



AUSTRALIA'S NO.1 HONEY, NATURALLY!



08  
prospectus

17 October 2008

ABN 55 009 686 435

## Corporate Directory

### Company

Capilano Honey Limited  
ABN 55 009 686 435

### Registered Office

399 Archerfield Road  
RICHLANDS QLD 4077

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Email: [honey@capilano.com.au](mailto:honey@capilano.com.au)

Website: [www.capilano.com.au](http://www.capilano.com.au)

### Postal Address

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### Directors

Peter R Barnes  
Roger D Masters  
Phillip F McHugh  
Trevor R Morgan  
Simon L Tregoning

### Secretary

Richard P Rivalland

### Share Registry

Capilano Honey Limited  
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RICHLANDS QLD 4077  
Ph 07 3712 8282  
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### Auditors

Cranstoun & Hussein  
Chartered Accountants  
Level 2  
102 Adelaide Street  
BRISBANE QLD 4000

### Lawyers

McCullough Robertson  
Level 11  
Central Plaza Two  
66 Eagle Street  
BRISBANE QLD 4000

### Trustee

Trust Company Limited  
213 St. Paul's Terrace  
BRISBANE QLD 4000

## Capilano's Mission Statement

- to enhance Shareholder prosperity through leadership in the marketing of honey and other foods and FMCG in Australia and selected overseas markets by achieving excellence in customer service; product quality; and product innovation.
- to continue a commitment to employee career development and well-being.
- to be an ethical and responsible member of the community and act in a manner conducive to the welfare and protection of the environment.

## Corporate Culture and Corporate Objectives

Capilano's corporate culture and objectives aim to:

- recognise, aim for, and encourage high ethical standards;
- encourage responsible and courteous relationships with staff, Shareholders and all who have contact with the Company;
- achieve profitability through good planning funded by adequate profit retention;
- enhance Shareholder prosperity;
- provide adequately for employee well-being through a rewarding, safe and harmonious workplace;
- satisfy the expectations of customers and consumers through product quality, safety and innovation;
- protect Shareholders and all stakeholders in the Company by implementing appropriate compliance procedures and corporate governance.

## Important Notice

This Prospectus relates to the issue of Unsecured Notes and the issue of Shares.

This Prospectus expires on 16 November 2009. It is the seventeenth Prospectus issued by the Company to date. This Prospectus is dated 17 October 2008 and was lodged with ASIC on 17 October 2008.

No responsibility for the contents of this Prospectus is taken by ASIC or any of its officers. Capilano Honey Limited is listed on the BSX. The BSX takes no responsibility as to the contents of this Prospectus.

No Unsecured Notes or Shares will be issued pursuant to this Prospectus after 16 November 2009.

This Prospectus does not constitute an offer in any place, where, or to any person to whom, it would not be lawful to make such an offer.

Applicants should read this Prospectus in its entirety before deciding to apply for Shares or Unsecured Notes. The assumptions underlying any financial forecasts and the risk factors that could affect the financial performance of the Company should be examined. Applicants should carefully consider these factors in light of their personal circumstances (including financial and taxation issues) and seek professional advice from an accountant, stockbroker, lawyer or other professional adviser before deciding whether to invest. The offer does not take into account the investment objectives, financial situation and particular needs of investors.

The Company is a disclosing entity under the Law and is subject to regular reporting and disclosure obligations. Copies of documents lodged with ASIC in relation to the Company may be obtained from, or inspected at, an ASIC office.

A number of terms and abbreviations used in this Prospectus have defined meanings, which appear in the "Defined Terms" section.



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## DEFINED TERMS

### **Applicant**

The person completing, as the case may be, Application Form A, Application Form B or Application Form C.

### **Application Form A**

The form accompanying and forming part of this Prospectus to be used by Applicants to apply to invest in new Unsecured Notes.

### **Application Form B**

The form accompanying and forming part of this Prospectus to be used by Noteholders to add to At Call Investments.

### **Application Form C**

The form accompanying and forming part of this Prospectus to be used to make regular additions to existing At Call Investments.

### **ASIC**

Australian Securities and Investments Commission.

### **At Call Investment**

An Unsecured Note with no specific Investment Term (redeemable at call) and bearing an interest rate per annum as determined by the Company.

### **Beekeeper Director**

A person who was a Supplier Shareholder and a party to a HSA on the first occasion of their election as a director.

### **Board**

The board of directors of the Company.

### **BSX**

Bendigo Stock Exchange ([www.bsx.com.au](http://www.bsx.com.au)).

### **BSX Listing Rules or Listing Rules**

Listing rules of the BSX.

### **Capilano**

A registered trademark owned by the Company.

### **Capilano-Argentina**

A strategic alliance between CHL & HoneyMax s.a in Argentina for the supply and processing of quality controlled Industrial Bulk Honey to export to markets throughout the world (See section 9.3).

### **Capilano's Unsecured Notes**

The total of Unsecured Notes issued.

*Previously called the Capilano Deposit Fund (CDF).*

### **CBL**

Capilano Beekeepers Ltd (ACN 108 568 672), the company which holds the Foundation Share.

### **CCI (previously known as CLI)**

Capilano Canada Inc. (formerly Capilano Labonte Inc) is a wholly owned subsidiary of CHL. CCI is a honey supply & marketing company incorporated in Canada.

### **CHL Group or Group**

A consolidated entity consisting of CHL, the holding company and all subsidiary companies, as set out in Section 2.1.

### **The Company or CHL**

Capilano Honey Limited (ABN 55 009 686 435) and where applicable its subsidiaries.

### **Constitution**

The constitution of either CHL or CBL, as indicated.

### **EFT**

Electronic Funds Transfer.

### **Fixed Term Investment**

An Unsecured Note with an Investment Term of 3, 6, 12, 24 or 36 months, as determined by the Applicant on the application for an Unsecured Note, and bearing an interest rate per annum as determined by the Company.

### **FMCG**

Fast moving consumer goods.

### **Foundation Share**

A foundation share in CHL which is on issue to CBL, allowing that company special voting rights in shareholder meetings of CHL.

### **Foundation Shareholder**

CBL.

### **Honey Supply Agreement or HSA**

An Agreement (as described in section 8.3) between Supplier Shareholders and the Company for the supply of honey.

### **Industrial Bulk Honey**

Honey used as an ingredient in manufactured food products.

### **Intermediate Bulk Container or IBC**

1400kg honey storage container.

### **Investments**

Investment in CHL represented by Unsecured Notes issued pursuant to this Prospectus.



## DEFINED TERMS

### **Investment Term**

The term of any Investment namely:

- a) in the case of At Call Investment, no specific terms; and
- b) in the case of Fixed Term Investment, 3, 6, 12, 24 or 36 months.

### **Law**

The *Corporations Act 2001* (Cth).

### **Noteholder**

Holder of Unsecured Notes issued by CHL.

### **Prospectus**

This prospectus dated 17 October 2008, which is the seventeenth issued by the Company.

### **Quota Price**

Price paid to CHL Supplier Shareholders for quota honey supplied in accordance with their HSA.

### **Retains**

Amounts which may be deducted by the Company pursuant to HSAs, and which may be retained by the Company as unsecured loans for up to five years (See section 8.3).

### **Share Application Form**

The share application form for Shares attached to this Prospectus. This form is ONLY for Supplier Shareholders to meet their HSA requirements.

### **Share Issue**

An issue of Shares to existing Supplier Shareholders as described in section 2.4 and 8.3.

### **Shareholder**

A holder of Shares in CHL.

### **Shares**

Ordinary shares in CHL.

### **Supplier Shareholder**

A shareholder who is a party to a current HSA.

### **Trust Deed or Deeds**

Trust Deed dated 17 May 1993 between the Trustee and the Company.

### **Trustee**

Trust Company Limited ACN 004 027 749.

### **Unsecured Notes**

The Unsecured Notes issued to Noteholders pursuant to this Prospectus.



## CHAIRMAN'S LETTER

17 October 2008

Dear Shareholder

Capilano Honey Limited (CHL) is now in its thirty-ninth year as a public company and is the leading honey supplier in the Australian market. The Company also exports to many other countries and is at the forefront of packaging and marketing of honey and beeswax, which is purchased from its Supplier Shareholders.

The purposes of this Prospectus are to allow CHL:

- to issue Shares to facilitate compliance with HSA obligations; and
- to continue to accept funds and issue Unsecured Notes.

CHL is listed on the BSX and persons wishing to acquire Shares should seek to purchase them on market by contacting an approved BSX broker.

In addition to CHL's principal business, it is involved in other activities including the sale of beeswax and the packaging and marketing of other products for the domestic consumer market. It also has overseas operations in Canada, where Capilano Canada Inc is now well positioned in the North American market, and in Argentina, where it is planned Capilano-Argentina will increase the supply of honey products to the world market.

Currently marketing initiatives to achieve growth in a global market, together with operational improvements in logistics, quality control and packing, are planned to enhance the Company's performance.

CHL has been successful in attracting highly skilled and motivated employees, and its Shareholders are some of the world's most competent honey producers. With the support of a varied Shareholder base and with strong corporate governance, the Company's future is sound.

The Company obtains honey for packaging and sale from Supplier Shareholders who are required to hold sixteen Shares for each hive of bees employed for honey production. This ratio is determined by the Board, who may also issue Shares to facilitate compliance with their HSA.

The Board decided against declaring a dividend for the year ended 30 June 2008 and, apart from 2005 and 2007, has paid a dividend for every other year since 1974.

Shareholders and their associates can invest in Capilano by way of Unsecured Notes. Noteholders wishing to invest in Unsecured Notes should see section 7 of this Prospectus for more information and use the forms attached to the back of this Prospectus. Any persons wishing to acquire Shares or invest funds are encouraged to read this Prospectus in full.

The Board welcomes new Shareholders, Shareholders increasing their holdings and new Noteholders.

Yours faithfully

T R Morgan  
Chairman



## BUSINESS OVERVIEW

### 1.1 Highlights

CHL was established in 1953 and it has grown to be the largest packer and marketer of honey in Australia. Its main objectives are to process, pack and market honey and wax purchased from its Supplier Shareholders. It also has a subsidiary and an interest in a strategic alliance which are active in world markets.

CHL is listed on the BSX, and the terms of its Shares are governed by its Constitution, the BSX Listing Rules and the Law.

### 1.2 Key subsidiaries

CHL owns 100% of CCI.

### 1.3 Growth, outlook and opportunities

Whilst the honey market in Australia is mature, the Company is pursuing opportunities for growth in international markets.

### 1.4 Issue of Shares

The CHL Constitution allows directors to issue Shares to persons who are parties to a HSA to enable them to comply with their obligations under their HSA. The price of any Shares issued will be calculated by reference to the average of recent trades on the BSX.

### 1.5 Issue of Capilano's Unsecured Notes

This Prospectus enables Shareholders, former Shareholders, their families, staff members and close relatives and beekeeper associations to become Noteholders in Capilano. The Unsecured Notes are issued by CHL in accordance with the Trust Deed (see section 8.4 for details of the Trust Deed). The total of Investments from Shareholders and others has varied from time to time. As at 30 June 2008 the Investment totalled \$968,694. Unsecured Notes issued pursuant to this Prospectus are not transferable.

### 1.6 Foundation Share

CHL has issued a Foundation Share to CBL to provide that company with the controlling vote in CHL.

CBL is a company consisting solely of Supplier Shareholders. The Foundation Share provides CBL with:

- 75% of the total number of votes able to be cast in relation to a special resolution of CHL;
- the power to pass or veto any ordinary resolution put to a Shareholders' meeting of CHL.

While the Foundation Share is on issue the elected non-executive Beekeeper Directors of CBL are automatically appointed to the Board of CHL.

### 1.7 Major activities and financial information

A summary of the major activities and financial information relating to the Company is contained in the Annual Report. A full copy of the Annual Report has been lodged with BSX.

Any person who wishes to obtain a copy of the Annual Report may request a copy from the Company who will provide a copy free of charge.

### 1.8 Risk factors and key features

Investment in shares or unsecured notes of a company usually exposes an investor to the same array of business risks and other risks to which the Company is itself exposed. Failure of a company and liquidation of its assets may result in shareholders or noteholders losing part or all of their Investment.

CHL's business is exposed to a variety of commercial and other risks all of which have some potential to affect its future profitability and to influence both dividends on Shares and prices which it is able to pay Supplier Shareholders for honey delivered. For further details see section 6.

Key features of the offered Unsecured Notes appear in section 7.

Section 7 also covers specific risks associated with investing in Unsecured Notes which have not been rated by a recognised rating agency. ASIC has issued Regulatory Guide 69 which requires the Company to explain its position on benchmark reporting criteria. You should specifically read the information in section 7.12 in this regard.

### 1.9 Summary

This summary is not intended to provide full details of the investment opportunity. Shareholders, Noteholders and prospective Noteholders should read this Prospectus in full, together with all information available as set out in section 7, to make a fully informed investment decision.

Persons requiring advice as to whether to invest should seek professional advice from a legal, investment or other adviser.

## 2.1 Capilano's Business

CHL's principal business activity is the packaging and marketing of honey on a global basis. In the year ended 30 June 2008, this activity generated 97% of total sales revenue.

Consumer honey products and Industrial Bulk Honey are marketed by CHL in all Australian States and regularly exported to many other countries.

CHL's other business activities include:

- sales of unprocessed beeswax supplied by Supplier Shareholders, mainly into export markets;
- packing and marketing of products other than honey, including "Smith's" brand golden syrup;
- 100% ownership of CCI, a leading honey marketer in Canada;
- a strategic alliance, Capilano-Argentina, for the packing and marketing of honey for the world market.

