

# TRENCOR

TRENCOR LIMITED REG NO 1955/002869/06

SHARE CODE: ISIN:  
TRE ZAE000007506  
TED2 ZAE000007282

# REVIEWED

## FOR THE YEAR ENDED 31

## COMMENTS

### Group

- Condensed income statements and balance sheets for Trecor are also presented in US dollars for a better appreciation of the group's results as virtually all of its revenue and assets and much of its expenditure are denominated in that currency. The US dollar statements have not been reviewed by the auditors
- Trading income**, after interest, from continuing operations was R273 million (2002: R248 million) despite the adverse effect of the stronger rand. In US dollar terms it was US\$35,2 million (2002: US\$23,6 million) up 49%
- Strong rand has again resulted in unrealised losses on the translation of net receivables of R519 million (2002: R875 million). These losses were partially mitigated by gains on translation of certain dollar loans of R84 million (2002: R71 million)
- Headline attributable loss**, after unrealised translation gains and losses, was 108,2 cents per share (2002: 230,3 cents). In US dollar terms, headline earnings for the year were 5,6 US cents (2002: 6,8 US cents). Note that earnings in 2002 included the benefit of the change in the discount rate amounting to approximately 61 SA cents or 5 US cents per share
- Tank container manufacturing equipment sold effective 15 April 2004 and loss-making factory in Parow to close
- Consolidated gearing ratio was 174% (2002: 205%) – ratio with Textainer and Brewers Logistics International notionally equity accounted was 24% (2002: 38%)

### Textainer

- Textainer's headline income increased by 81% to US\$29,5 million
- Average fleet utilisation at 88% was the highest since 1995

- 62% of the managed container fleet of nearly 1,1 million twenty foot equivalent units
- 78% of the 388 000 TEU owned by Textainer itself are on long-term lease, resulting

### TrenStar

- Continues to expand its markets and secure contracts with large global companies
- Revenue expectations were not achieved in 2003; the company anticipates becoming
- TrenStar raised US\$33,5 million in new equity to finance expansion

### TAX QUERIES

As previously reported, during September and October 1999 the South African Revenue group's export partners relating to the tax treatment of their participation in the company process continues into its sixth year but it is not possible to anticipate when it will be

The income tax principles underlying the tax treatment of the participation of our partner of supportive legal opinions, including from various Senior Counsel, and we remain should SARS seek to challenge the tax treatment.

A successful challenge by SARS may result in the acceleration of the payment of certain partners) which are carried at their net present values and which would otherwise be paid an outcome would have an adverse effect on the cash flow and profitability of the group not known what form any possible challenge from SARS may take.

