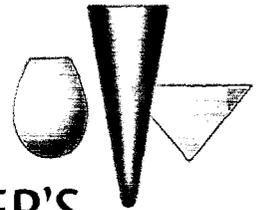


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**For your information as released to  
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FOSTER'S GROUP LIMITED

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ABN 49 007 620 886



6 February 2003

### **Foster's releases 31 December 2001 (HY02) results under new format**

Foster's Group Limited today released half year to 31 December 2001 (HY02) financial information re-formatted to reflect the revised structure of the group, as reported for the full year ended 30 June 2002.

The Foster's half year 31 December 2002 (HY03) results will be released to the ASX on Tuesday, 11 February 2003.

Information released includes key financial tables and supplementary schedules.

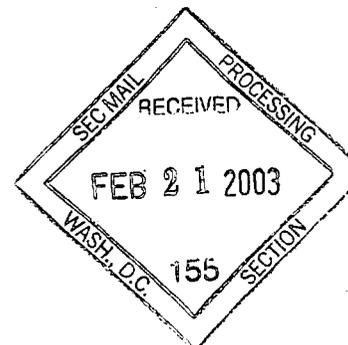
#### **Further information:**

##### **Media**

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Nicole Devlin  
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##### **Investors**

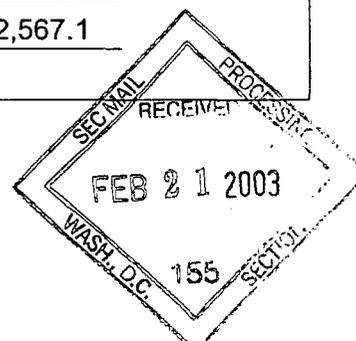
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Domenic Panaccio  
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*dlw 3/3*

**Foster's Group Limited**  
**HY02 Financial Results – Revised Format**

<b>Revenue Summary</b>			
6 months ended 31 December	2001 Published Format \$m	2001 Revised Format \$m	Refer to Note
Australian Beer	800.5	826.6	1
Australian Leisure and Hospitality	439.3	439.3	
Continental Spirits	63.0	63.0	
Intra-division sales	<u>          </u>	<u>(45.9)</u>	2
Carlton	<u>1,302.8</u>	<u>1,283.0</u>	
International Beer	89.8	87.5	3
Intra-beer business sales	<u>          </u>	<u>(5.3)</u>	2
Royalties	<u>46.9</u>	<u>20.8</u>	1
<b>Total Beer</b>	<u>1,439.5</u>	<u>1,386.0</u>	
Wine Trade			
Asia Pacific		110.5	
North America		537.2	
Europe		<u>30.9</u>	
	<u>678.6</u>	<u>678.6</u>	
Clubs	209.2	209.2	
Services	111.7	111.7	
Intra-division sales	<u>(17.8)</u>	<u>(17.8)</u>	
<b>Total Wine</b>	<u>981.7</u>	<u>981.7</u>	
Inter-segment sales	<u>(52.5)</u>	<u>(1.3)</u>	2
<b>Net Sales Revenue</b>	<u>2,368.7</u>	<u>2,366.4</u>	
Other operating revenue	<u>198.4</u>	<u>200.7</u>	3, 6
<b>Total Operating Revenue</b>	<u>2,567.1</u>	<u>2,567.1</u>	



**Foster's Group Limited**  
**HY02 Financial Results – Revised Format**

<b>Profit Commentary</b>			
<b>Earnings</b>			
6 months ended 31 December	2001 Published Format \$m	2001 Revised Format \$m	Refer to Note
	EBIT	EBITAS *	4
Australian Beer	242.3	243.6	
Australian Leisure and Hospitality	62.2	62.9	
Continental Spirits	9.6	10.2	
Carlton	314.1	316.7	
International	14.0	14.0	
<b>Total Beer</b>	<b>328.1</b>	<b>330.7</b>	
Wine Trade			
Asia Pacific		37.1	
North America		150.2	
Europe		9.0	
	209.6	196.3	
Clubs	28.2	34.4	
Services	12.3	13.4	
<b>Total Wine</b>	<b>250.1</b>	<b>244.1</b>	
Property and Investments	9.1	9.1	
Corporate	(31.8)	(31.8)	
<b>EBITAS *</b>		<b>552.1</b>	
SGARA *		26.8	
<b>EBITA</b>		<b>578.9</b>	
Amortisation		(23.4)	
<b>EBIT</b>	<b>555.5</b>	<b>555.5</b>	
Net Interest Expense	(93.0)	(93.0)	
Tax	(138.8)	(138.8)	
Outside Equity Interest	(1.5)	(1.5)	
<b>Net Profit after Tax</b>	<b>322.2</b>	<b>322.2</b>	

\* EBITAS = Earnings before interest, tax, amortisation (EBITA) and SGARA (being earnings accounted for in accordance with AASB 1037 "Self Generating and Re-Generating Assets").