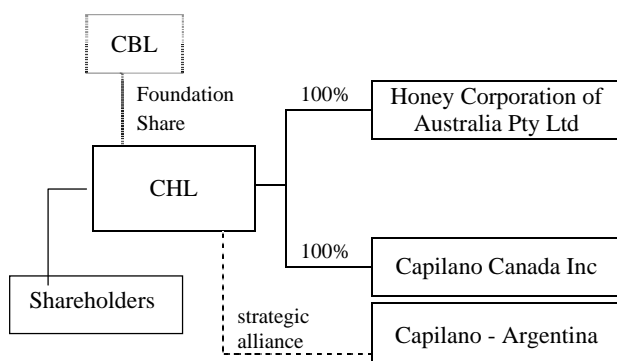
CHL has business centres for honey packaging, warehousing and distribution functions at Richlands, Queensland and Maryborough, Victoria. Both locations are close to the main honey producing regions of eastern Australia and within reach of major domestic markets and shipping ports for exports. Operational management is regional and presently each business centre is responsible for the functions of:

- raw material (honey) intake;
- sourcing and purchase of other inputs;
- invoicing;
- production, warehousing and distribution; and
- local administration.

The CHL corporate head office is located at the Richlands business centre and carries out the following centralised functions:

- marketing and sales management;
- export sales and administration;
- accounting, payroll and financial management;
- central computer system and data processing;
- research and development;
- share registry;
- Unsecured Notes administration; and
- corporate administration.

CHL's corporate structure is set out below:



### Capilano Canada Inc.

In 2003, CHL acquired a 50% share of CLI, a company incorporated in Canada (see section 9.2).

On 29 February 2008, CLI became a wholly owned subsidiary of CHL. It has since been renamed Capilano Canada Inc. (CCI).

CCI continues to increase its share of the Canadian honey market. The investment in CCI affords access to the US market and significant listings in the USA have already been achieved.

### Capilano-Argentina

In 2003, CHL entered into a strategic alliance with HoneyMax s.a.

This strategic alliance may provide a source of honey for CHL, which cannot always be obtained in Australia, to meet customer requirements. The strategic alliance remains important for this reason and to provide security of supply for the retail markets, particularly at times of low production in Australia.

CHL and Capilano-Argentina has the ability to offer quality assured honey to meet the requirements of Industrial Bulk Honey buyers anywhere in the world.

### Brands and Trademarks

CHL owns the trademarks and honey brands "Capilano", "Barnes", "Anderson Honey", "Glenrock", "Heather", "Cloverdale" and "Bee Vital" and holds a licence to use the "Allowrie" trademark for honey products.

In accordance with relevant accounting standards, the acquisition cost of brands and honey businesses are included in the Company's balance sheet as intangible assets and amortised over varying periods according to their expected useful lives.

Accounting standards do not currently allow the inclusion of a value for the Capilano brand in the Company's balance sheet. However, the directors believe this brand is a major asset of the Company and has a substantial value.

## 2.2 Business Strategies

CHL has a substantial domestic market share in both retail and industrial honey market segments.

Its strategies include:

- maintaining the Capilano brand as the national market leader;
- acquiring and/or developing other honey brands;
- expanding sales of value added consumer products;
- identifying new export market opportunities to achieve better prices for bulk export honey; and
- acquiring other synergistic business.





# CAPILANO'S BUSINESS

## 2.3 Performance

### Group Consolidated Sales Revenue

The Consolidated Sales Revenue for the Capilano Group is detailed in Figure 1.

The reduction in sales revenue is largely due to the reduction in domestic honey supply.

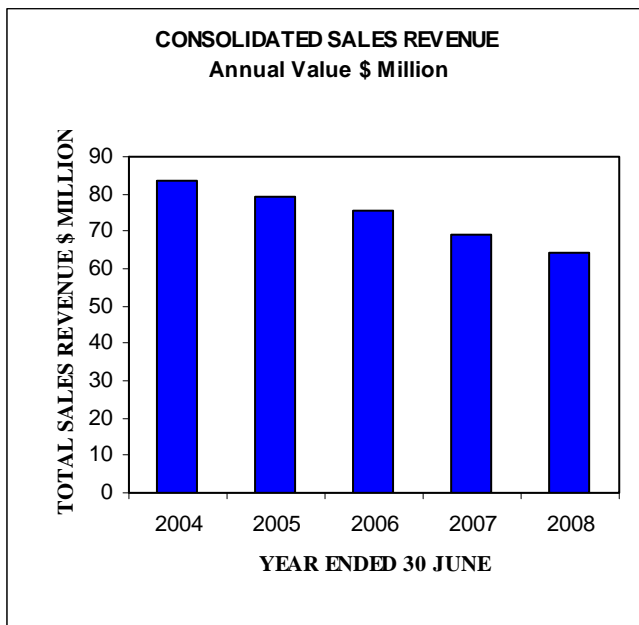


Figure 1

Net loss after tax for the Group was \$7.4 million as detailed in Figure 2.

Market fundamentals for our business in 2008 were grim, with drought continuing to affect supply, exchange rates continuing to impact on export revenues and the shift to private label brands now very evident.

The reported Group loss includes:

- An asset revaluation of \$3.6 million of Capilano's shareholding in Comvita Ltd down to its market value as at 30 June 2008.
- A provision for write-downs of \$2.5 million involving:
  - accelerated depreciation of IBC containers (\$1.1 million);
  - accelerated depreciation of surplus plant and equipment at Maryborough (\$720,000); and
  - a provision for redundancy costs (\$405,000).
- Other provisions (\$400,000).

On the supply side, domestic receipts of 6,900 tonnes reached a record low. The average cost of honey over the year has risen from \$2.23/kg to \$2.62/kg on sales of 10,500 tonnes, with an immediate unfavourable impact on Company profits of A\$4 million compared with last year.

Exchange rates continued to challenge exporters like Capilano. In a competitive export Industrial Bulk Honey market, achieving price increases to offset revenue declines due to the exchange rate movements is difficult. To mitigate against these unfavourable exchange rate movements and raw honey cost increases, the Company

has negotiated price increases in our contracts with some of our long term customers.

The re-engineering of our business to increase our competitiveness continues. We have reduced excess plant capacity, slashed operating expenses and are disposing of surplus assets. The purpose is to match our business to a lower margin sales environment that now exists.

We are also developing new products. The new 'no-mess' 'Snap n' Squeeze' portion pack has been launched using premium honey and also as a functional food item including Omega 3. Other functional food blends are available for later release. A sampling program to the public accompanied its launch together with a public relations campaign to explain its benefits to the target demographic.

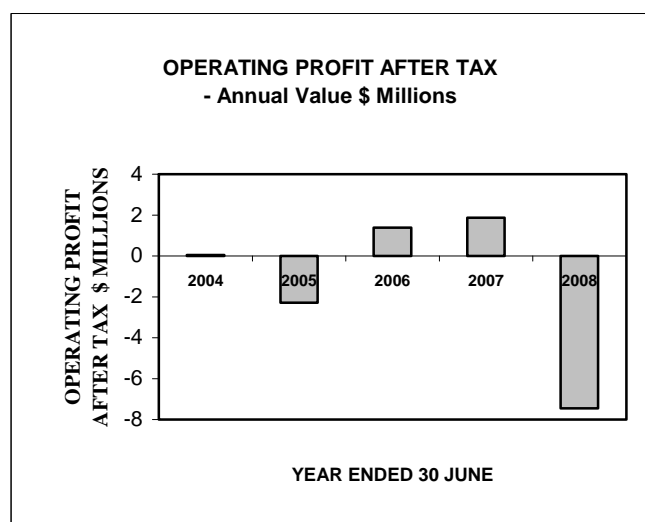


Figure 2

Figure 3 illustrates relative movements in total annual sales volume divided into domestic and export components from 2004 to 2008.

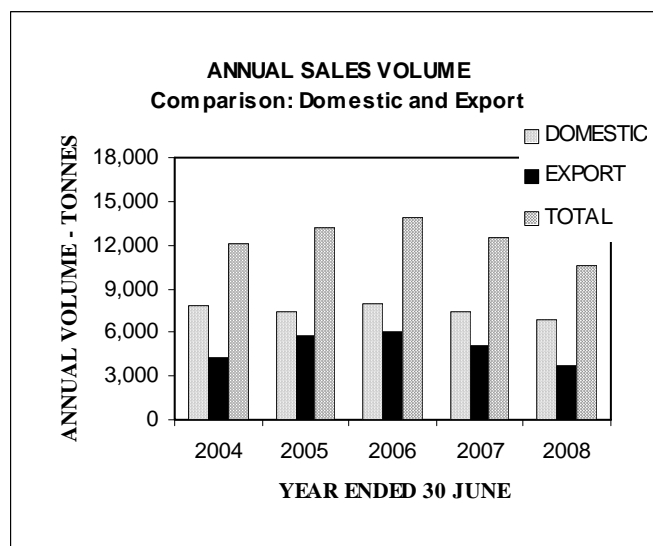


Figure 3



## CAPILANO'S BUSINESS

The major exporters of bulk honey to world markets are China, Argentina and Mexico, while the major importing countries are Germany, USA, Japan and the United Kingdom.

Australia supplies only a small percentage of world honey and therefore has little opportunity to influence world price levels. Consequently CHL's bulk export sales are mostly contracted at prevailing world market price levels, although premiums may be obtainable in some markets.

Figure 4 illustrates the range of variation in world market prices for blending grade Industrial Bulk Honey from 2004 to 2008.

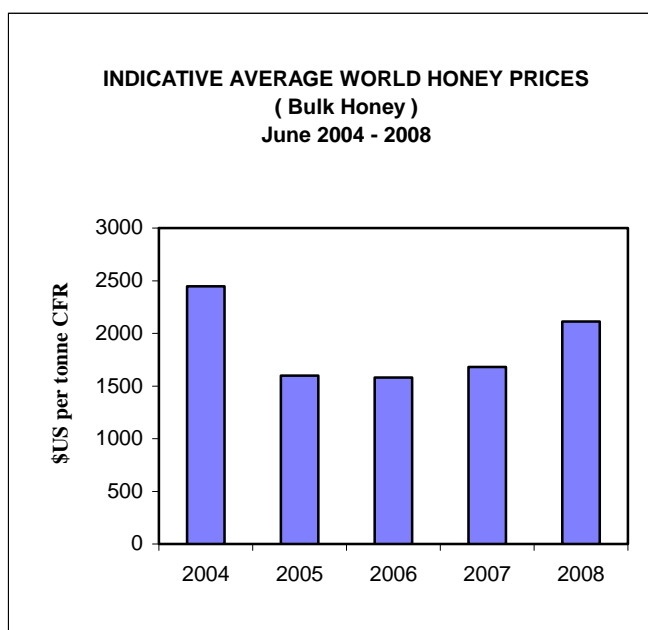


Figure 4

### Honey Prices Paid to Supplier Shareholders

Under the terms of the HSAs with Supplier Shareholders, the Company agrees to purchase an annual quota quantity at the Quota Price. This price is determined by the commercial value of various honey grades sold into different markets and taking into account market conditions, bulk export volume and market prices, foreign exchange rates, and the Company's profit objectives.

The Company may also purchase honey from Supplier Shareholders over their annual quota at prices determined by negotiation between the Supplier Shareholder and the Company.

The graph in Figure 5 illustrates, on a quarterly basis, movements in prices (average honey purchase prices) over a twenty year period from 1989 to 2008 for 2 different grades of honey. These prices include bonuses and premiums that have been paid.

The Company cannot give any guarantee concerning future purchase prices for honey supplied by Supplier Shareholders.

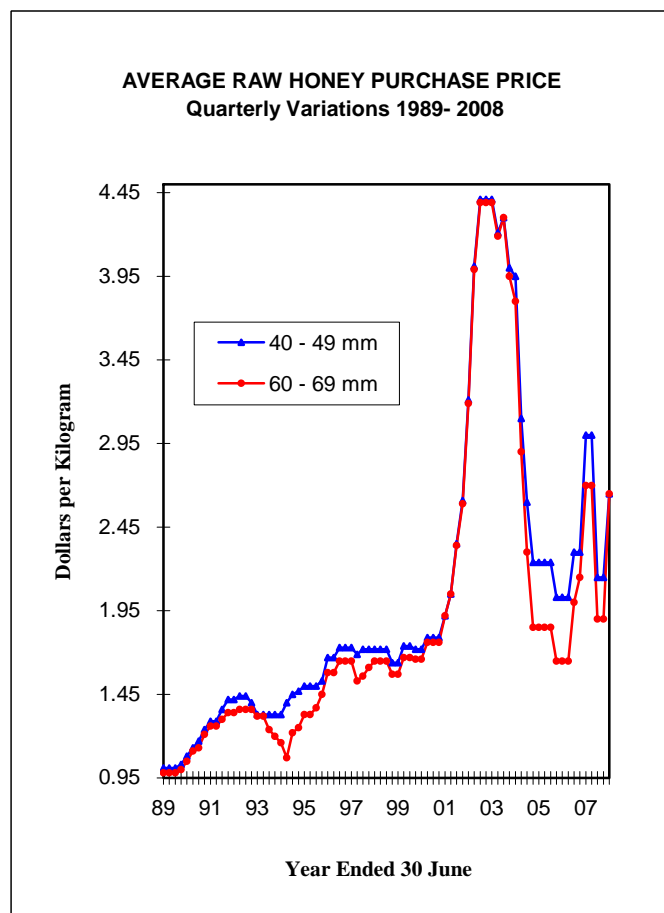


Figure 5

### Australian Beekeeping Industry

The overall size of the industry is quite extensive, with managed honey bees being found in all Australian states and territories. The industry reports to have around 637,000 registered hives in Australia, with approximately 467,000 of these operated by beekeepers with a minimum of 200 hives. These represent what is considered to be the commercial industry.

