DOWNSTREAM OIL INDUSTRY

FINANCIAL SURVEY

JANUARY 1997 - DECEMBER 2001

SURVEY CONDUCTED BY

ERNST & YOUNG ON BEHALF OF

AUSTRALIAN INSTITUTE OF PETROLEUM LTD

DECEMBER 2001

CONTENTS	**PAGE**

INTRODUCTION

This is the twelfth publication in the series of the Downstream Oil Industry Financial Survey, conducted annually by Ernst & Young on behalf of the Australian Institute of Petroleum Ltd (AIP) and covers the five calendar years 1997 to 2001.

Through an annual review of the financial position and activities of the industry's operations, the Survey provides aggregated data of the industry's significant role in the economy, enabling comparison with other sectors of the economy.

This Survey comprises the downstream activities of those companies involved in both petroleum refining and marketing (including associated merchandise trading) in Australia and reports on the financial performance and position of these segments separately. This covers the majority of the Australian downstream oil industry, including all of the refining segment but not including the marketing activities of the independent retail sector. The exploration, production and non-oil activities of the refiner marketing companies in Australia are not included.

The tables in this Survey have been prepared by Ernst & Young, based on information supplied in confidence by the participating refiner marketing companies:

- BP Australia Limited
- Caltex Australia Ltd *
- Mobil Oil Australia Pty Ltd
- Shell Australia Limited

No individual company's response has been or will be made available to AIP or any other body. While Ernst & Young has reviewed the responses for consistency, the responses have not been audited and responsibility for the data rests with the companies supplying the data.

* Over the five year Survey period, data has been provided by the following entities:
1997: Australian Petroleum Pty Ltd (trading as "Ampol")
1998 to 2001: Caltex Australia Ltd

SURVEY OVERVIEW

Profitability

- The downstream oil industry has reported a net loss after tax for the year ended 31 December 2001.
- The Survey shows that the net loss after tax and including minority interests for 2001 was $506 million, a decrease of $644 million from the prior years reported net profit after tax of $138 million.
- The net loss in 2001 included a number of “one off” costs incurred by the downstream oil industry. “One off” costs incurred in 2001 amounted to $248 million and included industry restructure and associated costs, goodwill write offs and a number of significant bad debt write offs.
- Of the $506 million net loss after tax, the Refining segment returned losses of $472 million, while the Marketing activities returned a loss of $34 million.
- Operating, marketing and production expenses have increased by $344 million or 12.5% from the prior year ($268 million and 10.4% after adjusting for both years one off costs).
- In comparison, aggregate sales volumes have decreased by 1% in 2001. The final net loss after tax in 2001 is equivalent to a loss per litre sold of in excess of 1 cent.
- Including depreciation, on a per unit basis, the operating, marketing and production costs have increased from 6.7 cents per litre in 2000 to 7.5 cents per litre in 2001, an increase of 11.9% (7.0 cents per litre and an increase of 11.1% after one off adjustments). In 1997 costs were 6.4 cents per litre. This increase has been largely attributed to increases in required maintenance to keep the refineries operating effectively. Other costs associated with the purchase of source inputs have also increased in 2001.
- International price comparisons show the Australian industry to be highly competitive, with Australian retail petrol prices (excluding tax) continuing to be one of the lowest in the developed world.
- Statutory accounting results include stock gains and losses arising from fluctuations in the price of crude oil over the year. The crude oil price decreased from an average of US$31.3/barrel in December 2000 to US$19.6/barrel in December 2001, as illustrated in Appendix 1. In 2001 these fluctuations are estimated to have reduced statutory accounting profit after tax by $690 million.

SURVEY OVERVIEW (Cont.)

Capital Investment in 2001

- Property, plant and equipment employed in the industry of $5.9 billion remained relatively consistent with the previous year. Clean fuels regulatory compliance continues to drive current expenditure and this is expected to continue in the future.
- Over the five-year period of the Survey, new investment has totalled $2.4 billion, contrasting with aggregate profit after tax of $558 million.
- The earnings before interest and tax, return on average assets for the refining business is negative 10.6% and for the marketing business is positive 0.6%.

Environment

- Total readily identifiable environmental expenditure amounted to $119 million in 2001. This expenditure represents 24% of the current year's loss after tax.

Cash Flow

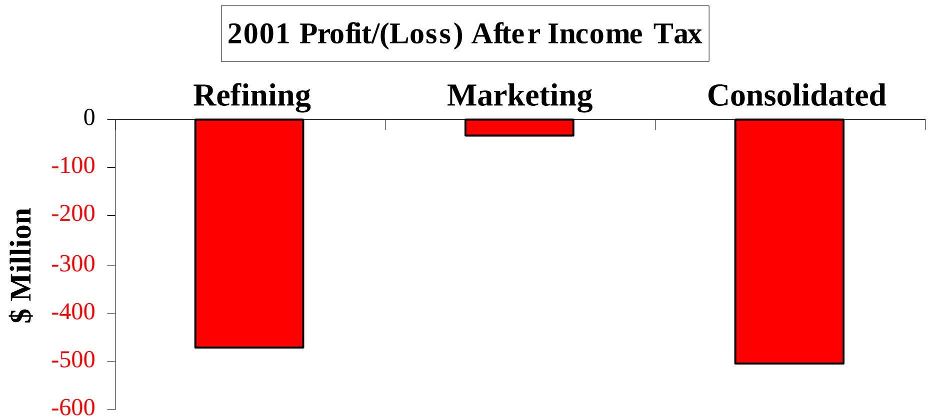
- Cash inflows from operating activities in 2001 were $716 million. This inflow was used in part to finance purchases of property, plant and equipment and dividend payments.