## CONDENSED INCOME STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2003

R MILLION	TRENCOR		MOBILE	
	REVIEWED 2003	AUDITED 2002	REVIEWED 2003	AUDITED 2002
REVENUE (INCLUDING EXCHANGE DIFFERENCES) (NOTE 2 AND 3)	731,8	589,0	12,1	19,6
TRADING INCOME BEFORE ITEMS LISTED BELOW:	503,5	563,0	10,2	15,4
CONTINUING OPERATIONS	516,5	579,5		
DISCONTINUING OPERATIONS	(13,0)	(16,5)		
EXCHANGE (LOSSES)/GAINS				
TRANSLATION OF LONG-TERM RECEIVABLES INCLUDED IN REVENUE	(854,5)	(1 420,4)		
TRANSLATION OF BORROWINGS AND INVESTMENTS (NET)	84,0	70,8		
NET LONG-TERM RECEIVABLE REVALUATION ADJUSTMENT	335,2	545,2		
CHANGE IN DISCOUNT RATE RELATING TO LONG-TERM RECEIVABLES	–	132,9		
OTHER INCOME RELATING TO DISCONTINUING OPERATIONS (NOTE 3)	1,1	14,1		
INCOME/(LOSS) FROM OPERATIONS	69,3	(94,4)	10,2	15,4
NET INTEREST EXPENSE – TEXTAINER	(165,8)	(225,7)		
– OTHER	(78,2)	(105,9)	(8,5)	(14,5)
ATTRIBUTABLE INCOME OF ASSOCIATE COMPANY	5,5	1,3	(46,6)	(175,2)
EXCEPTIONAL ITEMS (NOTE 4)	68,5	(30,4)	(0,6)	–
LOSS BEFORE TAXATION	(100,7)	(455,1)	(45,5)	(174,3)
INCOME TAX	(114,5)	(165,4)	0,6	0,5
CONTINUING OPERATIONS	(110,9)	(164,6)		
DISCONTINUING OPERATIONS (NOTE 3)	(3,6)	(0,8)		
INCOME/(LOSS) AFTER TAXATION	13,8	(289,7)	(46,1)	(174,8)
INCOME ATTRIBUTABLE TO OUTSIDE SHAREHOLDERS IN SUBSIDIARIES	112,3	80,3	0,4	0,2
NET LOSS ATTRIBUTABLE TO SHAREHOLDERS	(98,5)	(370,0)	(46,5)	(175,0)
NUMBER OF SHARES IN ISSUE (MILLION)	153,6	153,0	897,8	897,8
WEIGHTED AVERAGE NUMBER OF SHARES IN ISSUE (MILLION)	153,2	152,9	897,8	897,8
UNDILUTED LOSS PER SHARE (CENTS) (NOTE 5)	(64,3)	(242,0)	(5,2)	(19,5)
DILUTED LOSS PER SHARE (CENTS) (NOTE 5)	(64,3)	(242,0)	(5,2)	(19,5)
UNDILUTED HEADLINE LOSS PER SHARE (CENTS) (NOTE 5)	(108,2)	(230,3)	(8,6)	(18,2)
DILUTED HEADLINE LOSS PER SHARE (CENTS) (NOTE 5)	(108,2)	(230,3)	(8,6)	(18,2)
YEAR-END RATE OF EXCHANGE: SA RAND TO US DOLLAR	6,62	8,66	6,62	8,66

## CONDENSED BALANCE SHEETS AT 31 DECEMBER 2003

ASSETS				
NON-CURRENT ASSETS				
PROPERTY, PLANT AND EQUIPMENT	4 759,8	5 619,4		
INVESTMENT PROPERTIES	29,3	33,7		
INTANGIBLE ASSETS AND GOODWILL	43,1	16,1		
INVESTMENT IN ASSOCIATES	64,8	59,4	829,5	936,4
OTHER INVESTMENTS	36,3	43,1		
LONG-TERM LOANS	27,7	20,0		
NET INVESTMENT IN DIRECT FINANCE LEASES	34,9	66,1		
PARTICIPATION IN EXPORT PARTNERSHIPS	–	–	6,1	6,6
LONG-TERM RECEIVABLES	1 446,6	2 065,1	6,3	24,4
DEFERRED TAXATION	188,8	–		
	6 631,3	7 922,9	841,9	967,4
CURRENT ASSETS (NOTE 7)	849,7	1 043,8	11,1	21,2
TOTAL ASSETS	7 481,0	8 966,7	853,0	988,6
EQUITY AND LIABILITIES				
CAPITAL AND RESERVES				

## CONDE

### R MILLION

BALANCE /  
PROCEEDS  
MOVEMENT  
NET LOSS  
GAIN ON D  
LOSS ON D  
GAIN ON DI  
MOVEMENT  
CURRENCY  
CHANGE IN  
UNRECOGN  
FAIR-VALU  
IMPAIRMEI  
TRANSFER  
SHARE OF  
BALANCE /

### NOTES

1. These  
consis  
2. REVEN  
INVOIC  
LEASIN  
MANAG  
FINANC  
DISCO  
REALIS

3. DISCO  
REVEN  
TRADIT  
OTHER  
RETRIE  
OTHER  
REVER  
RECOV  
LOSS I  
INCOM  
LOSS /  
4. EXCEP  
PREMI  
GOODV  
GOODV  
GOODV  
REVER  
PROFIT  
IMPAIF  
GAIN C  
IMPAIF  
LOSS (

5. HEADL  
NET LI  
AMORT  
LOSS (

# RESULTS

# MOBILE

MOBILE INDUSTRIES LIMITED REG NO 1968/014997/06

SHARE CODE: ISIN:  
 MOB ZAE000004602  
 MBN ZAE000012274  
 MOBD ZAE000004610

## 31 DECEMBER 2003

ent units ("TEU") now on long-term lease  
 resulting in higher utilisation and less volatile revenue

panies  
 becoming profitable in the second half of 2004

Revenue Service ("SARS") issued queries to some of the  
 re container export trade through export partnerships. This  
 will be concluded.

