

# DANKS HOLDINGS LIMITED

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**Media Release  
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## **DANKS RECORDS A STRONG OVERALL RESULT**

Danks Holdings Limited (DHL), the leading independent hardware and garden products distributor today announced an 18.6% increase in revenue to \$533.5 million for the year ending 30 June 2004. This included a 'one off item' in the form of a property sale.

Product Sales reflected a continued growth for the eighth year in succession, showing a strong total of \$485.4m, an increase of 12.7%.

Managing Director, Graeme Danks said "The company's close attention to our customers, our innovative systems, the very broad product range offered, and comprehensive marketing programs have continued to satisfy existing customers, along with attracting a number of new group members".

Net profit was \$7.16 million, an increase of 37.4%. This result was boosted by the inclusion of the sale of a property, which was the previous location of the Danks Steel Division that was sold in 2001.

When the property sale is excluded from the profit before tax figure, it shows a disappointing increase of 3.1% on last year.

"It is proving to be a real challenge for the company to run our many multiple warehouses as efficiently as we would desire. The planning to create much larger consolidated distribution centres has started, and this will be a major contributor to a better profit line in the future" said Mr. Danks.

The directors have declared a fully franked final dividend of 30 cents for shareholders. In addition, a fully franked special dividend of 10 cents will be paid on 19 November 2004, making a total dividend of sixty five cents (65.0c) for the year, an increase of 18.2% on last year.



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	2004	2003
Total Revenue \$m	533.5 m	449.7 m
Sales Revenue \$m	485.4 m	430.6 m
Pre-Tax Profit \$m	9.63 m	7.57 m
Net Profit \$m	7.16 m	5.21 m
EPS	110.1 c	80.1 c
Interim Dividend	25.0 c	25.0 c
Final Dividend	30.0 c	30.0 c
Special Dividend	10.0 c	-

Danks commenced trading as John Danks & Son Pty Ltd in 1859 and services the product and marketing requirements of HoME Timber & Hardware, Thrifty-Link Hardware and Plants Plus Garden Centres, a total of more than 730 members, who are all independently owned and operated, plus over one thousand other independent retailers.

Danks currently operates six hardware Distribution Centres, at Braeside in Melbourne, which services the South Australian, Northern Territory, Victorian and Tasmanian markets, at Huntingwood and Wetherill Park in Sydney which services the Queensland and New South Wales markets, and also at Kewdale and Welshpool in Western Australia.

### For further information:

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