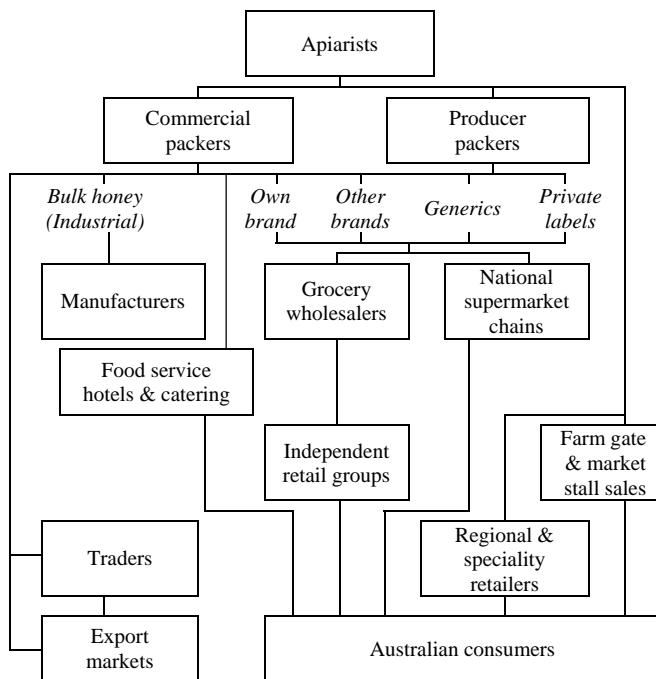
Honey production and supply is dependent upon climatic variations and seasonal conditions, and as a result the annual crop can vary considerably from year to year. Since 1999 Australian Honey production has been lower than usual because of unfavourable climatic conditions in much of eastern Australia. These conditions, together with a world shortage of honey, led to increased competition for available supplies which limited the Company's purchases of Australian honey to 11,950 tonnes in the 2004 financial year. However, conditions for Australian honey production improved and the Company's purchase of Australian honey was 14,466 tonnes in 2005 and 13,564 tonnes in 2006. In 2007 purchases reduced to 10,343 tonnes of Australian honey as a result of deteriorating climatic conditions and increased competition for supply. These conditions worsened in 2008, culminating in the record low receipts of 6,900 tonnes.

During the five years to 30 June 2008, approximately 95% of total honey purchased by CHL was supplied by Supplier Shareholders. In the year to 30 June 2008, 86% of total honey purchased was supplied by Supplier Shareholders.



## CAPILANO'S BUSINESS

The supply, marketing and distribution structure of the honey industry is illustrated below.



### 2.4 Shares

#### Share Ownership

Since incorporation, CHL has required Supplier Shareholders to hold Shares in accordance with the number of hives used for honey production. The number of Shares required is determined by a Shares-to-hives ratio established by the Board.

At the date of this Prospectus, the Shares-to-hives ratio is sixteen, which means that Supplier Shareholders are required to hold sixteen Shares for each hive of bees employed for honey production. This ratio is not fixed and may be changed in the future.

The Board has the right to utilise funds which may be held on behalf of a Supplier Shareholder to pay for Shares issued to satisfy HSA obligations.

As at 30 June 2008, 5,151,065 Shares were on issue. In accordance with HSAs 2,563,126 Shares were required to be held by Supplier Shareholders in order to comply with the Shares-to-hives ratio.

#### Share Issue

Pursuant to the CHL Constitution, the Board may issue Shares to persons who have applied for and been issued with a HSA, and to Supplier Shareholders to satisfy their HSA obligations.

#### Ownership of Foundation Share

As part of a restructure approved by Supplier Shareholders in May 2004, CBL was issued a Foundation Share in CHL which provides:

- CBL with 75% of the total number of votes able to be cast in relation to special resolutions put to a Shareholder meeting of CHL;

- CBL with the power to pass or veto any ordinary resolution put to a Shareholders meeting of CHL; and
- for the elected non-executive Beekeeper Directors of CBL to be appointed to the Board of CHL.

These and other provisions in CHL's Constitution affect its control.

#### Share Trading - Bendigo Stock Exchange

CHL listed on the BSX on 18 June 2004 to facilitate share trading. Members of the public and Shareholders wishing to acquire Shares in CHL should acquire them through the BSX.

### 2.5

#### History

Capilano Honey was founded in 1953, by apiarists Tim Smith MBE and his brother, Bert, who began the business by packing and selling the Capilano brand of honey to grocery stores around Brisbane, Australia. The "Capilano" name has a nostalgic connection with the Capilano district near Vancouver in Canada. It means, "rushing water" in the language of the native Indian tribe who lived there. It was here that Tim Smith met his wife, Jill, while stationed in Canada as an RAAF flying instructor in World War II. In 1956 the business was known as Capilano Apiaries Pty Limited. Expansion interstate and development of export followed as the Company prospered, leading to the establishment of a packing plant and distribution centre at St Marys near Sydney in 1968, followed by another in Maryborough, Victoria, in 1974.

In 1970 the Company became an unlisted public company and in 1974 changed its name to Honey Corporation of Australia Limited. In 1995 it adopted the name Capilano Honey Limited in recognition of the wide appreciation of the Capilano trademark and brand throughout Australia and overseas. In 1997 the factory in Brisbane was redeveloped and the business reduced to a two-plant operation with the closure of the Sydney factory.

CHL markets its products to over 40 countries and is one of the few international honey companies.

In 2003, CHL entered into a strategic alliance, Capilano-Argentina, with HoneyMax s.a in Argentina.

The Argentine strategic alliance underscored the benefit of two honey industry leaders working together, combining business strengths, market intelligence and available honey to service an expanding marketplace. It is the first time that two competing honey exporting countries have joined their efforts and maximised quality and supply to all end users.

Also in 2003, CHL acquired a 50% share in a honey packer in Canada, forming Capilano Labonte Inc.

The Canadian operation substantially increased the Company's global reach, positioning it to meet demand for high quality honey products.

CHL listed on the BSX in June 2004.

In June 2007 the Company sold its wholly owned subsidiary Medihoney Pty Ltd to Comvita Limited.

In February 2008, the Company purchased the remaining half of CLI and renamed it Capilano Canada Inc.



## FINANCIAL INFORMATION

### 3.1 Review of Historical Results

The following table summarises the consolidated audited results for CHL and its subsidiaries for the last three financial years.

The detailed audited financial statements for the year ended 30 June 2008 appear in the 2008 Annual Report and are incorporated in this Prospectus by reference.

Information in the table below has been extracted from audited accounts for the last three financial years (see the Independent Accountants' Report in section 5).

These results are stated under the International Financial Reporting Standards (IFRS).

	2006	2007	2008
<b>Total revenue</b>	<b>76,174</b>	<b>69,269</b>	<b>64,175</b>
Operating profit (loss) before tax	1,976	1,926	(9,095)
Income tax expense (benefit)	586	51	(1,647)
<b>Operating profit (loss) after tax</b>	<b>1,390</b>	<b>1,875</b>	<b>(7,448)</b>
<b>Dividend</b>			
per share	5¢	-	-
Provided	257	-	-
<b>Consolidated financial position</b>			
Total assets	64,150	67,399	61,224
<b>Equity</b>			
Contributed equity	5,306	5,366	5,366
Reserves	2,695	2,750	4,276
Retained profits	18,163	19,982	12,534
<b>Total Equity</b>	<b>26,164</b>	<b>28,099</b>	<b>22,176</b>

### 3.2 Review of Results for the 2007/08 Year

The consolidated net loss before income tax attributable to members of CHL of \$9.1 million includes:

- underlying operating loss of \$2.6 million; and
- provisions and revaluations of \$6.5 million.

The underlying operating loss of \$2.6 million includes:

- reduction in export revenue as the US dollar depreciated a further 13% against the Australian dollar (on the back of a 15% depreciation from 2006 to 2007);
- foreign exchange loss of \$0.85 million mainly on translation of the Company's Canadian assets into Australian dollars;
- depreciation and amortisation costs of \$2.3 million; and
- honey purchase price increases of 17% (following the lowest domestic honey crop on record, consuming an additional \$4.1 million).

No dividend was declared for the year ending 30 June 2008.

### 3.3 Income tax and dividend policy

CHL's Constitution prescribes that directors may determine that a dividend is payable to Shareholders. Directors also have power to pay interim dividends.

In determining the amount of dividend, directors take into account:

- the importance of retaining a portion of profits to provide funds for operations and to provide for future growth; and
- the need to pay dividends to reward Shareholders for their investment in the Company.

Profits retained by the Company after payment of dividends and after taking into account other adjustments will usually be subject to income tax.

As at 30 June 2008 the Company had an accumulated franking account balance of \$2,385,409 based on company income tax paid. This franking account balance can be used to frank future dividends.

No undertaking regarding future dividends is given in this Prospectus.

### 3.4 Annual Report

Details of CHL's financial position as at 30 June 2008 are contained in the Company's Annual Report. The Law requires that sufficient information be given in this Prospectus to persons interested in acquiring Shares or investing in Unsecured Notes to assist them in making an informed investment decision. Therefore, in order to be fully informed, parties reading this Prospectus should also refer to the material contained in:

- the Company's 2008 Annual Report;
- the Financial & Statutory Reports of the Company for the financial year ended 30 June 2008; and
- material contained in all other announcements to the BSX.

Persons wishing to obtain a copy of the Company's 2008 Annual Report or copies of continuous disclosure announcements since the date of the 2008 Annual Report and this Prospectus should write to CHL, at either PO Box 531, Inala Qld 4077, fax on 07 3712 8287 or email [honey@capilano.com.au](mailto:honey@capilano.com.au) for a copy to be forwarded free of charge. Alternatively, this information can be obtained from the BSX website [www.bsx.com.au](http://www.bsx.com.au). Investors should receive the Company's Annual Report within 5 days of making a request. Any complaints may be directed to the regional office of ASIC in their State.

CHL is a disclosing entity and is subject to regular reporting and disclosure obligations. Copies of documents lodged by the Company with ASIC and BSX may be obtained from or inspected at an ASIC office and/or the BSX website.



## DIRECTORS AND MANAGEMENT

The core purpose of the Board is to guide the affairs of the Company to best serve the interests of and continuously add value for its Shareholders.

### 4.1 Board Composition

The Constitution of CHL provides that as long as the Foundation Share is on issue, the Board of CHL will consist of the Beekeeper Directors elected to the Board of CBL by Shareholders and Independent Directors appointed by the other directors acting jointly. At the date of this Prospectus and in accordance with the Company's Constitution the Board consists of:

- three Beekeeper Directors;
- the Managing Director; and
- one Independent Director.

### 4.2 Directors' profiles

- **Trevor R. Morgan, FAICD**  
*Chairman,*  
*Non Executive Director*  
*Commercial Apiarist*

Mr Morgan has been a director since 1998, was elected Deputy Chairman in 2004 and Chairman in 2005. He is a second generation beekeeper with over 30 years experience in honey production. He has been widely involved in industry matters for many years at both State and National level, serving on the South Australian Apiarist Association executive for more than ten years, including 2 years as President. He is a Fellow of the Australian Institute of Company Directors and holds a Company Directors' Advanced Diploma. Mr Morgan is Chairman of the Company's Nomination Committee and a member of the Honey Supply & Industry Committee.

- **Phillip F. McHugh**  
*Deputy Chairman,*  
*Non Executive Director*  
*Commercial Apiarist*

Mr McHugh has been a director since 1993. He is well known in the NSW apiculture industry and his family has been CHL Shareholders since 1975. Mr McHugh previously served as Branch President of the NSW Apiarists Association for a number of years. Mr McHugh is Chairman of the Honey Supply & Industry Committee and a member of the Company's HR and Nomination Committees.

- **Roger D. Masters, B.Com, MBA, CA**  
*Managing Director*

Mr Masters was appointed by the Board as Managing Director in 1996. He has a Bachelor of Commerce Degree, a Masters Degree in Business Administration and is an Associate of the Institute of Chartered Accountants. He has significant experience in finance, marketing and business development in his career in Senior Management. Prior to joining CHL Mr Masters was Finance Director at Bullivant's Natural Health Products. Mr Masters is a member of the Company's Audit & Compliance and Honey Supply & Industry Committees. He is also a Director of Capilano Canada Inc.

- **Simon L. Tregoning**  
*Independent Non-Executive Director*

Mr Tregoning is a director on the Boards of Australian Cooperative Foods (Dairy Farmers), St Luke's Care (Hospital and Aged Care), Waterwheel Foods (biscuits), and is Chairman of Canberra Chilled Foods. He was formerly Vice-President of Kimberly-Clark Corporation. He has had broad FMCG experience in Australia, Africa, and Asia. Earlier he was General Manager of various downstream divisions of Esso Australia Ltd. He was appointed to the CHL Board as Independent Director in July 2006. Mr Tregoning is Chairman of both the Audit & Compliance and HR Committees.

- **Peter R Barnes**  
*Non Executive Director*  
*Commercial Apiarist*

Mr Barnes is a third generation commercial apiarist with 18 years experience and his family have been Shareholders of CHL since 1968. He is actively involved in industry affairs, having recently served 3 years on the Queensland Beekeepers Association Management Committee, including holding the position of Wide Bay Branch Management Representative. Mr Barnes is a member of the Company's Honey Supply & Industry, Audit & Compliance and Nomination Committees.

### 4.3 Senior Management

CHL's senior management group consists of:

- **Roger D. Masters, B.Com, MBA, CA**  
*Managing Director*  
*12 years service*

(for details see section 4.2).