Partners in the export trade have been the subject of a number  
 remain confident that the legal advice received will prevail

f certain amounts attributable to third parties (i.e. our export  
 e be paid over an average period of eight to nine years. Such  
 he group. It is not possible to quantify these effects, as it is

### DIVIDENDS

The boards of Trecor and Mobile have decided not to declare a dividend at this time.

### DIRECTORATE

On 3 March 2004 Mr Edwin Oblowitz was appointed as an independent non-executive director of Trecor and Mobile.

### REVIEW OPINION

These results, other than the figures stated in US dollars, have been reviewed by the auditors, KPMG Inc, and their unmodified review reports are available for inspection at the registered office.

### On behalf of the boards

NI JOWELL Chairman Trecor Limited  
 C JOWELL Chairman Mobile Industries Limited

4 March 2004

### DIRECTORS:

**Trecor:** NI Jowell\* (Chairman), HR van der Merwe\* (Managing), HA Gorvy, JE Hoelter (USA), C Jowell, JE McQueen\*, DM Nurek, E Oblowitz (\*Executive)

**Mobile:** C Jowell (Chairman), HA Gorvy, NI Jowell, DM Nurek, E Oblowitz (All non-executive)

Registered Office: 1313 Main Tower, Standard Bank Centre, Heeregracht, Cape Town 8001

Transfer Secretaries: Computershare Limited, 70 Marshall Street, Johannesburg 2001 (PO Box 61051 Marshalltown 2107)

VIEW THE RESULTS ON: [WWW.TRECOR.NET](http://WWW.TRECOR.NET) AND [WWW.MOBILE-INDUSTRIES.NET](http://WWW.MOBILE-INDUSTRIES.NET)

### CONDENSED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

	TRECOR		MOBILE	
	REVIEWED 2003	AUDITED 2002	REVIEWED 2003	AUDITED 2002
ANCE AT THE BEGINNING OF THE YEAR	1 732,8	2 323,9	822,1	1 103,4
CEEDS ON ISSUE OF SHARES	3,1	1,1	-	-
EMENTS IN DISTRIBUTABLE RESERVES	(177,4)	(370,0)	(83,2)	(175,0)
LOSS FOR THE YEAR	(98,5)	(370,0)	(46,5)	(175,0)
ON DILUTION OF INTEREST IN SUBSIDIARIES TRANSFERRED TO NON-DISTRIBUTABLE RESERVE	(78,9)	-	-	-
S ON DILUTION OF INTEREST IN ASSOCIATE TRANSFERRED TO NON-DISTRIBUTABLE RESERVE	-	-	0,6	-
ON DILUTION OF ASSOCIATES INTEREST IN SUBSIDIARIES TRANSFERRED TO NON-DISTRIBUTABLE RESERVE	-	-	(37,3)	-
EMENTS IN NON-DISTRIBUTABLE RESERVES	(52,3)	(222,2)	(25,3)	(106,3)
RENCY TRANSLATION DIFFERENCES	(169,1)	(210,6)	-	-
NGE IN EFFECTIVE INTEREST IN ASSOCIATE COMPANY	-	-	-	(1,1)
COGNISED INCOME/(LOSS) ON DERIVATIVE INSTRUMENTS (IN TEXTAINER)	42,4	(11,6)	-	-
:-VALUE ADJUSTMENT - AVAILABLE FOR SALE INVESTMENTS	(4,5)	(20,6)	-	-
IRMENT OF AVAILABLE FOR SALE INVESTMENT TRANSFERRED TO INCOME STATEMENT	-	20,6	-	-
NSFER FROM DISTRIBUTABLE RESERVES (SEE ABOVE)	78,9	-	36,7	-
RE OF INCREASE IN NON-DISTRIBUTABLE RESERVE OF ASSOCIATE COMPANY	-	-	(62,0)	(105,2)
ANCE AT THE END OF THE YEAR	1 506,2	1 732,8	713,6	822,1

### TES TO THE CONDENSED FINANCIAL STATEMENTS

These consolidated condensed financial statements are prepared in accordance with South African Statements of Generally Accepted Accounting Practice. The accounting policies used in the preparation of the financial statements are consistent with those used in the annual financial statements for the year ended 31 December 2002.

