



CAPE WOOLS SA
ACCUMULATIVE RESULTS (ALL AUCTIONS)
 Period 01.07.04 - 01.10.04

1. Receipts

| Mass (kg) | | |
|----------------|-----------------|--------------|
| Season to Date | Previous Season | % Difference |
| 10 905 554.4 | 11 417 019.0 | -4.5 |

2. Offerings

| | Merino (Bales) | Other (Bales) | Total (Bales) | Total Kilograms |
|--------------|----------------|---------------|---------------|-----------------|
| 2004/2005 | 36 717 | 6 273 | 42 990 | 6 540 552.2 |
| 2003/2004 | 42 093 | 7 275 | 49 368 | 7 332 150.0 |
| % Difference | -12.8 | -13.8 | -12.9 | -10.8 |

3. Sales

| | | Merino | Other | Total |
|--------------------|------|----------------|---------------|----------------|
| Nett Mass (greasy) | kg | 5 429 293.0 | 848 275.5 | 6 277 568.5 |
| Nett Mass (clean) | kg | 3 421 063.0 | 451 934.9 | 3 872 998.0 |
| Yield | % | 63.01 | 53.28 | 61.70 |
| Sales Value | R | 115 437 222.07 | 10 046 735.72 | 125 483 957.79 |
| Ave. Clean Price | c/kg | 3 374 | 2 223 | 3 240 |
| Ave. Greasy Price | c/kg | 2 126 | 1 184 | 1 999 |
| % Sold | % | 96.1 | 95.4 | 96.0 |

4. Market Indicator

| South Africa | | Australia | |
|-----------------------------------|------------------|--------------|------------------|
| This Auction | Previous Auction | This Auction | Previous Auction |
| 2510 | 2596 | 747 | 772 |
| Accumulative Market Movements (%) | | | |
| Movement | Opening Variance | Movement | Opening Variance |
| -3.3 | -9.7 | -3.2 | -4.2 |