Payments to Governments

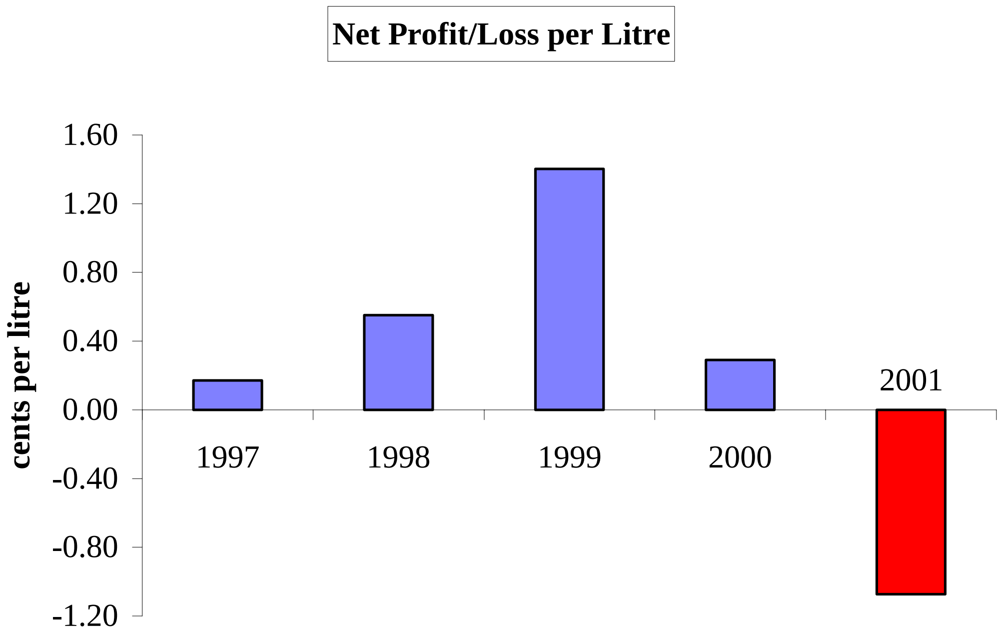
- Actual physical gross payments to governments, including GST, amounted to $13.7 billion in 2001. The bulk of these payments were Federal excise duties.
- GST collections on sales on behalf of the Federal Government in 2001 $5.7 billion.

Employees

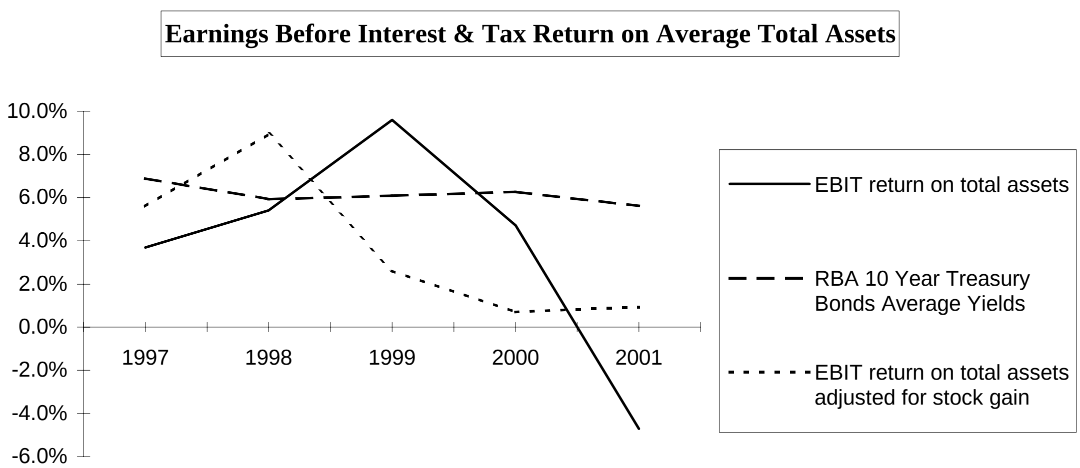
- Whilst employee numbers have increased in 2001, there has been a reduction in the number of people employed by the downstream oil industry over the five year period of the survey. This reduction equates to 766 employees or 8.9% of the total employee population.
- The figures quoted represent only those people directly employed by the Refiner Marketing companies. Contractor resources, which account for a significant proportion of total Refining resources, are not included.
- The Refiner Marketing companies indirectly employ substantially greater numbers in other wholesale and retail sectors of the industry. An estimated 33,856 additional people are employed in the retail and wholesale sectors of the industry.



Both segments have recorded losses, including the normally profitable marketing segment.



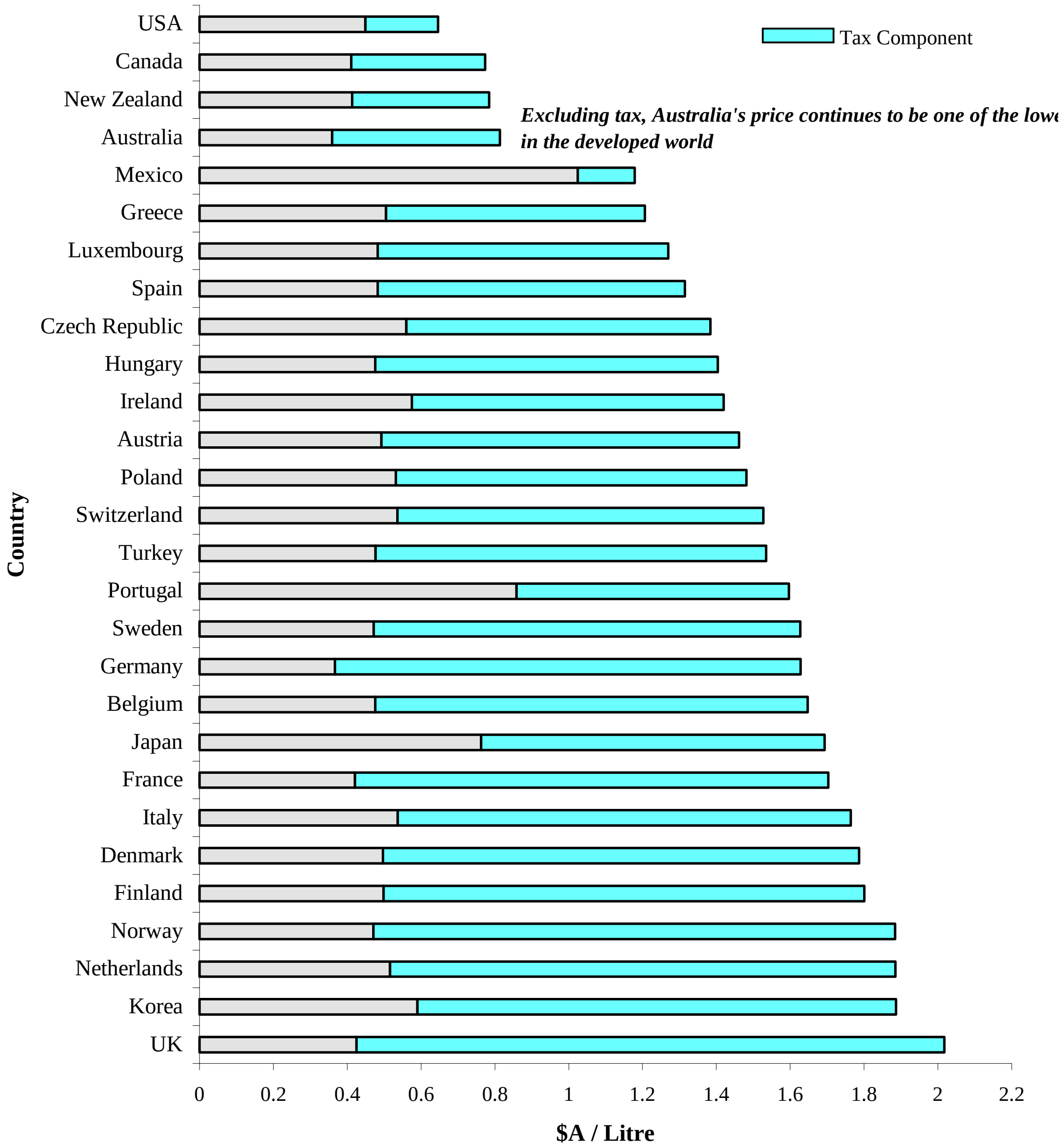
Losses in excess of 1c per litre have been incurred resulting in , the year's negative margins.