	2003	2002	2003	2002
REVENUE				
INVOICED SALES - GOODS AND SERVICES	70,5	121,3	-	-
LEASING INCOME	1 117,5	1 176,8	-	-
MANAGEMENT FEES	232,3	276,8	-	-
FINANCE INCOME	109,5	352,7	12,1	19,6
	1 529,8	1 927,6	12,1	19,6
DISCONTINUING OPERATION - TANK CONTAINER BUSINESS	56,5	81,8	-	-
	1 586,3	2 009,4	12,1	19,6
REALISED AND UNREALISED EXCHANGE DIFFERENCES	(854,5)	(1 420,4)	-	-
	731,8	589,0	12,1	19,6
DISCONTINUING OPERATIONS				
REVENUE (NOTE 2)	56,5	81,8	-	-
TRADING LOSS - TANK CONTAINER BUSINESS	(13,0)	(16,5)	-	-
OTHER INCOME RELATING TO DISCONTINUING OPERATIONS	1,1	14,1	-	-
RETRENCHMENT COSTS - TANK CONTAINER BUSINESS	(6,1)	-	-	-
OTHER COSTS OF CLOSURE - TANK CONTAINER BUSINESS	(2,7)	-	-	-
REVERSAL OF IMPAIRMENT OF PLANT - TANK CONTAINER BUSINESS	8,8	-	-	-
RECOVERY OF COSTS - ISITHEBE	1,1	14,1	-	-
LOSS BEFORE TAXATION	(11,9)	(2,4)	-	-
INCOME TAX	(3,6)	(0,8)	-	-
LOSS AFTER TAXATION	(8,3)	(1,6)	-	-
EXCEPTIONAL ITEMS				
PREMIUM PAID ON ACQUISITION OF SHARES FROM OUTSIDE SHAREHOLDERS	(5,1)	(0,4)	-	-
GOODWILL IMPAIRMENT	-	(11,7)	-	-
GOODWILL AMORTISATION - SUBSIDIARY	(3,6)	(0,4)	-	-
GOODWILL WRITTEN OFF PURSUANT TO CHANGE OF INTEREST IN SUBSIDIARY	(1,5)	-	-	-
REVERSAL OF IMPAIRMENT OF PLANT	-	2,7	-	-
PROFIT ON SALE OF INVESTMENT PROPERTY	0,6	-	-	-
IMPAIRMENT OF INTANGIBLE ASSET	(0,8)	-	-	-
GAIN ON DILUTION OF INTEREST IN SUBSIDIARIES	78,9	-	-	-
IMPAIRMENT OF AVAILABLE FOR SALE INVESTMENT	-	(20,6)	-	-
LOSS ON DILUTION OF INTEREST IN ASSOCIATE	-	-	(0,6)	-
	68,5	(30,4)	(0,6)	-
HEADLINE LOSS				
NET LOSS ATTRIBUTABLE TO SHAREHOLDERS	(98,5)	(370,0)	(46,5)	(175,0)
AMORTISATION OF GOODWILL IN RESPECT OF ASSOCIATE COMPANY	3,6	3,6	-	-
LOSS/PROFIT ON SALE OF PROPERTY PLANT AND EQUIPMENT	0,2	(6,2)	-	-

