

WHAT WE DO

DELTA Utility Services Limited is a multi-utility service contractor that provides a range of civil, electrical and other services to local authority and private sector clients. It is based in Dunedin, with service depots throughout the South Island.



FINANCIAL HIGHLIGHTS	2010	2009
	\$'000	\$'000
Revenue	87,008	87,891
Net surplus for the year	2,929	3,866
Shareholder's funds	17,744	18,482
Total assets	57,221	48,427

WHAT WE DID THIS YEAR

This company continues to grow strongly. During a period of economic hardship, sales at \$87m were slightly down on last year but still in terms of revenue this continues to make it the largest company in the group. The profit after tax at \$2.9m is down 24% on the \$3.87m made last year.

The return to shareholder's on the value of the assets invested in DELTA is good. The return of 16.5% on equity achieved this year may be down on that achieved last year but it represents almost double the return that the ultimate shareholder, the Dunedin City Council, can expect on regulated electricity assets within Aurora Energy Limited.

This year the company was the head contractor on the upgrade of the Milton waste water treatment plant. The contract was an opportunity for the company to pull together its civil and electrical engineering capabilities, to manage an international product supplier, and to deliver a project that was on time and under budget. Most importantly, the performance exceeded our customer's expectations.

DELTA's business activities continue to expand to the north of Dunedin. Growth has occurred in Canterbury through an ongoing infrastructure development project at Noble Village and this work will continue through into 2012. The Waimakariri District Council parks and services maintenance contract has been won for a five year period and further north the company was awarded the Kaikoura District Council parks and reserves contract for a six year period. A permanent presence has been established in the Marlborough Sounds area.

Recognition of the work completed in waste management came through the award of Enviro-Mark Gold certification for the solid waste operations at Dunedin's Green Island landfill. This was the first landfill operation in New Zealand to achieve

the award. Further recognition to an innovative recycling system proposal was received in the award of a seven year contract to operate the Waitaki District Council's rural transfer stations.

In Dunedin the company delivered a broad range of services to the Forsyth Barr Stadium at University Plaza, including utility and drainage work, pitch construction, electricity lines and fibre optics.

Health and safety issues are always important.

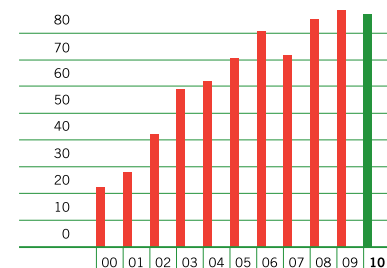
The company has invested a lot of effort into decreasing staff accident rates and is very pleased to see significant improvement. The number of lost-time incidents fell to a new low for the company dropping from 1.25 incidents for every 100,000 hours worked to 0.73.

For more information visit www.4delta.co.nz

THE PEOPLE

Directors	R S Polson (Chairman)
	M O Coburn
	N G Evans
	P R Hudson
	R D Liddell
	S J McLauchlan
Chief executive	G Cameron

DELTA Utility Services Limited annual sales \$ million



> DELTA's giant 'Trencor' chews through schist rock to lay the new Deep Creek pipeline.

>> Installing residential water meters in Alexandra.