Profitability before and after taking stock losses into account remains well below the bond rate

GASOLINE PRICES AND TAXES

OECD - Unleaded Gasoline Prices and Taxes ($A / Litre)
Fourth Quarter 2001



Source: SOURCE: International Energy Agency Statistics, Fourth Quarter 2001

TABLE 1: KEY SALES AND FINANCIAL DATA

	1997	1998	1999	2000	Average 1997-00#	2001
				Megalitres		
Domestic sales volume	40,349	40,174	40,912	40,577	40,503	41,022
Export sales volume	6,982	7,021	6,867	7,002	6,968	6,119
Total sales volume	47,331	47,195	47,779	47,580	47,471	47,141
Total refined product volume imported from overseas	n/a	2,038	2,776	3,389	n/a	2,574
				$ Million		
Gross sales revenue	25,641	23,989	24,730	32,285	26,661	31,802
Duties and taxes	11,750	11,737	12,025	11,603	11,779	11,323
Net sales revenue	13,891	12,252	12,705	20,682	14,882	20,479
Stock gain/(loss)	*(204)*	*(348)*	*703*	*452*	*151*	(690)
Earnings / (loss) before interest and tax – statutory basis	387	535	966	528	604	(575)
– underlying result	*591*	*883*	*263*	*76*	*453*	*115*
Net profit after tax – statutory basis	81	261	670	138	287	(506)
– underlying result	*211*	*483*	*220*	*(160)*	*189*	*(22)*
Net profit return on average shareholders' funds – statutory basis	2.0%	7.0%	17.3%	3.5%	7.6%	(13.8%)
– underlying result	*5.2%*	*13.0%*	*5.7%*	*-4.0%*	*5.1%*	*(0.6%)*
Earnings / (loss) (before interest and tax) return on average total assets – statutory basis	3.7%	5.4%	9.6%	4.7%	5.9%	(4.7%)
– underlying result	*5.6%*	*9.0%*	*2.6%*	*0.7%*	*4.6%*	*0.9%*
Total payments to governments	12,323	12,639	12,897	11,603	12,366	13,652
Shareholders' funds – Total	3,748	3,682	4,061	3,964	3,864	3,262
Total borrowings	3,775	3,031	3,169	4,585	3,640	5,907
Total funds employed	7,523	6,713	7,230	8,549	7,504	9,169
Debt to equity ratio	101%	82%	78%	116%	94%	181%
Total assets	10,265	9,427	10,687	12,009	10,597	12,372
New investment (cash outflow for P,P & Eq)	433	386	408	580	452	602
Environmental expenditure (both operating and capital)	96	101	78	279	139	119

\# Calculated as the average of the previous four years' individual figures

Segment Information 2001:	**Refining**	**Marketing**	**Consolidated**
Net profit/(loss) after tax (statutory) $ million	(472)	(34)	(506)
Net profit/(loss) after tax (underlying), $ million	*11*	*(34)*	*(23)*

STATEMENT OF FINANCIAL POSITION

The carrying value of the industry's total assets exceeds $12.4 billion at 31 December 2001, $363 million higher than the prior year.

Consistent with the previous two years, investment in property, plant and equipment has increased marginally in 2001, as disclosed in table 1.

Total borrowings have increased by $1,322 million in 2001 to $5.9 billion.

Returns on total average assets for the period, based on earnings before interest and tax, is negative 4.7%.