- **Richard Rivalland B.Com., CPA**  
*Company Secretary, Financial Controller*  
*5 years service*

Mr Rivalland has a Bachelor of Commerce Degree majoring in Accounting and Management Accounting and is a Certified Practising Accountant. He has in excess of fourteen years experience in accounting roles in South Africa, the United Kingdom and Australia, predominantly in manufacturing environments for both large multinationals and SME's. Mr Rivalland joined the Company in March 2003 as Management Accountant and was appointed to his current position in November 2004. Mr Rivalland was appointed Company Secretary on 1 March 2008 in addition to his role as Financial Controller.



## DIRECTORS AND MANAGEMENT

- **Peter McDonald** B.Int.Bus (Hons)  
*General Manager - International Business*  
*8 years service*

Mr McDonald has a Bachelor of International Business Degree (Honours) and a Diploma of Export Management. Prior to joining CHL, Mr McDonald spent 3 years in London with the Queensland Government Trade and Investment Office, promoting agribusiness and food products in Europe. Mr McDonald joined the Company in December 2000 as Business Development Manager (Europe), was promoted to International Business Manager in January 2002 and to his current position as General Manager – International Business in May 2005.

- **Ben McKee** B.Agr.Sci. (Hons), PhD  
*Group Operations Manager*  
*5 years service*

Dr McKee has a Bachelor of Agricultural Science Degree (Honours) and a PhD in a field of study related to the honey industry. Previously, Dr McKee worked with the University of Melbourne and within the Victorian Department of Primary Industries as well as managing his own commercial beekeeping enterprise. At CHL, he has managed the Groups Quality Assurance and advanced to Operations Manager of the Brisbane site before being promoted to the Group Operations Manager in December 2006.

- **Simon Bluck**  
*National Sales Manager*  
*1 year service*

Mr Bluck has extensive experience in sales with national accounts and state field operations, gained during more than thirteen years in the FMCG industry in New Zealand and Australia. He holds a National Certificate in Business and an Institute of Management Certificate. Mr Bluck joined the Company as National Business Manager in November 2007 and was promoted to his current position of National Sales Manager in June 2008.



## INDEPENDENT ACCOUNTANTS' REPORT



**Principals**  
Andrew J Cranstoun  
John Feddema  
Masood Ayoob  
Junaide A Latif  
Paul A Copeland  
Julie D Smith

**Consultants**  
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ABN 11 603 627 400

## Cranstoun & Hussein

Chartered Accountants & Business Advisers

17 October 2008

The Directors  
Capilano Honey Limited  
PO Box 531  
INALA QLD 4077

Dear Sirs and Madam



A member of KS International  
An Association of Independent  
Accountants throughout the World

### INDEPENDENT ACCOUNTANTS' REPORT

#### Introduction

This report has been prepared for inclusion in the Prospectus dated 17 October 2008.

#### Scope of Examination

We have audited the financial statements of the economic entity for the years ended 30 June 2004, 2005, 2006, 2007 and 2008 and expressed an unqualified opinion on the financial statements of each of the five years.

#### Opinion

In our opinion, the historical data presented in the Prospectus in section 3 is consistent with the audited financial statements from which the information was derived. For a better understanding of the results and financial position the summarised information should be read in conjunction with the audited financial statements for the year ended 30 June 2008, which are referred to in section 3.4 and are available upon request.

#### Subsequent Events

To the best of our knowledge and belief, there have been no material items, transactions or events subsequent to the balance date of the latest audited financial statements which require adjustments to this report or which would cause reliance on this report to be misleading.

#### Disclosure

Cranstoun & Hussein have no pecuniary interest that could reasonably be regarded as being capable of affecting their ability to give an unbiased opinion in this report. Cranstoun & Hussein will receive a professional fee for the preparation of this report. Cranstoun & Hussein and their principals do not hold or have any interest in the Company except as auditors, independent accountants and tax agents of the Company.

*Cranstoun & Hussein*

**CRANSTOUN & HUSSEIN**  
Chartered Accountants

**M Ayoob**  
A Member of the Firm

Liability limited by a scheme approved under Professional Standards Legislation



## BUSINESS AND INVESTMENT RISKS

Investment in the shares or unsecured notes of a company usually exposes an investor to the same array of business risks and other risks to which the Company is itself exposed. Failure of a company and liquidation of its assets may result in shareholders or noteholders losing part or all of their investment.

CHL's business is exposed to a variety of commercial and other risks, all of which have some potential to affect the future profitability of the Company and to influence both dividends on Shares and prices which the Company is able to pay Supplier Shareholders for honey supplied.

The risks detailed below should not be taken as exhaustive of the risks faced by CHL or its investors, but rather risks that have been encountered to date or that are reasonably foreseeable at this time.

### Apiculture industry

The supply of honey to the Company can be adversely affected by reduced access to floral resources, bee diseases, and beekeeper diversification into non-honey producing activities such as crop pollination and the export of packaged bees. Any future changes in government regulation regarding floral resources can have a significant negative impact on honey supply.

### Bulk export sales

Generally the total annual quantity of honey supplied to CHL exceeds the quantity required to satisfy demand for domestic market retail products and industrial honey and value added retail packed exports. Consequently, the Company has been a consistent exporter of Industrial Bulk Honey onto the world commodity honey market.

The net value in Australian dollars of Industrial Bulk Honey exports is subject to wide variations resulting from movements in export market prices (usually quoted in US dollars) and the exchange rate value of the Australian dollar against the US dollar and other currencies.

Variations in price, exchange rates and market conditions are outside the control of CHL and can have a significant effect on profits and prices paid for honey purchased.

### Climatic Conditions

The production and supply of honey can be adversely affected by unfavourable weather (drought) and environmental and climatic conditions.

### Consumer perceptions

Australian consumers traditionally regard honey as a natural, healthy food product. However, it should be recognised that changes in lifestyles and eating habits could affect future demand.

### Customer attitudes

The Company's profitability can be affected by changes in customer perception and attitudes towards honey and to branded and non-branded products.

### Funding

CHL's operations are largely funded by debt and rely on the Company's continued ability to borrow funds.

### General economic conditions

The operating and financial performance of the Company is influenced by a variety of general economic and business conditions.

A prolonged deterioration in general economic conditions in Australia or overseas could be expected to have a corresponding adverse impact on the operating and financial performance of CHL.

### Government action

Economic, regulatory or taxation policies of government in Australia and protectionist policies and other actions by governments in countries where CHL exports are sold may influence future profitability.

### Honey pricing and supply

Honey purchase prices are dependent on the prevailing supply and demand. Consistently low honey prices will have a negative impact on the Company's financial performance.

### Industrial action

CHL has a good record of harmonious relationships with employees and unions, and has entered into Union Collective Agreements with factory employees at both packing plants. However, industrial action such as strikes, black bans, or secondary boycotts, whether originating in the Company's workforce or elsewhere, could disrupt business and adversely affect results.

### Low barriers to entry

There are few barriers to entry for packing honey for the Australian market.

### Market concentration

The retail grocery market in Australia is dominated by a small number of powerful groups who, between them, account for the majority of annual retail grocery sales. The consequent concentration of buying power can be a disadvantage to CHL.

### Overseas activities

CHL is increasing its business overseas, and in conjunction with other entities in various countries. There are risks inherent in doing business on an international level. To the extent that it is a party to a strategic alliance and reliant on third parties CHL may be subject to the effect of their partners business practices and strategic decisions. The Company may also be subject to any change in economic or political conditions in another country.

### Overseas conditions

Any outbreak of hostilities or pandemics may have an effect on global economic conditions in addition to the Company's direct export performance. This may have an adverse effect on the Company's financial performance.

### Price competition

Price competition is common and often aggressive at both wholesale and retail levels of the domestic market. In the generic and house brand retail product market and the industrial honey market, competition is almost exclusively on a tendered price basis, and consequently, margins are often low.





## **BUSINESS AND INVESTMENT RISKS**

### **Product concentration**

CHL derives substantial strength from the concentration of its management resources in the packing and marketing of honey supplied by its Supplier Shareholders, and relies on this activity for a significant proportion of its profitability. Any event or circumstance which reduces the supply or demand for honey in Australia or overseas, or restricts CHL's access to markets may have a material effect on the profitability of the Company.

### **Product contamination**

Adverse publicity resulting from product contamination or malicious tampering could have serious consequences for the Company and the industry as a whole through reduced demand for honey. Any residues of chemicals or other unnatural substances in local or overseas honey could restrict the markets in which such honey could be sold or render the honey unacceptable to consumers in any market. Contamination could result in a product recall at considerable cost to the Company and threat to future business.



# CAPILANO'S UNSECURED NOTES (formerly *Capilano Deposit Fund*)

## 7.1 General Information

CHL is offering Unsecured Notes to its Shareholders, former Shareholders, their families, staff members and close relatives and beekeeper associations. The purpose of Unsecured Notes is to provide additional funds to the Company and a suitable investment medium for its Shareholders.

### Terms Available

<i>At Call</i>	24 hours notice of withdrawal
<i>Fixed Terms</i>	3 months
	6 months
	12 months
	24 months
	36 months

**Interest Payments** - At Call Investments - interest is paid or credited at the end of each calendar quarter or on redemption. Fixed Term Investments - interest is paid or credited three monthly or on redemption.

**Security** - Investments are not secured by any assets of CHL. Noteholders rank equally with all other unsecured creditors. The amount to be borrowed by way of Unsecured Notes under this Prospectus shall rank equally, for payment purposes, with all other Unsecured Notes on issue. As at 30 June 2008, Unsecured Notes in Capilano totalled \$968,694.

**Maximum Value of Unsecured Notes** - The directors have determined that the maximum total value of Unsecured Notes in Capilano will be \$2 million.

**Gearing** - If the maximum value of Unsecured Notes under Prospectus No.16, dated 16 October 2007, had been reached at 30 June 2008 (i.e. \$4 million) Total External Liabilities (as defined in section 8.4) would have been equal to 76% of Total Tangible Assets (as defined in section 8.4) based on the balance sheet of the Company as at that date.

**Maximum Gearing** - The Trust Deed prohibits CHL from accepting funds or undertaking borrowings which would result in Total External Liabilities exceeding an amount equal to 75% of Total Tangible Assets.

**Credit Rating** - CHL and its securities are not rated by a recognised credit rating authority.

**The Trustee** - The Trustee for Noteholders is Trust Company Limited. The Trustee does not guarantee the repayment of the Unsecured Notes offered under this Prospectus, the interest thereon, or any particular rate of return or performance by CHL of its obligations under the Trust Deed. The sole involvement of Trust Company Limited has been reviewing the text in section 1.5, this section 7 and in section 8.4 of the Prospectus, to satisfy itself that the text is consistent with the terms of the Unsecured Notes or with the relevant Trust Deed.

Trust Company Limited does not make or purport to make any statement in the Prospectus, has supplied no information for this Prospectus and makes no representation or warranty, express or implied, as to the accuracy or completeness of any information contained in this Prospectus.

## 7.2 New Investments

All new Investments in Unsecured Notes must be made on Application Form A accompanying and forming part of this Prospectus.

Noteholders wishing to increase their At Call Investment must complete Application Form B accompanying this Prospectus.

Noteholders wanting to increase their At Call Investment on a regular basis must complete Application Form C accompanying this Prospectus.

Separate Application Forms are required each time additional Unsecured Notes are acquired. Cheques accompanying Application Forms should be crossed and marked "Not Negotiable" and made payable to Capilano Honey Limited.

## 7.3 Variation of Interest Rates

The Company reserves the right to increase or decrease on a monthly basis, during the currency of this Prospectus, all or any of the rates of interest on the Unsecured Notes offered by this Prospectus. In doing so the Company has adopted ASIC Class Order 00/174 "Debenture Prospectus: Updating of Interest Rate and Term Information" issued on 15 February 2000.

In adopting the Instrument, the Company has declined to specify the interest rates on the Application Forms accompanying this Prospectus on the following conditions:

1. That details of interest rates for the following month will be determined by the end of each month and may be obtained by contacting the Company by telephone (07) 3712 8282, fax (07) 3712 8286 or e-mail [honey@capilano.com.au](mailto:honey@capilano.com.au).
2. The Company hereby undertakes that if the Application Form specifies no interest rate, or an interest rate which differs from the interest rate currently offered by the Company for Unsecured Notes of that term and which is not acceptable to the Company.

The Company will at its discretion, either:

- a) return the funds to the Applicant in full, without interest, within 14 days of lodgement; or
- b) do any of the following:
  - (i) forthwith issue an Unsecured Note to the Noteholder for the term specified in the Application Form at the rate which it currently offers for Unsecured Notes of that term;
  - (ii) notify the Noteholder that the Unsecured Note so issued will be redeemed if the Noteholder gives notice to the Company requiring it to be redeemed within 14 days after the Noteholder receives the notification; and
  - (iii) on receipt of a notice requiring the Unsecured Notes to be redeemed pay to the Noteholder an amount equal to the Investment and interest at the rate applicable to the Unsecured Note calculated from the date on which the Application Form was accepted to the date on which the redemption money is sent.



## **CAPILANO'S UNSECURED NOTES (formerly Capilano Deposit Fund)**

### **7.4 Acceptance of Investment**

The Company will acknowledge in writing acceptance of all Investments within one month of issuing the Unsecured Notes to the Noteholder.

The Company reserves the absolute right to refuse any application for Unsecured Notes either in whole or in part, at their absolute discretion.

The Company reserves the right to deduct from principal or interest any taxes or duties applicable to Unsecured Notes issued under this Prospectus, including those arising from receiving the application money, repaying such money or paying interest thereon which the Company has or shall become liable to reimburse to its bankers or pay under any legislation.

