,641         -         1,073,509           Total Assets         569,096         392,898         252,604         58,911         436,868         (23,823)         1,686,554           Total Liabilities         200,602         164,775         123,442         27,469         219,339         (23,823)         711,804           Year Ended 31 March 2019         New Zealand         Australia Americas         The Asia Europe Inter-Segment         5000	Total Assets	665,587	590,187	385,118	64,399	623,126	(23,823)	2,304,594
Pre NZ IFRS 16 Where Different   Zealand	Total Liabilities	299,026	364,160	258,797	33,125	406,970	(23,823)	1,338,255
Depreciation & Amortisation   24,337   8,939   7,522   734   16,320   -     57,852			Australia		Asia	Europe		
Non-current Assets 463,822 253,980 103,789 12,277 239,641 - 1,073,509  Total Assets 569,096 392,898 252,604 58,911 436,868 (23,823) 1,686,554  Total Liabilities 200,602 164,775 123,442 27,469 219,339 (23,823) 711,804  Year Ended 31 March 2019 New Australia The Asia Europe Inter-Segment 5000  Operating Revenue - Sales to customers outside the group - Inter-segment sales (590) 18,646 54,544 77,409 37,578 (187,587) - 1  Total Revenue 718,201 779,490 779,744 186,730 677,509 (187,587) 2,954,087	EBITDA (adjusted)	115,889	65,043	43,259	6,046	50,769	-	281,006
Total Assets 569,096 392,898 252,604 58,911 436,868 (23,823) 1,686,554  Total Liabilities 200,602 164,775 123,442 27,469 219,339 (23,823) 711,804  Year Ended 31 March 2019 New Australia The Asia Europe Inter-Segment 5000  Operating Revenue - Sales to customers outside the group - Inter-segment sales (590) 18,646 54,544 77,409 37,578 (187,587) - Total Revenue 718,201 779,490 779,744 186,730 677,509 (187,587) 2,954,087	Depreciation & Amortisation	24,337	8,939	7,522	734	16,320	-	57,852
Year Ended 31 March 2019         New Australia Zealand         The Americas Americas         Lurope Inter-Segment         Inter-Segment         Total South           Operating Revenue         - Sales to customers outside the group         718,791         760,844         725,200         109,321         639,931         -         2,954,087           Total Revenue         718,201         779,490         779,744         186,730         677,509         (187,587)         2,954,087	Non-current Assets	463,822	253,980	103,789	12,277	239,641	-	1,073,509
Year Ended 31 March 2019         New Zealand         Australia Americas         The Asia Europe Inter-Segment         Inter-Segment         Total South Segment         Total South Segment         \$000           Operating Revenue         - Sales to customers outside the group - Inter-segment sales         718,791         760,844         725,200         109,321         639,931         -         2,954,087           - Inter-segment sales         (590)         18,646         54,544         77,409         37,578         (187,587)         -           Total Revenue         718,201         779,490         779,744         186,730         677,509         (187,587)         2,954,087	Total Assets	569,096	392,898	252,604	58,911	436,868	(23,823)	1,686,554
Pre NZ IFRS 16         Zealand         Americas         Segment         \$000           Operating Revenue         - Sales to customers outside the group         718,791         760,844         725,200         109,321         639,931         -         2,954,087           - Inter-segment sales         (590)         18,646         54,544         77,409         37,578         (187,587)         -           Total Revenue         718,201         779,490         779,744         186,730         677,509         (187,587)         2,954,087	Total Liabilities	200,602	164,775	123,442	27,469	219,339	(23,823)	711,804
outside the group - Inter-segment sales         (590)         18,646         54,544         77,409         37,578         (187,587)         -           Total Revenue         718,201         779,490         779,744         186,730         677,509         (187,587)         2,954,087	Pre NZ IFRS 16		Australia		Asia	Europe		
- Inter-segment sales (590) 18,646 54,544 77,409 37,578 (187,587) -  Total Revenue 718,201 779,490 779,744 186,730 677,509 (187,587) 2,954,087		718,791	760,844	725,200	109,321	639,931	-	2,954,087
		(590)	18,646	54,544	77,409	37,578	(187,587)	
EBITDA (adjusted) 110,556 59,323 38,342 9,263 39,565 - 257,049	Total Revenue	718,201	779,490	779,744	186,730	677,509	(187,587)	2,954,087
	EBITDA (adjusted)	110,556	59,323	38,342	9,263	39,565	-	257,049
Depreciation & Amortisation 22,638 8,163 6,565 657 15,084 - 53,107	Depreciation & Amortisation	22,638	8,163	6,565	657	15,084	-	53,107
Capital Expenditure 48,595 20,767 9,112 1,325 23,477 - 103,276	Capital Expenditure	48,595	20,767	9,112	1,325	23,477	-	103,276
Trade Receivables 89,966 98,431 103,439 17,571 102,169 (22,200) 389,376	Trade Receivables	89,966	98,431	103,439	17,571	102,169	(22,200)	389,376
Non-current Assets 423,238 193,231 91,048 11,802 223,506 - 942,825	Non-current Assets	423,238	193,231	91,048	11,802	223,506	-	942,825
Total Assets 548,788 322,949 218,750 52,762 381,840 (22,200) 1,502,889	Total Assets	548,788	322,949	218,750	52,762	381,840	(22,200)	1,502,889
Total Liabilities 210,262 142,957 113,099 24,392 196,064 (22,200) 664,574	Total Liabilities	210,262	142,957	113,099	24,392	196,064	(22,200)	664,574