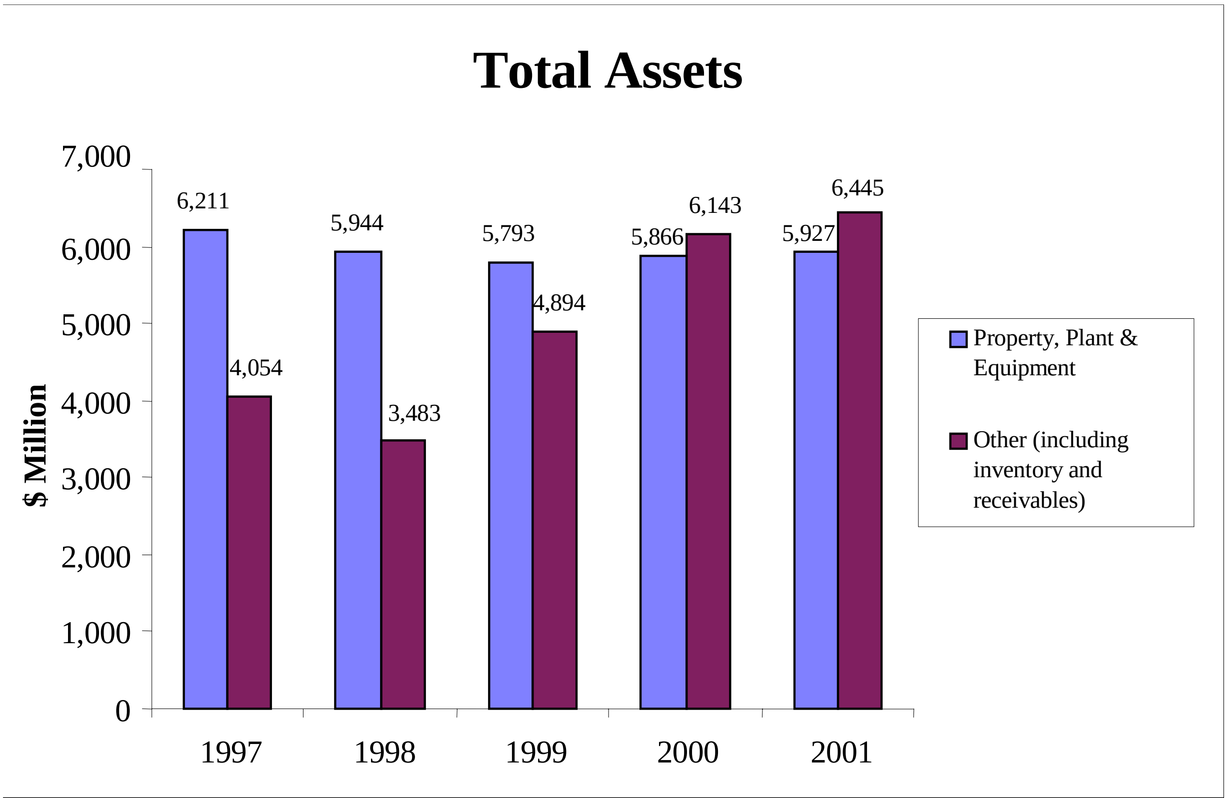


TABLE 2: STATEMENT OF FINANCIAL POSITION – STATUTORY BASIS

Historical cost	1997	1998	1999	2000	2001
			$ Million		
CURRENT ASSETS					
Cash	87	45	4	71	32
Receivables	1,853	1,569	1,984	2,573	2,301
Inventories	1,563	1,167	2,098	2,742	2,055
Other financial assets	n/a	n/a	n/a	n/a	1,416
Other current assets	167	171	135	259	313
TOTAL CURRENT ASSETS	3,670	2,952	4,221	5,645	6,117
NON CURRENT ASSETS					
Property, plant & equipment	6,211	5,944	5,793	5,866	5,927
Receivables	80	72	142	106	89
Investments - equity accounting method	n/a	n/a	n/a	n/a	128
Other non current assets	304	459	531	392	111
TOTAL NON CURRENT ASSETS	6,595	6,475	6,466	6,364	6,255
TOTAL ASSETS	10,265	9,427	10,687	12,009	12,372
CURRENT LIABILITIES					
Interest bearing liabilities	2,128	1,815	2,044	1,690	1,167
Payables	1,849	1,470	2,270	2,407	2,125
Provisions	226	413	365	242	201
Current tax liabilities	65	92	129	7	1
Other current liabilities	51	9	55	211	148
TOTAL CURRENT LIABILITIES	4,319	3,799	4,863	4,557	3,642
NON CURRENT LIABILITIES					
Interest bearing liabilities	1,648	1,216	1,125	2,895	4,740
Provisions	215	221	136	262	277
Deferred tax liabilities	275	341	325	324	440
Other non current liabilities	60	168	177	7	11
TOTAL NON CURRENT LIABILITIES	2,198	1,946	1,763	3,488	5,468
Shareholders' funds - Refining	n/a	n/a	2,125	1,826	1,433
Shareholders' funds - Marketing	n/a	n/a	1,933	2,235	1,829
Shareholders' funds - Total	3,748	3,682	4,061	4,061	3,262
TOTAL EQUITY & LIABILITIES	10,265	9,427	10,687	12,009	12,372

Statement of Financial Position by Segment *Averages for the 12 months*	Refining $ Million	Marketing $ Million	Consolidated $ Million
Average total assets	5,783	6,407	12,190

STATEMENT OF FINANCIAL PERFORMANCE

The downstream oil industry has experienced a fall in profitability in 2001. The operating loss after tax and minority interests for 2001 was $506 million, a decrease of $644 million from the prior year result.

The return on average shareholder funds, based on net profit / (loss) after tax, of negative 13.8% is the lowest reported in this survey period. This return is reported for an industry with gross revenues of $32 billion and total assets of $12.4 billion.

Operating, marketing and production expenses (including one off costs) have increased by $344 million, including higher than usual levels of maintenance expenditure. The one off adjustments accounted for $248 million of the total increased costs.

Sales volumes dropped in the year by 1%, while gross sales revenue reduced by $0.5 billion (1.5%). The impact of reduced sales revenue has been further compounded by an increase in the cost of product of $0.6 billion. The increased cost of product reflects greater maintenance charges associated with keeping the refinery kits operational.

Statutory accounting profits include stock gains and losses arising from fluctuations in the price of crude oil over a year. The crude oil price decreased from an average of US$31.3/barrel in December 2000 to US$19.6/barrel in December 2001. These fluctuations are estimated to have decreased earnings (before tax) by $690 million. The movements in crude oil and international product prices over the Survey period are shown in Appendix 1.

Analysis of the Refining and Marketing Segments

In line with the prior year, data has been collected from the participating companies to show the relative profits/losses of the Refining and Marketing segments of the industry. This data is presented on a statutory basis in Table 3b and on an underlying result basis in Table 3d.

While both segments returned a loss on a statutory accounting basis, the Refining segment accounted for the majority of this, returning an operating loss after tax of $472 million. This equates to a return on earnings before interest and tax on average total assets of negative 10.6%.

The Marketing segment returned a loss after interest and tax of $34 million. The underlying EBIT for Marketing in 2001 was a mere $39 million profit. These results are continued evidence of the low margins in the Marketing segment of the industry. This equates to a return on earnings before interest and tax on average total marketing assets of 0.6%.