### **7.5 Register**

The Register of Noteholders will be maintained at the registered office of CHL.

### **7.6 Interest**

Interest is calculated daily from the date of acceptance of a new Investment, or transfer of an existing Investment in Capilano. Interest is to accrue until the due date for payment thereof or in the event of default until paid or the Unsecured Note is redeemed.

Noteholders are asked on the Application Forms to advise the Company of the following alternative interest instructions:

- Interest to be reinvested; or
- Interest to be paid by cheque or EFT.

For At Call Investments, interest will be calculated daily, and credited to current balances, or paid by cheque or EFT to the Noteholder as requested, after the end of each calendar quarter, (i.e. at the end of March, June, September and December).

For all Fixed Term Investments interest will be calculated daily, and credited to current balances, or paid by cheque or EFT to the Noteholder as requested, at the expiry of each three monthly period beginning at the end of the month in which the Investment is made.

### **7.7 Oversubscriptions**

The directors have determined that the maximum total value of Unsecured Notes in Capilano will be \$2 million in order to ensure compliance with the unsecured borrowing limitation created by the Trust Deed (see section 8.4) of this Prospectus.

Any Investments, which if accepted would result in the total value of Unsecured Notes in Capilano exceeding the limit of \$2 million, will be returned to Noteholders within 14 days without interest.

### **7.8 Maturing Investments**

In the case of Fixed Term Investments the Company will mail to Noteholders a notice of imminent maturity approximately two weeks before the date on which the Investment will mature, seeking further instructions.

If no instruction is received as to what is to be done with the Investment in the Unsecured Note by the date of maturity it will be automatically re-invested from that date. The principal will be invested in an At Call Investment until further instructions are received, and interest will be treated according to previous instructions (i.e. added to principal or paid by cheque or EFT). The interest rate applicable to the At Call Investment will be the rate applying from time to time.

### **7.9 Rights of Early Redemption of Fixed Term Unsecured Notes**

The Company will consider written requests from Noteholders faced with unforeseen or exceptional circumstances of hardship for repayment of their Investment prior to maturity. Any decision by the Company will depend upon the circumstances involved and will be at the sole discretion of the Company.

In the event of death of a sole Noteholder, the Company (subject to legislative requirements) will repay to his estate the whole or any part of the deceased's Investment.

A reduced interest rate reflecting the shorter term may apply to the amount repaid in these cases.

### **7.10 Interest Cover**

Interest paid on total CHL borrowings for the year ended 30 June 2008 was \$2,103,892. The Company's 2008 loss resulted in no interest cover.

### **7.11 Borrowing Limitations**

Details of the provisions in the Trust Deed relating to borrowing limitations are set out in section 8.4.

#### **Nature of Investment**

Investments will be represented by Unsecured Notes issued under the terms of the Trust Deed. The Trust Deed and the Law define the main obligations of the Trustee. Other obligations may arise under general law.

The Trust Deed requires the Company to furnish to the Trustee half yearly financial statements, annual auditors' reports and quarterly directors' certificates and reports and is required by the Trust Deed to make punctual payment to the Noteholders of all principal and interest falling due in respect of their Investment. The Trustee is bound to comply with the duties imposed on it by the Law and to exercise reasonable diligence to ascertain from material furnished to it under the Trust Deed whether or not the Company or any guarantor has committed a breach of any of the covenants, obligations, conditions or provisions relating to the Unsecured Notes or contained in or imposed by the Trust Deed. The Trustee represents the Noteholders in dealings with the Company and determines whether to enforce and, if appropriate, does enforce on behalf of all Noteholders the Company's obligations in respect of the Unsecured Notes.

The Noteholders have the benefit of a Trustee to represent them collectively.



## CAPILANO'S UNSECURED NOTES (formerly Capilano Deposit Fund)

Noteholders may not individually proceed against the Company if the Trustee has determined to take action on behalf of them all.

In the case of winding up of CHL, Unsecured Notes will rank (apart from any priorities created by law) equally with amounts owing to all other unsecured creditors of the Company but before distributions to Shareholders. Unsecured Notes on issue, all rank equally for payment.

The Trust Deed prohibits the Company from issuing Unsecured Notes or creating any other liabilities which would result in Total External Liabilities exceeding an amount equal to 75% of Total Tangible Assets. (See section 8.4).

Unsecured Notes are not transferable, but on the death of a Noteholder the notes may be transmitted to the legal personal representative of the Noteholder.

### 7.12 ASIC Regulatory Guide 69 Disclosure

ASIC recently released *Regulatory Guide 69: Debentures- improving disclosure for retail investors* (the Guide). The Guide sets out guidelines aimed at helping Noteholders better understand and assess the Unsecured Notes being offered.

In particular, the Guide sets benchmarks that can help retail Noteholders assess the risk and risk-reward prospects of the debentures. These benchmarks and CHL's performance against them are set out below.

» **Benchmark 1: Equity Capital**

*Debenture issuers (other than property developers) should maintain a minimum of 8% equity.*

At 30 June 2008, CHL had an equity ratio of 36%.

» **Benchmark 2: Liquidity**

*Debenture issuers should have cash flow estimates for the next 3 months and ensure that at all times they have on hand cash or cash equivalents sufficient to meet their projected cash needs over the next three months.*

CHL has detailed cash flow estimates for the next 3 months. Based on the assumptions and considerations set out below, these estimates demonstrate that the Company has on hand cash or cash equivalents sufficient to meet its projected cash needs over that period.

The Company reviews its cash flow estimates on a regular basis.

**Cash Flow Assumptions and Considerations:**

Incoming cash flows from customers are estimated using actual sales data and historical payment terms. Outgoing cash flows for purchases of honey are estimated using the terms applicable in Honey Supply Agreements. Payments of other raw materials and of salaries and wages are estimated using a combination of historical records and future production requirements.

Noteholder rollover rates have been at least 75% over the last twelve months. CHL believes that it is reasonable to expect that future Unsecured Note maturities will rollover at a similar rate.

CHL maintains a bank funding facility in excess of its requirements. As at 30 June 2008, unused facilities were in excess of \$3,700,000.

» **Benchmark 3: Rollovers**

*Issuers should disclose their approach to rollovers, including whether the 'default' is that debenture investments with them are automatically rolled over.*

In the case of Fixed Term Investments the Company will mail to Noteholders a notice of imminent maturity approximately two weeks before the date on which the Investment will mature, seeking further instructions.

If no instruction is received as to the disposal of the Investment by the date of maturity it will be automatically re-invested from that date. The principal will be invested in At Call Investment until further instructions are received, and the interest will be treated according to previous instructions (i.e. added to principal or paid by cheque or EFT). The interest rate applicable to the At Call Investment will be the rate applying from time to time.

» **Benchmark 4: Credit ratings**

*Issuers should have their Debentures rated for credit risk by a recognised credit rating agency.*

Capilano's Unsecured Notes have not been rated for credit risk by a recognised agency.

The Directors believe that Capilano's Unsecured Notes are not of sufficient size to justify being rated by the approved credit rating agencies [i.e. Standard & Poor's (Australia) Pty Limited, Moody's Investors Service Pty Limited and Fitch Australia Pty Limited].

The Board will consider the appropriateness of this view on an ongoing basis. In deciding not to have the Unsecured Notes rated, the Board has had regard to the following factors:

- the Unsecured Notes balance as at 30 June 2008 was \$968,694;
- the equity ratio is approximately 36% compared with the benchmark equity minimum of 8%;
- CHL maintains a bank funding facility in excess of its requirements;
- CHL has an ongoing process of liquidity management to manage its cash flow;
- CHL has credit and risk management policies to manage its exposure to any credit risk.

» **Benchmark 5: Loan portfolio**

*This benchmark only applies to issuers who on-lend funds.*

This benchmark is not applicable to CHL, as it does not on-lend funds.



## **CAPILANO'S UNSECURED NOTES** *(formerly Capilano Deposit Fund)*

» **Benchmark 6: Related party transactions**

*This benchmark only applies to issuers who on-lend funds.*

This benchmark is not applicable to CHL, as it does not on-lend funds.

» **Benchmark 7: Valuations**

*This benchmark only applies to issuers who lend money for property related activities.*

This benchmark is not applicable to CHL, as it does not lend money for property-related activities.

» **Benchmark 8: Lending principles – loan to valuation ratios**

*This benchmark only applies to issuers who lend money for property related activities.*

This benchmark is not applicable to CHL, as it does not lend money for property-related activities.

In addition to the disclosures required as of 1 March 2008, an issuer's quarterly reports to their Trustee should, at least twice a year, specifically explain any material changes to the issuer's performance against the benchmarks, including against the issuer's alternative approach to meeting the benchmarks.



## MATERIAL AGREEMENTS

### 8.1 Inspection of Significant Documents

The directors are of the opinion that certain agreements and associated information are significant to this Prospectus or may be relevant to potential purchasers of Shares and Noteholders in CHL.

The directors consider that the contracts described below and elsewhere in this Prospectus are those which a Noteholder would reasonably regard as material and which they and their professional advisers would reasonably require to make an informed assessment of the Shares and Unsecured Notes.

Set out in this section is a brief summary of the more important provisions of these material contracts.

Copies of the following documents are available for inspection during normal office hours at the registered office of the Company for 13 months after the date of this Prospectus.

- the Constitution; and
- the consents to the issue of this Prospectus.

### 8.2 CHL Constitution

A summary of the rights attaching to the Shares and certain provisions of the Constitution of the Company are set out below. The summary is not intended to be exhaustive and must be read subject to the full text of the Constitution.

#### Restriction on shareholdings

No person shall have a relevant interest in more than 10% of the Shares on issue in CHL. For the purpose of this prohibition, the Foundation Share is not considered in calculating whether the 10% limit has been exceeded.

The directors must not register any transfer of Shares if the transfer would result in the transferee having a relevant interest of more than 10% of issued capital of the Company. If the directors refuse to register a transfer of any Shares they must within 2 months after the date on which the transfer was lodged send to the transferee a notice of the refusal.

#### Lien

The Company has a first lien or charge for unpaid calls, instalments and related interest and any amount it is legally required to pay in relation to a Shareholder's Shares. The lien or charge also extends to all dividends declared in respect of the Shares.

#### Alteration of rights

The rights and restrictions attaching to any class of shares (unless provided by the terms of issue of the shares of that class), can only be varied with the consent in writing of members with at least three-quarters of the votes in that class, or with the sanction of a special resolution passed at a separate meeting of the holders of shares of that class.

#### Voting rights

Each Shareholder has the right to receive notices of, and to attend, general meetings of the Company.

Subject to restrictions on voting from time to time affecting any class of shares in the Company, and any

restrictions imposed by the *Corporations Act*, the Shares in the Company carry the right to cast one vote on a show of hands and, on a poll, one vote for each fully paid share held. Voting may be in person or by proxy, attorney or representative.

#### Foundation Share

One Foundation Share is currently on issue. The Foundation Share may only be held by the Foundation Shareholder which is CBL.

The Foundation Shareholder is entitled to receive notice of, attend, speak and vote at any general meeting of CHL.

CHL may not pass any ordinary resolution without the affirmative vote of the Foundation Shareholder.

On a special resolution the Foundation Share has 75% of the total number of votes which are entitled to be cast.

The Foundation Share confers no right to participate in the capital or profits of the Company other than the right in a winding up to a distribution of capital on an equal footing with other members entitled to share in a distribution of capital in a winding up.

#### General meetings

An annual general meeting of the Company shall be held in accordance with the provisions of the Law. All other meetings of the Company are called general meetings. Any director may call a general meeting at their discretion.

While the Company is listed on the BSX the Law requires 21 days notice, specifying the place, the day and the time of meeting and in the case of special business the general nature of that business and any other matters required by the Law, shall be given to such persons as are entitled to receive such notices from the Company.

#### Proceedings at general meetings

No business shall be transacted at any general meeting unless a quorum of members is present at the time when the meeting proceeds to business. The Foundation Shareholder, and ten members present in person constitute a quorum. Member includes a person attending as a proxy or a representative of a member that is a corporation for the purposes of a quorum.

#### Directors

For as long as the Foundation Share is on issue, rules 101A to 101D of the Constitution shall govern the appointment and removal of directors, and rules 104 to 113 of the Constitution shall not operate.

This means that while the Foundation Share is on issue, the Beekeeper Directors of the Foundation Shareholder in office from time to time will, by virtue of holding that office, be appointed as Beekeeper Directors of the Company.

All the directors in office acting jointly can appoint Independent Directors. Each Independent Director can hold office for a fixed period of up to two years and at the expiration of that period may be re-appointed or replaced at the discretion of the other directors.



## MATERIAL AGREEMENTS

A person appointed as an Independent Director must have the skills and experience appropriate to the Company's needs but is not to be a supplier of honey to CHL nor an employee or customer whilst occupying the position of Independent Director.

If there ceases to be a Foundation Share, the directors continue to hold office, unless otherwise removed in accordance with the Constitution, until the next annual general meeting at which they must retire.

There are to be no less than 5 and no more than 8 directors on the Board and all directors are required to be natural persons.

The Board shall comprise Beekeeper Directors, Independent Directors and may include a Managing Director. The number of Beekeeper Directors must always exceed the combined number of Independent Directors and the Managing Director by at least one. The number of Beekeeper Directors shall not be less than 3 nor more than 5 and the maximum number of Independent Directors is 3.

The total amount of directors' fees payable must from time to time be determined by the Company in general meeting and may be divided amongst directors at their discretion. Directors' fees are deemed to accrue from day to day. The directors may also be paid all travelling, accommodation and other expenses properly incurred by them in attending and returning from meetings of the directors or any committee of the directors or general meetings of the Company or in connection with the business of the Company.