### Division Segments

The following table represents revenue and EBITDA (adjusted) regarding the three main types of services for the years ender 31 March 2019 and 31 March 2018

Year Ended 31 March 2020	Domestic Transport	Warehousing	Air & Ocean Forwarding	Total \$000
Revenue	1,576,320	383,728	1,135,346	3,095,394
EBITDA (adjusted) Post NZ IFRS 16	223,534	101,961	73,176	398,671
EBITDA (adjusted) Pre NZ IFRS 16	171,308	50,526	59,172	281,006
Year Ended 31 March 2019	Domestic Transport	Warehousing	Air & Ocean Forwarding	Total \$000
Revenue	1,450,942	346,567	1,156,578	2,954,087
EBITDA (adjusted)	156,681	37,282	63,086	257,049

	Post NZ	Pre NZ	Pre NZ
	IFRS 16	IFRS 16	IFRS 16
Reconciliation between non-GAAP and the Income Statement	2020	2020	2019
	\$000	\$000	\$000
Profit Before Taxation for the Year	201,470	212,703	192,109
Abnormal Items	4,783	4,783	4,965
Profit Before Abnormal Items and Taxation for the Year	206,253	217,486	197,074
Interest Income Finance Costs Relating to Lease Liabilities Other Finance Costs	(658)	(658)	(673)
	17,021	-	-
	6,326	6,326	7,541
EBITA	228,942	223,154	203,942
Depreciation of Right of Use Assets	111,877	57,852	-
Other Depreciation and Amortisation Expenses	57,852		53,107
EBITDA (adjusted)	398,671	281,006	257,049

EBITDA (adjusted) is defined as earnings before net interest expense, tax, depreciation, amortisation, abnormal items and royalties (segment only; not group).

There are no customers in any segment that comprise more than 10% of that segment's revenue.

Bank term loan is allocated based on segment net assets excluding bank term loan.

The geographical segments are determined based on the location of the Group's assets.





# **Distribution Notice**

(for Equity Security issuer/Equity and Debt Security issuer)

Section 1: Issuer Information						
Name of Issuer	Mainfreight Li	mited				
Financial product name/description	Ordinary Shares					
NZX ticker code	MFT					
ISIN	NZMFTE0001S9					
Type of distribution	Full Year	Х	Quarterly			
(Please mark with an X in the	Half Year		Special			
relevant box/es)	DRP Applies					
Record date	10/07/2020					
Ex-Date (one business day before the Record Date)	9/07/2020					
Payment date (and allotment date for DRP)	17/07/2020					
Total monies associated with the distribution	\$34,237,506					
Source of distribution (for example, retained earnings)	Retained earn	nings				
Currency	NZD					
Section 2: Distribution Amounts per Financia	al Product					
Gross Distribution	\$0.47222222					
Total Cash Distribution	\$0.34000000					
Excluded Amount (applicable to listed PIEs)						
Supplementary Distribution Amount	\$0.06000000					
Section 3: Imputation Credits and Resident \	Withholding Tax	C				
Is the Distribution imputed?	Yes					
If fully or partially imputed, please state imputation rate as % applied	100%					
Imputation tax credits per financial product	\$0.13222222					
Resident Withholding Tax per financial product	\$0.02361111					
Section 4: Distribution Re-investment Plan (	not applicable)					
Authority for this Announcement						
Name of person authorised to make this announcement	Tim Williams,	Chief Financia	al Officer			
Contact person for this announcement	Tim Williams					
Contact phone number	+64 9 259 551	10				
Contact email address	tim@mainfrei	ght.com				
Date of release through MAP	27/05/2020					





# **Results announcement**

(for Equity Security issuer/Equity and Debt Security issuer)

Results for announcement to the market		
Name of Issuer	Mainfreight Limited	
Reporting Period	12 months to 31 March 2020	
Previous Reporting Period	12 months to 31 March 2019	
Currency	NZD	
	Amount (000s)	Percentage Change
Revenue from Continuing Operations	\$3,095,394	4.8%
Total Revenue	\$3,095,394	4.8%
Net Profit/(Loss) from Continuing Operations	\$159,201	15.7%
Total Net Profit/(Loss)	\$159,201	15.7%
Interim/Final Dividend		
Amount per Quoted Equity Security	\$0.34000000	
Imputed Amount per Quoted Equity Security	\$0.06000000	
Record Date	10/07/2020	
Dividend Payment Date	17/07/2020	
	Current Period	Prior Comparable Period
Net tangible assets per Quoted Equity Security	\$7.3009	\$6.1511
A brief explanation of any of the figures above necessary to enable the figures to be understood	Current period includes impact of NZ IFRS16 Leases but prior period does not. Excluding the impact of NZ IFRS16 the Net Profit % change would have been a 21.6% increase with Total Net Profit being \$167,330. The NTA per share would have been \$7.3845.	
Authority for this Announcement		
Name of person authorised to make this announcement	Tim Williams, Chief Financial Officer	
Contact person for this announcement	Tim Williams	
Contact phone number	+64 9 259 5510	
	tim@mainfreight.com	
Contact email address	tim@mainfreight.com	

Unaudited financial statements accompany this announcement.