EQUITY AND LIABILITIES				
<b>CAPITAL AND RESERVES</b>				
SHARE CAPITAL AND PREMIUM	168,7	165,6	66,5	66,5
RESERVES	1 337,5	1 567,2	647,1	755,6
<b>SHAREHOLDERS' EQUITY</b>	<b>1 506,2</b>	<b>1 732,8</b>	<b>713,6</b>	<b>822,1</b>
INTEREST OF OUTSIDE SHAREHOLDERS IN SUBSIDIARIES	522,1	460,4	4,1	3,7
<b>TOTAL SHAREHOLDERS' FUNDS</b>	<b>2 028,3</b>	<b>2 193,2</b>	<b>717,7</b>	<b>825,8</b>
CONVERTIBLE DEBENTURES	260,5	260,5	127,6	127,6
<b>OTHER NON-CURRENT LIABILITIES</b>				
INTEREST-BEARING BORROWINGS	3 548,8	4 488,8	-	18,3
AMOUNTS ATTRIBUTABLE TO THIRD PARTIES IN RESPECT OF LONG-TERM RECEIVABLES	380,0	397,4		
DERIVATIVE INSTRUMENTS	87,0	171,0		
DEFERRED TAXATION	276,8	273,7	5,3	5,8
	6 581,4	7 784,6	850,6	977,5
<b>CURRENT LIABILITIES (NOTE 8)</b>	<b>899,6</b>	<b>1 182,1</b>	<b>2,4</b>	<b>11,1</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>7 481,0</b>	<b>8 966,7</b>	<b>853,0</b>	<b>988,6</b>
<b>CAPITAL EXPENDITURE INCURRED DURING THE YEAR</b>				
CAPITAL EXPENDITURE COMMITTED AND AUTHORISED, BUT NOT YET INCURRED	152,4	201,6	-	-
MARKET VALUE OF LISTED INVESTMENTS	10,2	14,7	886,2	749,7
DIRECTORS' VALUATION OF UNLISTED INVESTMENTS	26,1	28,4		
<b>RATIO TO AGGREGATE OF TOTAL SHAREHOLDERS' FUNDS AND CONVERTIBLE DEBENTURES:</b>				
TOTAL LIABILITIES EXCLUDING CONVERTIBLE DEBENTURES (%)	226,9	265,4	0,9	3,7
INTEREST-BEARING DEBT EXCLUDING CONVERTIBLE DEBENTURES (%)	173,9	204,8	-	2,8

**CONDENSED CASH FLOW STATEMENTS**

CASH GENERATED FROM OPERATIONS	715,7	886,6	35,5	87,4
INTEREST RECEIVED	14,5	21,4	7,8	8,4
INTEREST PAID	(254,8)	(346,3)	(8,5)	(14,5)
DIVIDENDS PAID TO OUTSIDE SHAREHOLDERS	(17,9)	(20,0)	-	-
TAXATION PAID	(71,8)	(24,3)	(1,1)	(6,1)
<b>NET CASH INFLOW FROM OPERATING ACTIVITIES</b>	<b>385,7</b>	<b>517,4</b>	<b>33,7</b>	<b>75,2</b>
CASH FLOWS FROM INVESTING ACTIVITIES	(793,8)	(1 973,0)	(2,3)	-
CASH FLOWS FROM FINANCING ACTIVITIES	442,1	1 789,2	(26,9)	(78,8)
<b>NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS BEFORE EXCHANGE RATE CHANGES</b>	<b>34,0</b>	<b>333,6</b>	<b>4,5</b>	<b>(3,6)</b>
NET CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR	368,6	128,1	5,1	8,7
EFFECTS OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS	(72,1)	(93,1)	-	-
<b>NET CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR</b>	<b>330,5</b>	<b>368,6</b>	<b>9,6</b>	<b>5,1</b>

In order to provide a better appreciation of the results of the group's activities, abridged income statements and balance sheets are also presented in US dollars, as virtually all of the group's revenue and assets and much of