### **Powers and duties of directors**

The business of the Company is to be managed by the directors, who may pay all expenses incurred in promoting and registering the Company, and exercise all powers of the Company as are not, by the Law or by the Constitution, required to be exercised by the Company in general meeting.

### **Proceedings of directors**

The directors meet together for the despatch of business and otherwise regulate their meetings as they think fit provided that a meeting of the directors in person is held at least 6 times per year at intervals of approximately 2 months. The directors may at their discretion hold additional meetings.

### **Financial reports**

The directors must ensure proper financial and other records are kept and must distribute copies of reports as required by the Law. The directors may determine the circumstances under which the Company financial records are to be accessible for inspection by members.

### **Dividends and reserves**

The directors may from time to time determine that a dividend is payable to Shareholders. The dividend is generally payable on all Shares in proportion to the amount of total issue price paid up in respect of the Shares. The dividend may be paid at a rate per annum in respect of a specified period provided that no amount paid on a share in advance of calls is to be treated as paid on that share.

The directors may from time to time pay interim dividends if it appears to the directors that the payment is justified by the profits of the Company.

### **Amendments to the Constitution**

Subject to the Law, the Company may by special resolution amend the Constitution.

If the Law or any declaration or exemption from the provisions of the Law granted by ASIC requires that the Constitution contain certain provisions, then those provisions:

- (a) are deemed to be incorporated into the Constitution to the extent they are required to be included; and
- (b) prevail over any other provisions of this Constitution to the extent of any inconsistency.

While the Company is admitted to the official list of the BSX:

- (c) if the Listing Rules prohibit an act being done, the act is not to be done;
- (d) nothing contained in the Constitution prevents an act being done that the Listing Rules require to be done; and
- (e) if any provision of the Constitution is or becomes inconsistent with the Listing Rules, the Constitution is deemed not to contain that provision to the extent of the inconsistency,

subject to the terms on which the Company may have been admitted to the official list of any approved stock exchange.

### **Partial takeover bids**

The Company may prohibit registration of transfers purporting to accept partial takeover bids unless and until a resolution of the Company has been passed approving the offers in accordance with the provisions of the Constitution.

### **Indemnities**

The Company must indemnify current and past directors, secretaries and executive officers of the Company against any liability incurred by them by virtue of their holding office as, and acting in the capacity of, director, secretary or executive officer, other than a liability owed to the Company or a related body corporate of the Company or a pecuniary penalty order or compensation order or where the liability does not arise out of conduct in good faith. Indemnities also apply to employees in circumstances designated under the Constitution.

### **Insurance**

The Company may also pay insurance premiums for officers and employees in certain designated circumstances but not where the liability arises out of wilful breach of duty to the Company or an improper use of position or inside information, as prohibited by the Law.



## MATERIAL AGREEMENTS

### 8.3 Honey Supply Agreement

Each Supplier Shareholder is required to enter into a HSA.

The main purposes of this agreement are to provide CHL with an assured supply of honey in varieties, grades and quality to satisfy demands of its customers and to provide its Australian Supplier Shareholders with the security of a reliable buyer for their honey.

Under this agreement, the Company agrees to purchase and the Supplier Shareholder agrees to supply its annual quota provided such honey can be sold by the Company on the Australian domestic and/or export market, and such honey complies with quality standards established by law or by CHL.

Neither party will be in breach of its obligations under this agreement where it is prevented from buying or selling, or producing and supplying the honey (as applicable) through any cause beyond the parties' reasonable control.

Prices to be paid by CHL for honey supplied in any year up to the annual quota shall be at prices determined from time to time by the Company taking into account the selling prices obtainable on the domestic and export market, and the proportions of various grades of honey expected to be sold into each market. These prices are subject to change without prior notice and CHL will inform a Supplier Shareholder in writing of any changes as and when they occur.

The Supplier Shareholder agrees not to purchase or otherwise acquire honey from any other person for supply to the Company. The total amount of honey required by the Company ('Quota') shall be fixed by the Board and reviewed annually and any portions of annual Quota relinquished by or withdrawn from Supplier Shareholders may be reassigned at the discretion of directors. The Company may agree to purchase from a Supplier Shareholder any quantity of honey in excess of that Shareholders annual Quota at a price agreed prior to delivery.

The Supplier Shareholder is required to declare at the date of execution of the agreement, the number of productive hives used to produce honey for supply under the agreement. The Supplier Shareholder agrees to inform CHL in writing if any future change in the ownership of hives from which honey is supplied. The Supplier Shareholder agrees to purchase and hold Shares in the Company in accordance with the Shares-to-hives ratio determined from time to time by the Company.

In the event that the Supplier Shareholder does not comply with the Shares-to-hives ratio the Company is authorised to use funds held on their behalf to pay for Shares, either:

- purchased on the BSX on the Shareholder's behalf at the weighted average traded price of the last five trades of CHL Shares on the BSX preceding the day the buy order is lodged; or
- issued at the weighted average traded price of the last five trades of CHL Shares on the BSX preceding the date of issue.

The Company may at any time without further notice to the Supplier Shareholder set off or apply the funds held by the Company on the Supplier Shareholder's behalf for the purchase or issue of Shares in the Company to meet the Supplier Shareholder's obligation to maintain its Shares to hives ratio. The Supplier Shareholder will also appoint the

Company and its officers to be their attorney to enter into all documentation which may be required.

Delivery of honey shall be in accordance with this agreement, which includes being accompanied by the relevant documentation, in containers of such materials type and size as specified, and comply with weight requirements and on arrival shall be sampled at CHL's factory, and such details be included in a monthly statement to Supplier Shareholders.

Delivery of honey in excess of a Supplier Shareholders monthly delivery quantity shall not be made without prior approval by the Company. Title to and ownership of the honey shall pass to the Company on delivery to a company factory or depot.

The Supplier Shareholder agrees to support CHL's quality assurance policy, which has the objective of ensuring that the Company's products and services always fulfil the expectations of those who purchase or use them. The Supplier Shareholder warrants that all honey supplied shall be natural honey, and shall be produced, extracted and stored in accordance with guidelines contained in the Company's 'Reference Manual for Honey Extracting Facilities and Food Safety Program', and any additional quality standards notified by the Company. The Supplier Shareholder agrees to co-operate in a quality audit if requested.

The Supplier Shareholder agrees that an amount not exceeding 5% of the amount payable by the Company for honey supplied can be deducted from each payment to Supplier Shareholders and retained by the company for not longer than 5 years commencing at the end of each financial year in which deductions were made. These sums constitute a loan by the Supplier Shareholder to the Company, on which interest may be paid at a rate decided by the directors of the Company. These loans, referred to as Retains, are recorded in a monthly statement together with interest and accumulative balance of the amount of Retains held to the Supplier Shareholders account.

In certain circumstances the Board may exercise its discretion to allow Retains to be used to acquire Shares issued pursuant to Rule 74 of the Constitution, and to acquire Shares on the BSX.

The Board currently intends to continue the suspension of Retains deductions.

CHL can reject or buy at a reduced price honey which does not comply with prescribed quality standards. At its discretion CHL may require that rejected honey be retrieved by the Supplier Shareholder at the Supplier Shareholder's expense. In the event the honey is contaminated or breaches a food regulation or health standard, it may be destroyed at the direction of a regulatory authority. The Supplier Shareholder may be required to pay for the costs of destruction.

The agreement is to continue until terminated by 28 days written notice from either party.





## MATERIAL AGREEMENTS

### 8.4 Trust Deed

There is a Trust Deed between the Company and Trust Company Limited. The Trust Deed provides for and governs the arrangements regarding Unsecured Notes (and Secured Debenture Stock). No Secured Debenture Stock will be issued under this Prospectus.

#### Definitions

- 'Group' means the Company and its subsidiaries;
- 'Group Member' means the Company or any subsidiary;
- 'Investments' means Unsecured Notes (and if any are issued, also includes Debenture Stock);
- 'Mortgaged Property' means the undertaking, property and assets of the Group subject to a charge;
- 'Total External Liabilities' means the aggregate of all secured and unsecured liabilities for CHL and its subsidiaries (as disclosed by the latest Audited Consolidated Balance Sheet prepared prior to the Determination Date) as adjusted by the Auditor in accordance with the Trust Deed; and
- 'Total Tangible Assets' means the aggregate of book values of the Tangible Assets wherever situated for CHL and its subsidiaries (as disclosed in the latest Audited Consolidated Balance Sheet prepared to the Determination Date) as adjusted by the Auditor in accordance with the Trust Deed.

#### Floating Charge

The Trust Deed grants the Trustee a first floating charge as security for the money payable in respect of issued debenture stock and for certain other money payable under the Trust Deed. However, the charge does not secure repayment of any money payable in connection with Unsecured Notes. (Debentures or debenture stock, if issued, would rank ahead of Unsecured Notes for payment priority purposes).

This charge does not prevent the Company from selling, alienating, leasing, paying dividends out of profits or otherwise disposing of or dealing with the Mortgaged Property, unless enforced. However, the Company must obtain prior consent from the Trustee before doing so.

The Company acknowledges that it is indebted to the Trustee in respect of the money invested. The Noteholders are the beneficial owners of the Investments respectively held by them.

The Company agrees with the Trustee that:

- the Company will pay the Trustee the principal and any premium and will comply with its obligations in relation to the Investments in such manner as the Trustee may request; and
- until all the Investments have been redeemed or paid off, the Company will pay the Trustee interest in accordance with the terms of issue of the Investments.

The Company may determine provisions in relation to cessation or suspension of accrual of interest provided that interest shall cease to be payable from the Redemption Date subject to certain provisos.

#### Covenants

The Company agrees that while any Investment is outstanding it will:

- comply with all requirements of the Law;
- perform all the relevant covenants, obligations and conditions contained in this Deed;
- give copies of all reports, accounts and other documents sent to Shareholders, Noteholders or ASIC to the Trustee;
- notify the Trustee of any event of default referred to in the Trust Deed;
- convene a meeting on request by Noteholders holding not less than 10% of the outstanding Investments;
- notify the Trustee where certain assets are removed or business commenced in any place where the Trust Deed is not stamped and/or registered;
- permit the Auditor to have reasonable access to records of the Group and provide necessary explanations to the Auditor;
- notify the Trustee of appointment, retirement, resignation or removal of an Auditor;
- notify the Trustee should the net tangible asset value per share in the Company or the Group be or become less than 80 cents.

#### Issue of Investments

An Investment may be issued from time to time in any amount upon the terms set out in the Trust Deed and as approved by the Trustee.

Investments must not exceed the amount consented to by the Trustee. Investments issued under the Deed are subject to conditions in the Deed. The Trustee may cancel consent in certain circumstances. A Certificate evidences proper issue of a Note.

The Company shall issue to each Noteholder acknowledgment of indebtedness within 2 months after the receipt of an application for any Investment.

#### Unsecured Borrowing Limitation

The Company will not at any time borrow any money or incur any liability if Total External Liabilities exceed or would exceed 75% of Total Tangible Assets.

The Deed contains exceptions to the limitations which apply when the issue is made for the purpose of repayment or redemption of Investments or for the repayment of an existing liability.

#### Events of Default

Outstanding Moneys on all Investments shall become immediately due and payable upon the occurrence of any of the following events without the consent of the Trustee:

- the Company fails to make a required payment;
- a Group Member fails to make a required payment;
- a Group Member is wound up;
- acts of receivership, administration etc taken against a Group Member, or any Encumbrancee enforces its Encumbrances against a Group Member ;



## MATERIAL AGREEMENTS

- a Group Member fails in payment of any unsecured loan in excess of \$250,000;
- default in meeting any distress or execution in excess of \$250,000 levied or enforced or against the Mortgaged Property;
- unremedied default of Trust Deed covenant by a Group Member;
- a Group Member ceases to carry on its business;
- a Group Member enters into an arrangement with creditors;
- a Group Member reduces its capital;
- a Group Member sells or otherwise disposes of the whole or a substantial part of its undertaking;
- without the prior consent of the Trustee a Group Member convenes or holds a general meeting of its members for the purpose of passing a resolution so that whole or any part of its uncalled capital may only be called up if the Company goes into external administration;
- a special resolution is passed for the purpose of placing a Group Member under official management in the manner provided by Part 5.3 of the Law;
- a Group Member fails to comply with any undertaking given to the Trustee or any condition or consent given by the Trustee;
- the directors of the Company request the Trustee to appoint a Receiver over the Mortgaged Property;
- a Group Member makes an amendment to its Constitution which may detrimentally affect the interests of the Trustee or Noteholders under the Trust Deed;
- There is a change in control of the Company in terms of the Trust Deed;
- a Group Member substantially changes the nature of its business;
- an inspector is appointed to investigate the affairs of a Group Member;
- the net tangible asset value per share in the Company or the Group becomes less than 80¢ and Noteholders by ordinary resolution support the Trustee enforcing the Charge;
- if the Trustee is of the opinion that the circumstances of the Company or the Group are such that in order to protect the interests of the Noteholders, it is prudent to deem an event of enforcement to have occurred.

The Trust Deed provides for other special events of default.

### **Powers of Trustee in Event of Default**

In the event of default the full powers of a mortgagee are conferred on the Trustee from the Enforcement Date. The Trustee may:

- take possession of Mortgaged Property and carry on the business of any Group Member;
- sell any of the Mortgaged Property;
- borrow against any of the Mortgaged Property; or
- otherwise deal with the Mortgaged Property as the Trustee sees fit.