**Foster's Group Limited**  
**HY02 Financial Results – Revised Format**

<b>Carlton and United Breweries</b>			
6 months ended 31 December	2001 Published Format \$m	2001 Revised Format \$m	Refer to Note
<b>Earnings before interest, tax and amortisation</b>			4
Australian Beer		243.6	
Australian Leisure and Hospitality		62.9	
Continental Spirits		10.2	
		316.7	
<b>Amortisation</b>			
Australian Beer	(1.3)	(1.3)	
Australian Leisure and Hospitality	(0.7)	(0.7)	
Continental Spirits	(0.6)	(0.6)	
	(2.6)	(2.6)	
<b>Earnings before interest &amp; tax</b>			
Australian Beer	242.3		
Australian Leisure and Hospitality	62.2		
Continental Spirits	9.6		
	314.1		

<b>International Beer</b>			
6 months ended 31 December	2001 Published Format \$m	2001 Revised Format \$m	Refer to Note
<b>Earnings before interest, tax and amortisation</b>		14.0	4
<b>Amortisation</b>	-	-	
<b>Earnings before interest &amp; tax</b>	14.0		

**Foster's Group Limited**  
**HY02 Financial Results – Revised Format**

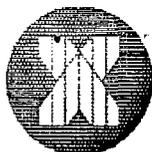
<b>Global Wine</b>			
6 months ended 31 December	2001 Published Format \$m	2001 Revised Format \$m	Refer to Note
<b>Earnings before interest, tax, amortisation and SGARA</b>			4
Trade – Asia Pacific		37.1	
Trade – North America		150.2	
Trade – Europe		9.0	
Wine Trade		196.3	
Wine Clubs		34.4	
Wine Services		13.4	
		<u>244.1</u>	
<b>Amortisation</b>			
Trade – Asia Pacific		(2.8)	
Trade – North America		(10.7)	
Trade – Europe		-	
Wine Trade	(13.5)	(13.5)	
Wine Clubs	(6.2)	(6.2)	
Wine Services	(1.1)	(1.1)	
	<u>(20.8)</u>	<u>(20.8)</u>	
<b>SGARA</b>			5
Trade – Asia Pacific	6.1	6.1	
Trade – North America	20.7	20.7	
Trade – Europe	-	-	
Wine Trade	<u>26.8</u>	<u>26.8</u>	
<b>Earnings before interest &amp; tax</b>			
Trade – Asia Pacific			
Trade – North America			
Trade – Europe			
Wine Trade	209.6		
Wine Clubs	28.2		
Wine Services	12.3		
	<u>250.1</u>		

**Foster's Group Limited**  
**HY02 Financial Results – Revised Format**

<b>Lensworth</b>			
<b>6 months ended 31 December</b>	<b>2001 Published Format \$m</b>	<b>2001 Revised Format \$m</b>	<b>Refer to Note</b>
<b>Earnings before interest, tax and amortisation</b>		9.1	4
<b>Amortisation</b>	-	-	
<b>Earnings before interest &amp; tax</b>	<u>9.1</u>		

**Notes**

1. Revenue of \$26.1 million, mainly comprising revenue from the Capital Liquor business, was disclosed at December 2001 as other sales revenue in the "Royalties and Other Sales Revenue" category. This revenue has now been disclosed in Australian Beer revenue.
2. The revenue table has been re-aligned to disclose the total of the Carlton and International Beer businesses. Carlton comprises Australian Beer, Australian Leisure and Hospitality and Continental Spirits. This re-alignment results in a shift of most of the \$52.5 million inter-segment eliminations, to identify \$45.9 million for the elimination of sales between Carlton businesses and \$5.3m for sales between Carlton and International beer.
3. International Beer revenue excludes non-core trading income of \$2.3 million which has now been disclosed on the Other Operating revenue line.
4. In 2001, earnings before interest and tax (EBIT) was disclosed for divisional financial results. The Group now uses earnings before interest, tax, amortisation and SGARA (EBITAS) for reporting divisional financial results.
5. SGARA – Self Generating and Re-Generating Assets - in accordance with the requirements of Australian accounting standard AASB 1037.
6. Other operating revenue includes SGARA, interest, rent, asset sales, Lensworth property sales and other non-beverage income.



**ASX**

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**FACSIMILE**

**Department: COMPANY ANNOUNCEMENTS OFFICE**

**DATE:** 06/02/2003

**TIME:** 18:12:06

**TO:** FOSTER'S GROUP LIMITED

**FAX NO:** 03-9645-7226

**FROM:** AUSTRALIAN STOCK EXCHANGE LIMITED  
COMPANY ANNOUNCEMENTS OFFICE

**PAGES:** 1

**SUBJECT:** CONFIRMATION OF RECEIPT AND RELEASE OF ANNOUNCEMENT

**MESSAGE:**

We confirm the receipt and release to the market of an announcement regarding:

Foster's releases 31/12/01 (HY02) results under new format