TABLE 3a: STATEMENT OF FINANCIAL PERFORMANCE (STATUTORY BASIS)

	$ Million				
	1997	**1998**	**1999**	**2000**	**2001**
Gross sales revenue	25,641	23,989	24,730	32,285	31,802
Less excise duties, State/ Territory franchise fees and sales tax	(11,750)	(11,737)	(12,025)	(11,603)	(11,323)
Net sales revenue	13,891	12,252	12,705	20,682	20,479
Net non-fuel revenue	416	456	338	459	530
Cost of petroleum inputs	(10,913)	(9,262)	(9,219)	(17,421)	(18,041)
GROSS MARGIN	3,394	3,446	3,824	3,720	2,968
Depreciation	443	450	433	432	439
Other operating, marketing and production expenses	2,564	2,461	2,425	2,760	3,104
EARNINGS BEFORE INTEREST AND INCOME TAX	387	535	966	528	(575)
Net Interest expense	(269)	(186)	(177)	(314)	(146)
PROFIT / (LOSS) BEFORE INCOME TAX	118	349	789	214	(721)
Income tax (expense)/credit on earnings*	(59)	(87)	(191)	(76)	220
PROFIT / (LOSS) AFTER INCOME TAX	59	262	600	138	(501)
Net extraordinary items	23	0	72	1	-
PROFIT / (LOSS) AFTER EXTRAORDINARY ITEMS	82	262	672	139	(501)
Minority interest in profit and extraordinary items after tax	(1)	(1)	(1)	(1)	(5)
NET PROFIT / (LOSS) (STATUTORY BASIS)	81	261	670	138	(506)

* Tax rate fell from 34% to 30% in 2001

TABLE 3b: STATEMENT OF FINANCIAL PERFORMANCE – REFINING V MARKETING IN 2001 (STATUTORY BASIS)

	$ Million		
	Refining	**Marketing**	**Total**
Gross Sales Revenue	18,724*	31,802	31,802
Less Sales tax, Customs excise/duties, and State/ territory franchise fees	-	(11,323)	(11,323)
Net Sales Revenue	18,724*	20,479	20,479
Net Non-Fuel Revenue	-	530	530
Cost of Petroleum Inputs – Crude	(18,041)	-	(18,041)
Cost of Petroleum Inputs – Product	-	(18,724)*	-
GROSS MARGIN	683	2,285	2,968
Depreciation	220	219	439
Other operating, marketing and production expenses	1,077	2,027	3,104
EARNINGS BEFORE INTEREST AND INCOME TAX	(614)	39	(575)
Net Interest Expense	(57)	(89)	(146)
(LOSS) BEFORE INCOME TAX	(671)	(50)	(721)
Income tax on earnings	199	21	220
(LOSS) AFTER INCOME TAX	(472)	(29)	(501)
Minority interest in profit and extraordinary items after tax	-	(5)	(5)
NET LOSS (STATUTORY BASIS)	(472)	(34)	(506)

Earnings (before interest and tax) return on average assets	*(10.6%)*	*0.6%*	*(4.7%)*

* : Relate to inter entity sales. These therefore do not form a part of the “total” result.

TABLE 3c: STATEMENT OF FINANCIAL PERFORMANCE (UNDERLYING RESULT)

	$ Million				
	1997	**1998**	**1999**	**2000**	**2001**
Gross sales revenue	25,641	23,989	24,730	32,285	31,802
Less excise duties, State/ Territory franchise fees and sales tax	(11,750)	(11,737)	(12,025)	(11,603)	(11,323)
Net sales revenue	13,891	12,252	12,705	20,682	20,479
Net non-fuel revenue	416	456	338	459	530
Cost of petroleum inputs	(10,913)	(9,262)	(9,219)	(17,421)	(18,041)
GROSS MARGIN	3,394	3,446	3,824	3,720	2,968
Depreciation	443	450	433	432	439
Other operating, marketing and production expenses	2,564	2,461	2,425	2,760	3,104
Stock gain/(loss)	(204)	(348)	703	452	(690)
EARNINGS BEFORE INTEREST AND TAX	591	883	263	76	115
Net Interest expense	(269)	(186)	(177)	(314)	(146)
PROFIT / (LOSS) BEFORE INCOME TAX	322	697	87	(238)	(31)
Income tax (expense)/credit*	(133)	(214)	61	78	13
PROFIT /LOSSES AFTER INCOME TAX	189	484	149	(160)	(18)
Net extraordinary items	23	0	72	1	-
PROFIT / LOSS AFTER EXTRAORDINARY ITEMS	212	484	221	(159)	(18)
Minority interest in profit and extraordinary items after tax	(1)	(1)	(1)	(1)	(5)
NET PROFIT / LOSS (UNDERLYING RESULT)	211	483	220	(160)	(23)

* Tax rate fell from 34% to 30% in 2001

TABLE 3d: STATEMENT OF FINANCIAL PERFORMANCE REFINING V MARKETING IN 2001 (UNDERLYING RESULT)

	$ Million		
	Refining	**Marketing**	**Total**
Gross Sales Revenue	18,724*	31,802	31,802
Less Sales tax, Customs excise/duties, and State/ territory franchise fees	-	(11,323)	(11,323)
Net Sales Revenue	18,724*	20,479	20,479
Net Non-Fuel Revenue	-	530	530
Cost of Petroleum Inputs – Crude	(18,041)	-	(18,041)
Cost of Petroleum Inputs – Product	-	(18,724)*	-
GROSS MARGIN	683	2,285	2,968
Depreciation	220	219	439
Other operating, marketing and production expenses	1,077	2,027	3,104
Stock gain/(loss)	(690)	-	(690)
EARNINGS BEFORE INTEREST AND INCOME TAX	76	39	115
Net Interest Expense	(57)	(89)	(146)
PROFIT / (LOSS) BEFORE INCOME TAX	19	(50)	(31)
Income tax on earnings	(8)	21	13
PROFIT / (LOSS) AFTER INCOME TAX	11	(29)	(18)
Minority interest in profit and extraordinary items after tax	-	(5)	(5)
NET PROFIT / LOSS (UNDERLYING RESULT)	11	(34)	(23)

Earnings (before interest and tax) return on average assets (Underlying result)	*1.3%*	*0.6%*	*0.9%*

* : Relate to inter entity sales. These therefore do not form a part of the “total” result.

CASH FLOW, INVESTMENT & DIVIDENDS

Cash inflows from operating activities in 2001 were $716 million. This was partly attributed to a reduced working capital balance, in particular being for lower dollars held in closing inventory.