The Trustee is not bound to take action against the Company on default unless it is requested to do so by persons holding not less than 20% (by value) of Investments on issue.

### **Limitations on Trustee's Responsibility**

The Trustee's responsibility is limited under the Deed including not being responsible for:

- acting upon any resolution of Noteholders;
- moneys subscribed by any Noteholder; or
- notifying the Noteholders of any event of default or contravention or non-observance of the Deed.

The Trustee may rely on and accept as conclusive and sufficient a Directors' Certificate and other information contained in books and accounts of the Company and certain other material.

### **Trustee's Fees and Expenses**

The Trustee's fee for 2008/2009 which has been agreed in accordance with the Trust Deed will be \$5,600 (exclusive of GST).

The Company shall pay the reasonable and proper disbursements of the Trustee.

### **Retirement or Removal of Trustee and Appointment of New Trustee**

The Trustee may retire at any time upon giving at least 90 days notice, provided the retirement does not take effect until a new trustee is appointed in accordance with the Trust Deed.

### **Subsidiaries may be required to give Charges**

Subsidiaries of the Company may have to give a floating charge over property or assets if requested by the Trustee.

### **Variations to Trust Deed**

Variations to the Trust Deed may be made where the Trustee consents to the Company in making any alteration, modification, or addition to the Trust Deed and if such alteration, modification or addition is in the opinion of the Trustee allowed under the Deed.

Notice of a proposed amendment to the Trust Deed shall be given to Noteholders. If the proposed deed of amendment is executed, Noteholders have the option of requiring early redemption of their Investment. However, the Trust Deed provides a mechanism to compensate Noteholders should any amendment affect existing rights.

### **Rights of Noteholders**

Noteholders have the right to sue the Company in respect of any default in the redemption or payment of principal, premium (if any) or interest monies on any Investment in certain circumstances but may not do so where the Trustee is enforcing the rights of Noteholders.



## **MATERIAL AGREEMENTS**

### **Register of Investments**

The Company is not obliged to redeem an Investment until the Noteholder satisfies various conditions, including tender of any issued Certificate, a written request for redemption and evidence of identity if required by the Company. Interest shall cease to be payable from the date upon which an Investment ought to be redeemed unless default is made by the Company in redeeming such Investment.

The Company will maintain a principal register of the Unsecured Notes in Queensland. The Noteholder must notify the Company of any change of name or address. The register will be open at all reasonable times during business hours for inspection by the Trustee and any Noteholder and persons authorised by them in writing. The Company will recognise only the Noteholder whose name appears in the register.

### **Meetings of Noteholders**

The Trustee or the Company may at any time convene a meeting of Noteholders. The Trustee or the Company will convene a meeting of Noteholders upon a request in writing of holders holding not less than 10% of outstanding Investments.

At any meeting of Noteholders, Noteholders present and holding 15% in nominal value of the outstanding Investments shall form a quorum.

On a show of hands, every Noteholder has one vote. On a poll, a Noteholder is entitled to one vote for every complete \$100 in nominal value of a fully paid up Investment standing in their name. Noteholders are entitled to appoint proxies, attorneys or representatives as the case may be.

An Extraordinary Resolution is a resolution:

- voted for at a meeting of Noteholders by a majority consisting of not less than 75% of the votes cast at the meeting;
- in writing signed by the holders of not less than 60% in nominal value of the issued Investments; or
- signed within 3 months of the resolution being put to a meeting of Noteholders who together with the votes cast at the meeting in favour of the resolution comprise 60% in nominal value of the issued Investments.

The Law also provides for arrangements between a Company and any class of its creditors (under which their rights may be varied) being approved by the Court and a majority of creditors present and voting at a meeting.

### **Debenture Stock**

The Company may give notice that it intends to issue Secured Debenture Stock in addition to the Unsecured Notes. However, the directors have no intention of issuing Secured Debenture Stock during the life of this Prospectus and the provisions have been included in the Trust Deed merely to give the Board maximum flexibility in future funding.



## SIGNIFICANT INFORMATION

### 9.1 Incorporation

The Company now known as CHL (see section 2.5) was incorporated on 1 July 1958 and has a financial year end of 30 June.

### 9.2 Capilano Canada Inc.

In 2003, CHL acquired a fifty percent interest in CLI by purchasing shares and by subscribing for additional capital.

In February 2008, the remaining fifty percent of CLI was purchased and the name subsequently changed to Capilano Canada Inc (CCI). CCI is incorporated in Quebec, Canada. Further details of this transaction can be found in the 2008 Annual Report.

Roger Masters and Richard Rivalland, are Chairman and Secretary of CCI respectively.

CHL has entered into inter-company loans to support the development of CCI's business in North America.

### 9.3 Capilano-Argentina

In 2003, CHL entered into a strategic alliance, Capilano-Argentina. This strategic alliance uses CHL's expertise and HoneyMax s.a.'s ability to source honey to supply high quality Industrial Bulk Honey to export to markets throughout the world.

### 9.4 Honey Quota

CHL reviews the total quota issued on an annual basis for the purpose of:

- a) ensuring contracted Supplier Shareholder deliveries closely resemble their average production;
- b) facilitating the movement of quota via a 'quota pool' from Supplier Shareholders reducing their beekeeping activity to those beekeepers increasing their production;
- c) facilitating the entry of new suppliers who wish to become contracted Supplier Shareholders.

#### Quota Categories

Applications for quotas in these categories are considered at an annual review in July/August of each year. All Supplier Shareholders are subject to an annual quota review.

### 9.5 Total Quality Management

CHL operates a total quality management program which requires that all honey purchased and sold must satisfy a number of defined quality standards. Routine sampling and testing of honey supplied by Supplier Shareholders and others is undertaken as a part of the quality assurance function and system verification.

The Company has a comprehensive, fully documented Quality Policy and Quality Assurance System. All company production sites have HACCP Food Safety Certification that is independently audited. In addition, specific customer quality system requirements are met as required, such as the British Retailers Consortium (BRC) and Woolworths Quality Assurance (WQA), which means that CHL conforms to the stringent quality standards of the major retailers.

### 9.6 Consents and Disclaimers

None of the parties referred to below has made any statement that is included in this Prospectus or any statement on which a statement made in this Prospectus is based, except as specified below. Each of the parties referred to below, to the maximum extent permitted by law, expressly disclaims, and takes no responsibility for, any part of this Prospectus, other than the reference to its name and a statement included in this Prospectus with the consent of that party, as specified below.

Each director has given, and has not withdrawn, written consent to the issue of the Prospectus.

Cranstoun & Hussein has given its written consent to being named as Auditors and Independent Accountants to the Company and for the inclusion in this Prospectus of their Independent Accountants' Report in the form and context in which it appears and has not, prior to lodgment of this Prospectus, withdrawn its consent.

McCullough Robertson has given its written consent to being named as Corporate Lawyers to the Company and has not, prior to lodgment of this Prospectus, withdrawn its consent.

Trust Company Limited has given and has not withdrawn its consent to be named in this Prospectus.

### 9.7 Interests of Experts and Advisers

Except as set out in this Prospectus, no person named in this Prospectus as performing a function in a professional advisory or other capacity in connection with the preparation or distribution of this Prospectus:

- has any interest or has had any interest during the last two years, in the formation or promotion of CHL, or in property acquired or proposed to be acquired by CHL in connection with its formation or promotion, or the offer of the Shares; and
- no amount has been paid or agreed to be paid, and no benefit has been given, or agreed to be given, to any such person in connection with the services provided by the person in connection with the formation or promotion of CHL, or the offer of the Shares.

Cranstoun & Hussein has acted as Independent Accountants and has performed certain work in relation to due diligence inquiries. Cranstoun & Hussein was only involved in the preparation of the Independent Accountants' Report in section 5 and the disclosures under this heading and the heading 'Interests of Experts'. The Company has agreed to pay \$2,900 (exclusive of GST) to Cranstoun & Hussein in respect of these services.

McCullough Robertson has acted as Corporate Lawyers to the Company and performed certain work in relation to due diligence enquiries and this Prospectus but has only been involved in the preparation, and authorised the summary of, the Constitution and Material Agreements in section 8, and the disclosure under this heading and the heading 'Consents and Disclaimers'. The Company has agreed to pay \$14,000 (exclusive of GST) to McCullough Robertson in respect of these services.



## SIGNIFICANT INFORMATION

With the concurrence of Trust Company Limited, CHL and its own Conflicts Review Committee, McCullough Robertson also acts as Lawyers for Trust Company Limited. Its role in this capacity has been a strictly limited review for the purpose of accuracy of the Prospectus text in sections 1.5, 7 and 8.4. McCullough Robertson also reviewed the Prospectus to ensure it is consistent with the terms of the Unsecured Notes and Trust Deed. The Company has agreed to pay \$1,980 (exclusive of GST) to McCullough Robertson in respect of these services.

Trust Company Limited is named only in its capacity as Trustee for Unsecured Noteholders under the Trust Deed. The sole involvement of Trust Company Limited has been reviewing the text in sections 1.5, 7 and 8.4 of the Prospectus to satisfy itself that the text is accurate and consistent with the terms of the Unsecured Notes or with the relevant Trust Deed.

### 9.8 Interests of Directors

Other than as set out below or elsewhere in this Prospectus:

- i) no director or proposed director of the Company and no firm in which a director or proposed director of the Company is or was at the relevant time, or has, or has had in the two years before the date of this Prospectus, any interest in the promotion of, or in any property proposed to be acquired by, the Company;
- ii) no amounts, whether in cash or shares or otherwise, have been paid or agreed to be paid to any directors or proposed directors of the Company (or to any firm in which he/she is or was a partner) either to induce him/her to become, or to qualify him as a director, or otherwise for services rendered by him/her or by the firm in connection with the promotion or formation of the Company.

The current level of directors remuneration of \$236,285 per annum comprising \$210,015 for directors fees and \$26,270 for Superannuation Guarantee Contributions and Directors & Officers Liability Insurance premiums was approved by Shareholders at the Annual General Meeting held on 1 October 2004.

As at 30 September 2008, the directors of CHL or their associates have a relevant interest in the following Shares:

- Mr P R Barnes is a partner in a partnership which holds 25,000 Shares. He also individually holds 2,000 Shares with a further 2,000 Shares held in trust for his children.
- Mr P F McHugh holds 34,676 Shares, of which 24,761 are held in his Superannuation Fund;
- Mr T R Morgan is a partner in a partnership which holds 13,260 Shares;
- Mr S Tregoning holds nil Shares;
- Mr R D Masters holds 11,001 Shares of which 11,000 are held in his Superannuation Fund.

#### Transactions with related parties

Directors P R Barnes, P F McHugh and T R Morgan were all parties to HSAs as at 30 September 2008.

### 9.9 Litigation

Neither CBL nor CHL are involved in any material legal or arbitration proceedings nor, so far as they are aware, are any material proceedings pending or threatened against either of them.

### 9.10 Expenses of the Prospectus

Expenses for this Prospectus including ASIC fees, printing costs and other miscellaneous expenses, but excluding fees detailed in section 8.4 and 9.7 are estimated to be approximate \$8,000.

### 9.11 Electronic Prospectus

This Prospectus is available in electronic form at either [www.capilano.com.au](http://www.capilano.com.au) or [www.bsx.com.au](http://www.bsx.com.au). Any person receiving this Prospectus electronically will on request be sent a paper copy of the Prospectus by CHL free of charge during the period of the Offer.

CHL will not accept Share Application Forms electronically. Applications must be made by completing a paper copy of the Share Application Form.

The Share Application Form may only be distributed attached to a complete and unaltered copy of the Prospectus. The Share Application Form included with this Prospectus contains a declaration that the Noteholder had personally received the complete and unaltered Prospectus prior to completing the Share Application Form.

CHL will not accept a completed Share Application Form if it has reason to believe that the Applicant has not received a complete paper copy or electronic copy of the Prospectus or if it has reason to believe that the Share Application Form or electronic copy of the Prospectus has been altered or tampered with in any way.

While CHL believes that it is extremely unlikely that during the period of the Offer the electronic version of the Prospectus will be tampered with or altered in any way, CHL can not give any absolute assurance that this will not occur. Any Noteholder in doubt concerning the validity or integrity of an electronic copy of the Prospectus should immediately request a paper copy of the Prospectus directly from CHL or a financial adviser.

### 9.13 Authorisation

Each director of CHL has consented to the lodgement of this Prospectus with ASIC.

Dated 17 October 2008.

