



CAPE WOOLS SA
ACCUMULATIVE RESULTS (ALL AUCTIONS)
Period 01.07.03 - 24.10.03

1. Receipts

| Mass (kg) | | |
|----------------|-----------------|--------------|
| Season to Date | Previous Season | % Difference |
| 15 723 498.2 | 15 498 558.0 | 1.5 |

2. Offerings

| | Merino (Bales) | Other (Bales) | Total (Bales) | Total Kilograms |
|--------------|----------------|---------------|---------------|-----------------|
| 2003/2004 | 61 760 | 11 597 | 73 357 | 10 809 969.6 |
| 2002/2003 | 61 690 | 11 710 | 73 400 | 10 833 577.6 |
| % Difference | 0.1 | -1.0 | -0.1 | -0.2 |

3. Sales

| | | Merino | Other | Total |
|--------------------|------|----------------|---------------|----------------|
| Nett Mass (greasy) | kg | 8 039 490.3 | 1 401 867.1 | 9 441 357.4 |
| Nett Mass (clean) | kg | 5 190 710.5 | 781 849.4 | 5 972 559.9 |
| Yield | % | 64.57 | 55.77 | 63.26 |
| Sales Value | R | 214 948 289.58 | 25 179 516.03 | 240 127 805.61 |
| Ave. Clean Price | c/kg | 4 141 | 3 221 | 4 021 |
| Ave. Greasy Price | c/kg | 2 674 | 1 796 | 2 543 |
| % Sold | % | 86.58 | 91.99 | 87.34 |

4. Market Indicator

South Africa

| This Auction | Previous Auction |
|--------------|------------------|
| 3 119 | 3 095 |

Australia

| This Auction | Previous Auction |
|--------------|------------------|
| 814 | 838 |

Accumulative Market Movements (%)

| Movement | Opening Variance |
|----------|------------------|
| 0.8 | -11.3 |

| Movement | Opening Variance |
|----------|------------------|
| -2.9 | -11.6 |