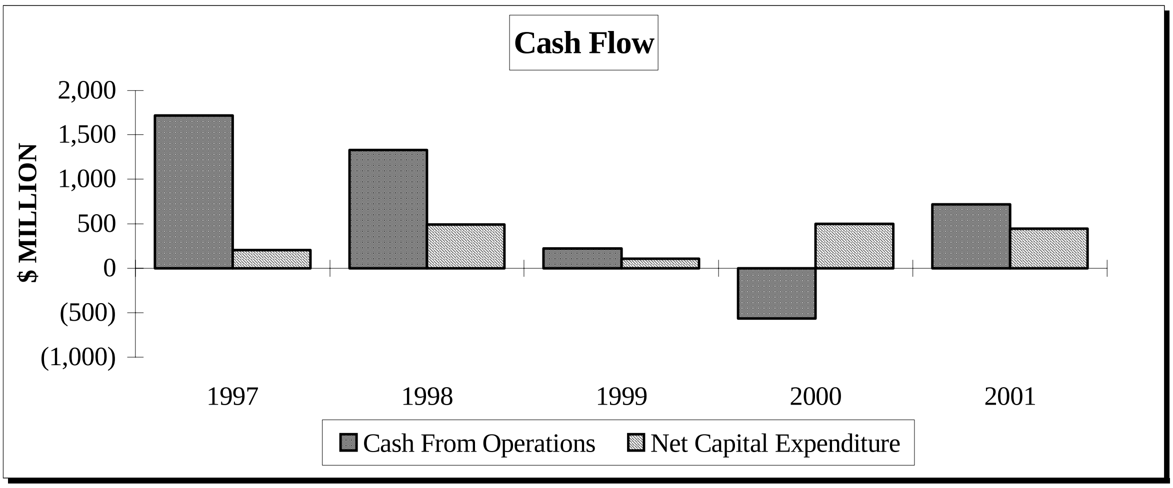
Cash outflow from ongoing investment, although lower than in the prior year has been required to meet the demands of continuing technological change, operational efficiency improvements and increasingly costly environmental requirements.

Actual capital investment in 2001 of $611 million included $242 million in refining assets. Of the refining additions, approximately $108 million was unavoidable capital expenditure made for technical reasons of replacement or to meet regulatory requirements. In addition cash flow has been spent on upgrading various retail sites.

These investments (including "other") have continued to draw on the industry's cash flow, with net outflows of $446 million in the current year. Drawings on cash flow from investing activities were funded through inflows from operations.

The cash flow impact of capital expenditure investment in 2001 was $602 million.

	$ Million				
	1997	1998	1999	2000	2001
Cash from operating activities	1,717	1,329	220	(566)	716
Cash flows from investing activities					
Purchase of property, plant & equipment	(440)	(686)	(412)	(620)	(602)
Proceeds from sales of property, plant & equipment	235	194	304	120	166
Other	-	-	-	-	(10)
Net cash from investing activities	(205)	(492)	(108)	(500)	(446)
Cash from financing activities					
Borrowings/(repayments)	(1,269)	(727)	138	1,415	(94)
Dividends paid	(251)	(188)	(327)	(279)	(212)
Other financing activities	-	33	36	(3)	(3)
Net cash from financing activities	(1,520)	(882)	(153)	1,133	(309)
Net cash flow	(8)	(45)	(41)	67	(39)



PAYMENTS TO / COLLECTIONS ON BEHALF OF THE GOVERNMENT

Annual taxation collections (after surcharges, subsidies and GST) by the oil companies on behalf of the Government have increased by $4.8 billion over the five years of the Survey period.

The majority of these collections in 2001 were for payments to the Federal Government for excise duties on products ($11.4 billion) with GST on outputs accounting for the majority of the remaining balance ($5.7 billion). Excise duty rates vary widely across products.

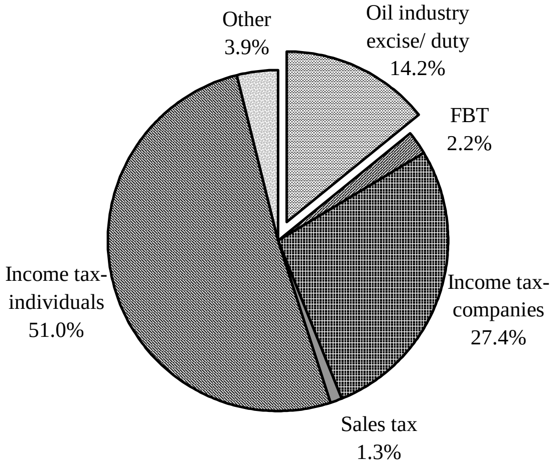
Excise duties from the industry alone represented 14.2% of the total taxation revenue received by the Federal Government during the 2000-2001 fiscal year, making the downstream oil industry a significant contributor to Federal Government revenue. This tax is ultimately borne by the consumer.

GST collected on behalf of the Federal Government amounted to $5.7 billion. Payments remitted amounted to $2.2 billion. The difference between net amounts owing to the government of $2,494 million and amounts paid of $2,201 million represents a net payable in the books of the oil companies at year end.

			$ Million		
	1997	**1998**	**1999**	**2000**	**2001**
Excise duty	11,154	12,506	12,701	12,046	11,406
State/Territory franchise fees	875	(124)	-	-	-
Sales tax	34	35	25	9	-
Sub total	12,063	12,417	12,726	12,055	11,406
Income tax payments	118	61	14	83	54
Land tax and rates	78	75	68	70	71
Payroll tax	36	37	35	35	36
Fringe benefits tax	21	23	23	19	19
Withholding tax	1	17	22	3	16
Others	6	9	8	8	8
Sub total	260	222	170	218	204
Cash subsidies received /receivable	n/a	n/a	(2)	(218)	(75)
Surcharge rebates received/receivable from State Gvts	n/a	n/a	(702)	(452)	(84)
Total	12,323	12,639	12,193	11,603	11,451

	2000	2001
GST received / receivable on outputs	2,524	5,664
GST paid / payable on inputs	1,416	3,170
Net GST paid/payable to the Federal Government	1,108	2,494
Actual GST remitted to the Federal Government		2,201

Oil Industry Excise Duty Contributions to Federal Government Revenue



SOURCE: Budget Strategy & Outlook 2000-2001 Budget Paper No.1 p. 5-9 (2000-01 Estimate figures)2001 Budget