**UNAUDITED TRENCOR CONDENSED INCOME STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2003**

US\$ MILLION	UNAUDITED 2003	UNAUDITED 2002
REVENUE	192,8	167,6
TRADING INCOME BEFORE ITEMS LISTED BELOW:	66,5	54,0
CONTINUING OPERATIONS	68,3	55,6
DISCONTINUING OPERATIONS	(1,8)	(1,6)
EXCHANGE LOSSES ARISING ON TRANSLATION	(15,0)	(11,0)
CHANGE IN DISCOUNT RATE RELATING TO LONG-TERM RECEIVABLES	-	11,0
<b>INCOME FROM OPERATIONS</b>	<b>51,5</b>	<b>54,0</b>
NET INTEREST EXPENSE - TEXTAINER	(22,5)	(21,8)
- TRENSTAR	(8,1)	(5,4)
- OTHER	(2,5)	(4,8)
EXCEPTIONAL ITEMS	9,7	(1,9)
ATTRIBUTABLE INCOME OF ASSOCIATE COMPANY	0,7	0,2
<b>INCOME BEFORE TAXATION</b>	<b>28,8</b>	<b>20,3</b>
INCOME TAX	2,8	(4,7)
<b>INCOME AFTER TAXATION</b>	<b>31,6</b>	<b>15,6</b>
INCOME ATTRIBUTABLE TO OUTSIDE SHAREHOLDERS IN SUBSIDIARIES	(15,1)	(8,0)
<b>NET INCOME ATTRIBUTABLE TO SHAREHOLDERS</b>	<b>16,5</b>	<b>7,6</b>
NUMBER OF SHARES IN ISSUE (MILLION)	153,6	153,0
WEIGHTED AVERAGE NUMBER OF SHARES IN ISSUE (MILLION)	153,2	152,9
UNDILUTED EARNINGS PER SHARE (US CENTS)	10,8	5,0
DILUTED EARNINGS PER SHARE (US CENTS)	9,3	4,2
UNDILUTED HEADLINE EARNINGS PER SHARE (US CENTS)	5,6	6,8
DILUTED HEADLINE EARNINGS PER SHARE (US CENTS)	4,7	5,7
YEAR-END RATE OF EXCHANGE: SA RAND TO US DOLLAR	6,62	8,66
<b>TRADING INCOME FROM CONTINUING OPERATIONS:</b>		
TEXTAINER	63,0	45,3
TRENSTAR	(1,7)	(4,0)
OTHER	7,0	14,3
	68,3	55,6

AMOR  
LOSS/  
EXCEP  
DISCO  
DISCO  
DISCO  
OUTSIT  
ATTRIB  
HEADL  
WEIGH  
HEADL  
The dil  
anticip  
6. SEGM  
REVEN  
CONTA  
CONTA  
SUPPL  
OTHER  
DISCO  
INCOM  
CONTA  
CONTA  
SUPPL  
OTHER  
DISCO  
7. CURRE  
INVENT  
ACCOL  
CURRE  
AMOU  
CASH  
8. CURRE  
ACCOL  
PROVIS  
TAXATI  
CURRE  
DEFER

UNAUDI  
US\$ MILL  
ASSETS  
PROPERTY,  
LONG-TER  
OTHER NOI  
CURRENT /  
INVENTC  
ACCOUN  
CASH AT  
TOTAL ASS  
EQUITY AN  
SHAREHOL  
INTEREST I  
TOTAL SHA  
CONVERTIB  
INTEREST-I  
AMOUNTS  
DERIVATIVI  
DEFERRED  
CURRENT I  
ACCOUN  
CURREN  
DEFERRE  
TOTAL EQL  
RATIO TO /  
TOTAL LI  
INTERES

AMORTISATION OF GOODWILL IN RESPECT OF ASSOCIATE COMPANY	3,6	3,6		
LOSS/(PROFIT) ON SALE OF PROPERTY, PLANT AND EQUIPMENT	0,2	(6,3)		
EXCEPTIONAL ITEMS (NOTE 4)	(68,5)	30,4	0,6	-
DISCONTINUING OPERATIONS – CURRENT YEAR	9,1	-		
DISCONTINUED OPERATIONS – PRIOR YEARS	(0,8)	(9,9)		
DISCONTINUING OPERATIONS – LOSSES INCURRED TO DATE OF DISCONTINUANCE	(9,3)	-		
OUTSIDE SHAREHOLDERS' ATTRIBUTABLE SHARE OF EXCEPTIONAL ITEMS	(1,5)	-		
ATTRIBUTABLE SHARE OF HEADLINE EARNINGS ADJUSTMENTS OF ASSOCIATE COMPANY	-	-	(31,7)	11,4
HEADLINE LOSS	(165,7)	(352,2)	(77,6)	(163,6)
WEIGHTED AVERAGE NUMBER OF SHARES IN ISSUE (MILLION)	153,2	152,9	897,8	897,8
HEADLINE LOSS PER SHARE (CENTS)	(108,2)	(230,3)	(8,6)	(18,2)

The dilution would arise as a result of any future conversion of convertible debentures and outstanding share options. The directors are of the opinion that the debentures will not be converted in the foreseeable future and therefore no dilution is anticipated for the foreseeable future. No dilutive effect has been presented in respect of either instrument as this would be anti-dilutive.