T R Morgan  
Chairman





Capilano Unsecured Notes

# Application Form A

- to apply to invest in new Unsecured Notes
- to reinvest an existing Investment in Unsecured Notes

I/we hereby offer to invest in the Unsecured Notes being issued by Capilano Honey Limited, subject to the conditions on the reverse side of this form:

Name/s \_\_\_\_\_

Address \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_ State \_\_\_\_\_ Postcode \_\_\_\_\_

Telephone No/s: Work: ( ) \_\_\_\_\_ Home: ( ) \_\_\_\_\_ Mobile: \_\_\_\_\_

Email address: \_\_\_\_\_

ABN \_\_\_\_\_

Tax File No/s \_\_\_\_\_

or Exemption Details. If under 16 yrs of age, date of birth must be stated: \_\_\_\_\_

- Category
- |                                       |  |  |
|---------------------------------------|--|--|
| <input type="checkbox"/> Shareholder  | <input type="checkbox"/> Shareholder's Family _____  | <input type="checkbox"/> Former Shareholder              |
| <input type="checkbox"/> Staff Member | <input type="checkbox"/> Staff Member's Family _____ | <input type="checkbox"/> Apiculture Industry Association |

AMOUNT: \$ \_\_\_\_\_

**TYPE OF INVESTMENT:**

- Investment no \_\_\_\_\_ (rollover maturing Investment)
- Cash/Cheque attached
- Transfer from Investment # \_\_\_\_\_
- Transfer from Beekeeper A/C
- Deduction from Wages
- Transfer of Dividend
- Funds deposited into CHL's Account on \_\_\_\_/\_\_\_\_/\_\_\_\_

**TERM:**

- 24 hour call
- 3 months
- 6 months
- 12 months
- 24 months
- 36 months

**INTEREST:**

- Interest to be re-invested
- Please mail cheque
- EFT to bank account

**SIGNATURE OF APPLICANT/S:**

\_\_\_\_\_  
 \_\_\_\_\_ Date: \_\_\_\_/\_\_\_\_/\_\_\_\_  
 \_\_\_\_\_

**Notes:**

- When the account is in more than one name, in the absence of specific advice to the contrary, CHL is authorised to accept directions of any one of the signatories above to operate the account.
- Information regarding interest rates are available on the reverse side of this form.
- Interest on Fixed Term Investments is payable every three months, and may be re-invested or paid by cheque or EFT to a nominated bank account. Interest on At Call Investments is payable at the end of each calendar quarter (e.g. March, June, September and December) and may also be reinvested or paid by cheque or EFT to a nominated bank account.
- **LODGEMENT** - There is no minimum Investment amount. Cheques should be crossed, marked "Not Negotiable", and made payable to Capilano Honey Limited and mailed to PO Box 531, INALA QLD 4077. All Investments must be accompanied by this form which forms part of this Prospectus dated 17 October 2008.

This form expires on 16 November 2009

## CONDITIONS OF INVESTMENT

This Application Form is part of this Prospectus which is dated 17 October 2008 and must not be issued unless accompanied by the Prospectus.

### VARIATION OF INTEREST RATES

The Company reserves the right to increase or decrease on a monthly basis during the currency of this Prospectus all or any of the rates of interest on the Unsecured Notes offered by this Prospectus. In doing so the Company has adopted ASIC Class Order 00/174 "Debtenture Prospectus: Updating of Interest Rate and Term Information" issued on 15 February 2000.

In adopting the Instrument, the Company has declined to specify the interest rates in the Application Forms accompanying this Prospectus on the following conditions:

1. That details of interest rates for the following month will be determined by the end of each month and may be obtained by contacting the Company by telephone (07) 3712 8282 facsimile (07) 3712 8286 or e-mail honey@capilano.com.au. In addition, the most current details of rates will accompany CHL's Shareholder Newsletter and each copy of the Prospectus.
2. The Company hereby undertakes that if the Application Form specifies no interest rate; or an interest rate which differs from the interest rate currently offered by the Company for Unsecured Notes of that term and which is not acceptable to the Company, the Company will at its discretion, either:
  - a) return the Investment funds to the Applicant in full, without interest, within 14 days of lodgement; or
  - b) do any of the following:
    - (i) forthwith issue an Unsecured Note to the Noteholder for the term specified in the Application Form at the rate which it currently offers for Unsecured Notes of that term;
    - (ii) notify the Noteholder that the Unsecured Note so issued will be redeemed if the Noteholder gives notice to the Company requiring it to be redeemed within 14 days after the Noteholder receives the notification; and
    - (iii) on receipt of a notice requiring the Unsecured Notes to be redeemed pay to the Noteholder an amount equal to the Investment and interest at the rate applicable to the Unsecured Note calculated from the date on which the Application Form was accepted to the date on which the redemption money is sent.

**MATURITY DATES OF FIXED TERM INVESTMENT** - All Fixed Term Investments will be issued on the basis that they are repayable on the first working day after the end of the month in which they mature e.g. an Unsecured Note issued on 3rd October for a term of three months will be repayable on 1st February. Interest will however be paid for the full term of the Investment. In the example above, interest would be paid at the three month term rate from 3rd October to 31st January, both dates inclusive.

**INTEREST PAYMENT PERIODS – FIXED TERM INVESTMENTS** - Interest will be credited at the end of each three monthly period commencing at the end of the month in which the Unsecured Note is issued. In the case of a three month term Investment, interest will be paid on maturity. In the case of 6, 12, 24 or 36 monthly Investment, interest will either be reinvested at the end of each three monthly period (as defined above), or paid to the Noteholder, as directed. In the event that no direction is received as to treatment of interest, it will automatically be reinvested for the balance of the term of the Investment.

**ACCEPTANCE OF INVESTMENTS** - The Company will acknowledge in writing acceptance of all Investments within one month of issuing the Unsecured Notes to Noteholders. The directors reserve the right to refuse any application for Unsecured Notes at their absolute discretion. The Unsecured Notes are NON-TRANSFERABLE.

**REPAYMENT OF INVESTMENTS** - The proceeds shall be paid only to the person(s) named in the original Investment application or to his or her personal representative(s), or any person/organisation named by the Noteholder(s) in writing.

**EARLY REDEMPTION** - Redemption of Investments before the expiry of their nominated term will be considered only in exceptional circumstances and may incur an early redemption charge.

**UNREDEEMED INVESTMENTS** - A reminder will be forwarded approximately 10 days prior to the maturity date for all Investments.

If NO INSTRUCTION is received as to the disposal of the Investment by the date of maturity, it will be AUTOMATICALLY MATURED from that date. The principal will remain at 24 hour call until further instructions are received. Interest will be treated according to previous instructions - i.e. either reinvested to principal in the At Call Investment, or forwarded by cheque and EFT. The interest rate applicable to At Call Investment will be the rate applying from time to time and is subject to variation monthly.

**THIS APPLICATION FORM MAY NOT BE ISSUED, CIRCULATED OR DISTRIBUTED UNLESS ACCOMPANIED BY THIS PROSPECTUS DATED 17 OCTOBER 2008 OF WHICH IT FORMS PART.**





Capilano Unsecured Notes

## Application Form B

Add to an existing At Call Investment

I/we hereby offer to add to my/our At Call Investment with Capilano Honey Limited subject to the conditions on the reverse side of this form.

Account Name \_\_\_\_\_

Address \_\_\_\_\_

State \_\_\_\_\_

Postcode \_\_\_\_\_

INVESTMENT NO: \_\_\_\_\_

AMOUNT: \$ \_\_\_\_\_

TYPE OF INVESTMENT:

- Cash/Cheque attached
- Transfer from Investment # \_\_\_\_\_
- Transfer from Beekeeper A/C
- Deduction from Wages
- Transfer of Dividend
- Funds deposited into CHL's Account on \_\_\_\_/\_\_\_\_/\_\_\_\_

SIGNATURE: \_\_\_\_\_

Date: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

**Notes:**

- When the account is in more than one name, in the absence of specific advice to the contrary, CHL is authorised to accept directions of any one of the signatories authorised to operate the account.
- **LODGEMENT** - There is no minimum Investment amount. Cheques should be crossed, marked "Not Negotiable", and made payable to Capilano Honey Limited and mailed to PO Box 531, INALA QLD 4077. All Investments must be accompanied by this form which forms part of this Prospectus dated 17 October 2008.

This form expires on 16 November 2009

## CONDITIONS OF INVESTMENTS

This Application Form is part of this Prospectus dated 17 October 2008 and must not be issued unless accompanied by the Prospectus.

### VARIATION OF INTEREST RATES

The Company reserves the right to increase or decrease on a monthly basis during the currency of this Prospectus all or any of the rates of interest on the Unsecured Notes offered by this Prospectus. In doing so the Company has adopted ASIC Class Order 00/174 "Debtenture Prospectus: Updating of Interest Rate and Term Information" issued on 15 February 2000.

In adopting the Instrument, the Company has declined to specify the interest rates in the Application Forms accompanying this Prospectus on the following conditions:

1. That details of interest rates for the following month will be determined by the end of each month and may be obtained by contacting the Company by telephone (07) 3712 8282 facsimile (07) 3712 8286 or e-mail honey@capilano.com.au. In addition, the most current details of rates will accompany CHL's Shareholder Newsletter and each copy of the Prospectus.
2. The Company hereby undertakes that if the Application Form specifies no interest rate; or an interest rate which differs from the interest rate currently offered by the Company for Unsecured Notes of that term and which is not acceptable to the Company, the Company will at its discretion, either:
  - a) return the Investment funds to the Noteholder in full, without interest, within 14 days of lodgement; or
  - b) or do any of the following:
    - (i) forthwith issue an Unsecured Note to the Noteholder for the term specified in the Application Form at the rate which it currently offers for Unsecured Notes of that term;
    - (ii) notify the Noteholder that the Unsecured Note so issued will be redeemed if the Noteholder gives notice to the Company requiring it to be redeemed within 14 days after the Noteholder receives the notification; and
    - (iii) on receipt of a notice requiring the Unsecured Notes to be redeemed pay to the Noteholder an amount equal to the Investment and interest at the rate applicable to the Unsecured Note calculated from the date on which the Application Form was accepted to the date on which the redemption money is sent.

### ACCEPTANCE OF INVESTMENT

The Company will acknowledge in writing acceptance of all Investments within one month of issuing the Unsecured Note to Noteholders.

The directors reserve the right to refuse any application for Unsecured Notes at their absolute discretion.

The Unsecured Notes are NON-TRANSFERABLE.

### REPAYMENT OF INVESTMENTS

The proceeds shall be paid only to the person(s) named in the original Application Form or to his or her personal representative(s), or any person/organisation named by the depositor(s) in writing.

**THIS APPLICATION FORM MAY NOT BE ISSUED, CIRCULATED OR DISTRIBUTED UNLESS ACCOMPANIED BY THIS PROSPECTUS DATED 17 OCTOBER 2008 OF WHICH IT FORMS PART.**



Capilano Unsecured Notes

# Application Form C

Regular automatic additions to an existing At Call Investment

I/we hereby offer to add to my/our At Call Investment with Capilano Honey Limited subject to the conditions on the reverse side of this form

Account Name \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_ State \_\_\_\_\_ Postcode \_\_\_\_\_

INVESTMENT NO: \_\_\_\_\_

INVEST:  Transfer from my/our Beekeeper Account an amount of \$\_\_\_\_\_ or \_\_\_\_\_% of proceeds from all future honey deliveries.

Deduct from Wages an amount of \$\_\_\_\_\_  weekly  fortnightly  monthly

SIGNATURE: \_\_\_\_\_ Date: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

\_\_\_\_\_ / \_\_\_\_ / \_\_\_\_

**Notes:**

- When the account is in more than one name, in the absence of specific advice to the contrary, CHL is authorised to accept directions of any one of the signatories authorised to operate the account.
- **LODGEMENT** - There is no minimum Investment amount. Cheques should be crossed, marked "Not Negotiable", and made payable to Capilano Honey Limited and mailed to PO Box 531, INALA QLD 4077. All Investments must be accompanied by this form which forms part of this Prospectus dated 17 October 2008.
- **AUTHORITY** – This Authority remains in force until the earlier of
  - a) receipt by the Company of a written authority from the Noteholder to cancel the authority; or
  - b) 16 November 2009.

This form expires on 16 November 2009

## CONDITIONS OF INVESTMENT

This Application Form is part of this Prospectus dated 17 October 2008 and must not be issued unless accompanied by the Prospectus.

### VARIATION OF INTEREST RATES

The Company reserves the right to increase or decrease on a monthly basis during the currency of this Prospectus all or any of the rates of interest on the Unsecured Notes offered by this Prospectus. In doing so the Company has adopted ASIC Class Order 00/174 "Debenture Prospectus: Updating of Interest Rate and Term Information" issued on 15 February 2000.

In adopting the Instrument, the Company has declined to specify the interest rates in the Application Forms accompanying this Prospectus on the following conditions:

1. That details of interest rates for the following month will be determined by the end of each month and may be obtained by contacting the Company by telephone (07) 3712 8282 facsimile (07) 3712 8286 or e-mail honey@capilano.com.au. In addition, the most current details of rates will accompany Capilano's Shareholder Newsletter and each copy of the Prospectus.
2. The Company hereby undertakes that if the Application Form specifies no interest rate; or an interest rate which differs from the interest rate currently offered by the Company for Unsecured Notes of that term and which is not acceptable to the Company, the Company will at its discretion, either:
  - a) return the Investment funds to the Noteholder in full, without interest, within 14 days of lodgement; or
  - b) do any of the following:
    - (i) forthwith issue an Unsecured Note to the Noteholder for the term specified in the Application Form at the rate which it currently offers for Unsecured Notes of that term;
    - (ii) notify the Noteholder that the Unsecured Note so issued will be redeemed if the Noteholder gives notice to the Company requiring it to be redeemed within 14 days after the Noteholder receives the notification; and
    - (iii) on receipt of a notice requiring the Unsecured Notes to be redeemed pay to the Noteholder an amount equal to the Investment and interest at the rate applicable to the Unsecured Note calculated from the date on which the Application Form was accepted to the date on which the redemption money is sent.

### ACCEPTANCE OF INVESTMENTS

The Company will acknowledge in writing acceptance of all Investments within one month of issuing the Unsecured Notes to Noteholders

The directors reserve the right to refuse any application for Unsecured Notes at their absolute discretion.

The Unsecured Notes are NON-TRANSFERABLE.

### REPAYMENT OF INVESTMENTS

The proceeds shall be paid only to the person(s) named in the original Application Form or to his or her personal representative(s), or any person/organisation named by the depositor(s) in writing.

**THIS APPLICATION FORM MAY NOT BE ISSUED, CIRCULATED OR DISTRIBUTED UNLESS ACCOMPANIED BY THIS PROSPECTUS DATED 17 OCTOBER 2008 OF WHICH IT FORMS PART.**





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