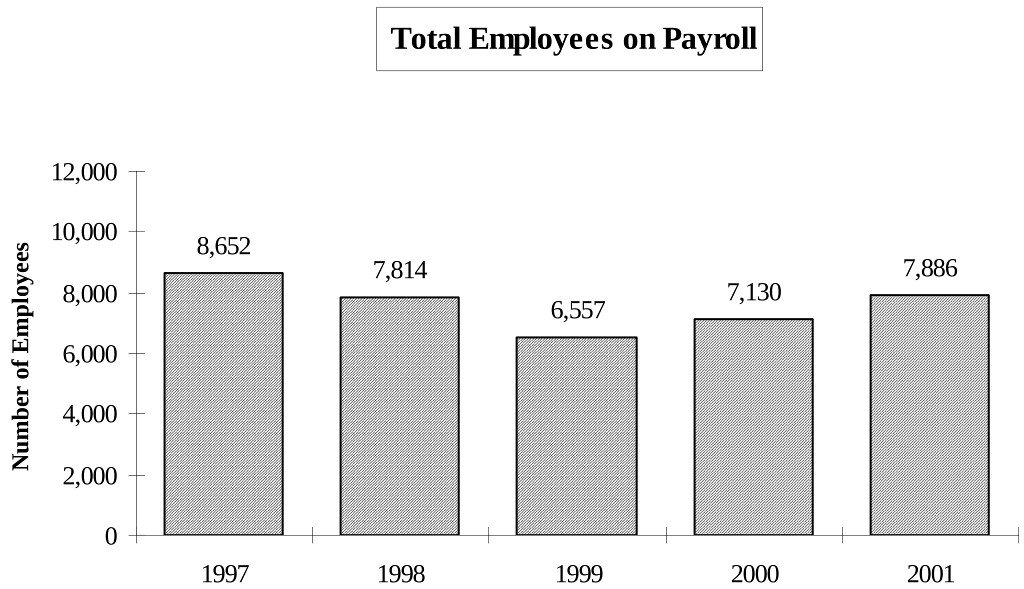
Duties and taxes on petroleum products contribute 14.2% of government revenue

EMPLOYEES

Whilst employee numbers have increased in the 2001 year, there has been a reduction in the number of people employed by the downstream oil industry over the five year period of the Survey. This reduction equates to 766 employees or 8.9% of the total employee population.

The figures quoted represent only those people directly employed by the refiner marketing companies. Contractor resources, which form a significant proportion of total Refining resources, are not included. Of the 7,886 employees at 31 December 2001, 3,171 (40.3%) were employed in the Refining sector, and 4,715 (59.7%) were employed in the Marketing sector.

The Refiner Marketing companies indirectly employ substantially greater numbers in other wholesale and retail sectors of the industry. In addition, distributor companies and site franchisees employ an estimated 33,856 people.



Please note: an adjustment has been made to 31 December 2000 employee numbers to include individuals employed at a wholly owned subsidiary of a Survey participant.

EXPLANATIONS AND DEFINITIONS

Refining and Marketing Segments

For the purposes of this Survey, the Refining segment is deemed to include all assets within the refinery fence, and all activities directly involved in the production of refined petroleum product. The Marketing segment includes all assets and activities involved in the distribution, storage and sale of refined petroleum product.

Accounting Policies

The aggregated historical industry data is a summation of company results consistent with their latest financial statements relevant to the Survey period.

Rounding

The monetary amounts and ratios in the Survey tables have been rounded to the nearest million dollars or one decimal place for percentages.

Statutory Basis

Operating result calculated in accordance with Australian Accounting Standards and other Mandatory Professional Reporting requirements.

Underlying result

Underlying results reported are those financial results adjusted for stock gains/losses due to crude oil price movements.

One off costs

One off costs represents those costs incurred by the industry, that are not typically a cost incurred as a part of running their operations. The following costs are included: redundancy, restructure, significant bad debt costs, goodwill write downs and other costs that are one off and considered significant in size.

Prior Year Adjustments

Financial information reported in prior years is restated where necessary to present the information in a comparable and consistent manner.

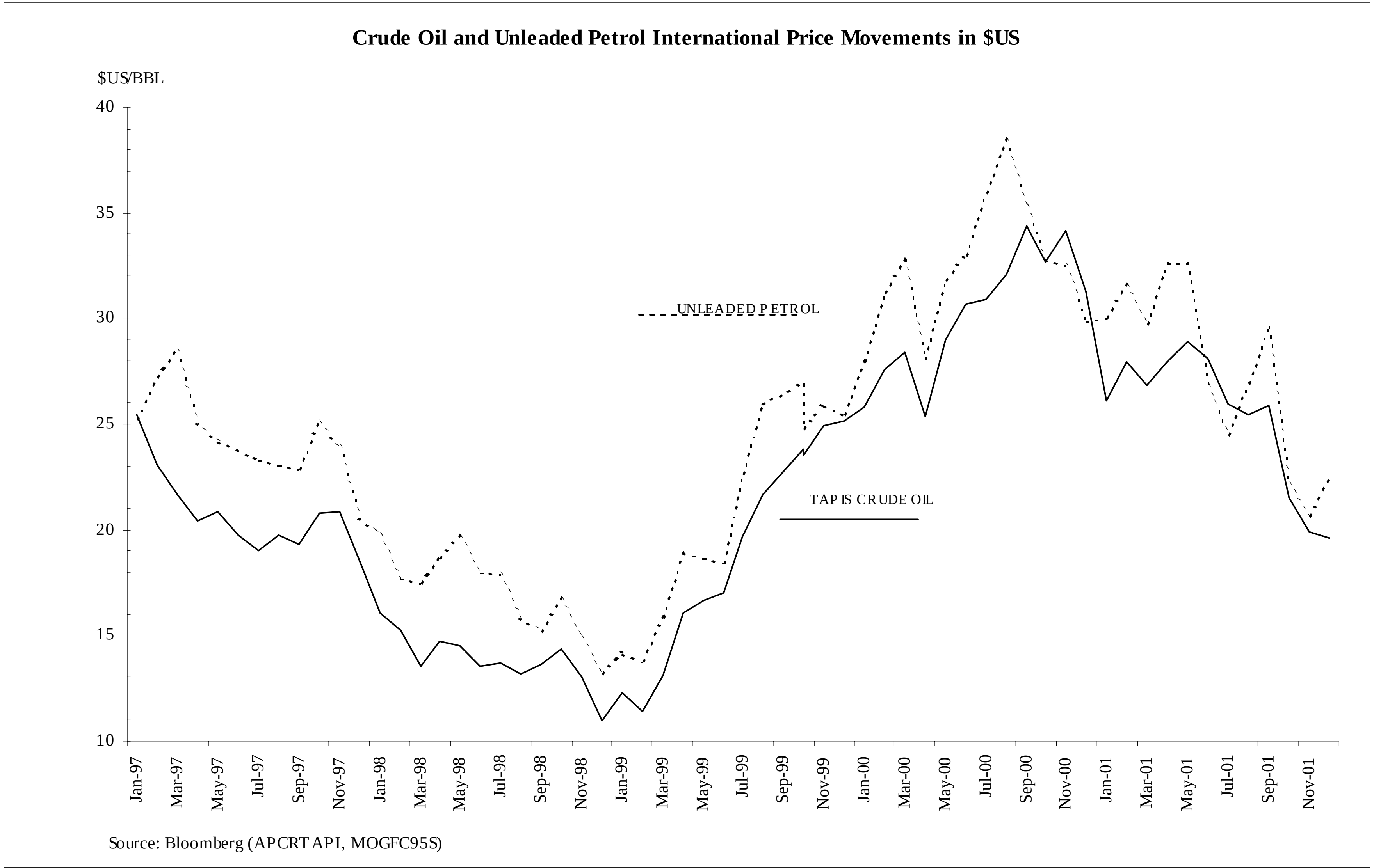
Net loss after tax and including minority interests