SEGMENTAL REPORTING				
REVENUE				
CONTAINER – SALES AND FINANCE	(752,5)	(1 068,3)		
CONTAINER – OWNING, LEASING-OUT AND MANAGEMENT	1 097,1	1 299,9		
SUPPLY CHAIN MANAGEMENT SERVICES	327,5	274,2		
OTHER	3,2	1,4		
	675,3	507,2		
DISCONTINUING OPERATIONS	56,5	81,8		
	731,8	589,0		
INCOME/(LOSS) FROM OPERATIONS				
CONTAINER – SALES AND FINANCE	(433,6)	(545,0)		
CONTAINER – OWNING, LEASING-OUT AND MANAGEMENT	465,5	469,0		
SUPPLY CHAIN MANAGEMENT SERVICES	(11,9)	(43,0)		
OTHER	61,2	27,0		
	81,2	(92,0)		
DISCONTINUING OPERATIONS	(11,9)	(2,4)		
	69,3	(94,4)		
CURRENT ASSETS				
INVENTORIES	50,8	51,3		
ACCOUNTS RECEIVABLE	459,9	612,3	1,1	13,8
CURRENT PORTION OF LONG-TERM LOANS	8,5	11,6		
AMOUNT OWING BY AFFILIATED COMPANY			0,4	2,3
CASH AND CASH EQUIVALENTS	330,5	368,6	9,6	5,1
	849,7	1 043,8	11,1	21,2
CURRENT LIABILITIES				
ACCOUNTS PAYABLE	300,1	439,2	0,8	0,9
PROVISIONS	75,8	75,8		
TAXATION	64,2	90,5	1,6	1,6
CURRENT PORTION OF INTEREST-BEARING BORROWINGS	432,1	537,5	-	8,6
DEFERRED INCOME	27,4	39,1		
	899,6	1 182,1	2,4	11,1

ch of its expenditure are denominated in that currency. The amounts stated in US dollars have been prepared by management, are unaudited and have not been reviewed by the company's auditors.

#### AUDITED TRENCOR CONDENSED BALANCE SHEET AT 31 DECEMBER 2003

	UNAUDITED 2003	UNAUDITED 2002		
: MILLION				
ETS				
PERTY, PLANT AND EQUIPMENT AND INVESTMENT PROPERTIES	723,4	652,8		
G-TERM RECEIVABLES	218,5	239,0		
ER NON-CURRENT ASSETS	61,0	25,0		
	1 002,9	916,8		
URRENT ASSETS	127,1	119,2		
IVENTORIES	7,7	5,9		
CCOUNTS RECEIVABLE	69,5	70,7		
ASH AND CASH EQUIVALENTS	49,9	42,6		
AL ASSETS	1 130,0	1 036,0		
ITY AND LIABILITIES				
REHOLDERS' EQUITY	227,5	200,6		
REST OF OUTSIDE SHAREHOLDERS IN SUBSIDIARIES	78,8	53,2		
AL SHAREHOLDERS' FUNDS	306,3	253,8		
IVERTIBLE DEBENTURES	39,4	30,1		
REST-BEARING LIABILITIES	536,1	518,3		
UNTS ATTRIBUTABLE TO THIRD PARTIES IN RESPECT OF LONG-TERM RECEIVABLES	57,4	46,0		
IVATIVE INSTRUMENTS	13,1	19,7		
ERRED TAXATION	41,8	31,6		
	994,1	899,5		
URRENT LIABILITIES	135,9	136,5		
CCOUNTS PAYABLE	66,5	69,9		
URRENT PORTION OF INTEREST-BEARING LIABILITIES	65,3	62,1		
DEFERRED INCOME	4,1	4,5		
AL EQUITY AND LIABILITIES	1 130,0	1 036,0		
IO TO AGGREGATE OF TOTAL SHAREHOLDERS' FUNDS AND CONVERTIBLE DEBENTURES:				
TOTAL LIABILITIES EXCLUDING CONVERTIBLE DEBENTURES (%)	226,9	264,9		
TEREST-BEARING DEBT EXCLUDING CONVERTIBLE DEBENTURES (%)	174,0	204,4		