Operating result calculated according to generally accepted Accounting principles, after tax and including minority interest.

Formulas and Ratios

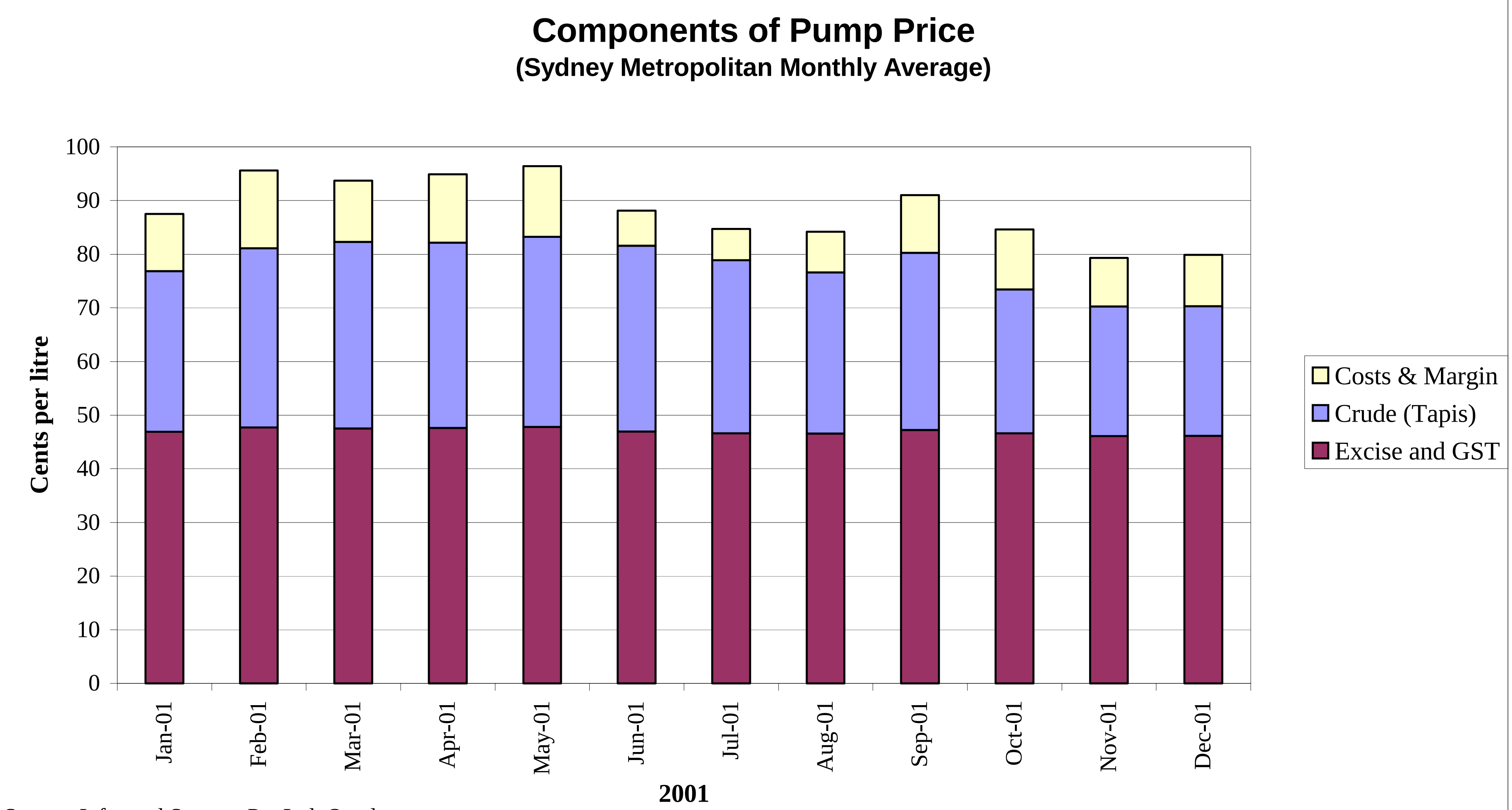
Funds Employed	Sum of shareholders' funds and total current and non current borrowings
Net profit/loss return on average shareholders' funds	Net profit/loss ÷ Average of shareholders' funds at the beginning and end of the period
Earnings before interest and taxes return on average total assets	Earnings before interest, taxes and extraordinary items ÷ Average of total assets at the beginning and end of the period

APPENDIX 1



Crude Oil and Unleaded Petrol International Price Movements in $US
$US/BBL
40
35
30
25
20
15
10
UNLEADED PETROL
TAPIS CRUDE OIL
Jan-97
Mar-97
May-97
Jul-97
Sep-97
Nov-97
Jan-98
Mar-98
May-98
Jul-98
Sep-98
Nov-98
Jan-99
Mar-99
May-99
Jul-99
Sep-99
Nov-99
Jan-00
Mar-00
May-00
Jul-00
Sep-00
Nov-00
Jan-01
Mar-01
May-01
Jul-01
Sep-01
Nov-01
Source: Bloomberg (APCRTAPI, MOGFC95S)

APPENDIX 2



Source: Informed Sources Pty Ltd, Oanda.

Costs and Margin include: depreciation charges, operating, marketing, production expenses and other costs of petroleum input (excluding crude)