



2005 Annual Meeting Address

Before shareholders proceed to consider the Annual Report I would like to make some brief comments and I will then call on our Managing Director, Paul Johnston, to expand on the operational review contained in that document.

As disclosed in the annual report 2004 was a record year for Renaissance with a pre-tax profit of \$3.5 m, 67% up 2003. This was a result of excellent product offerings from our vendors combining with the strong business platform we have built since repositioning the company in 2002.

The company has secured a strategic position in several fast growing market segments - digital music, mobile computing, and education to name but three - and this is starting to generate consistently strong results.

I will leave it to Paul to explain the way this has all come together.

The Managing Director, Paul Johnston: Presentation of overview of the current position of our businesses.

Thank you Paul. This seems an appropriate time, on behalf of the board, to thank you, your management team and all Renaissance staff for your efforts over the last year.

I would like to add a couple of 'shareholder' comments.

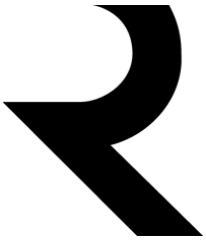
The first relates to dividends. We have continued our policy of paying out a high proportion of accounting surplus, close to 100% in 2004, in dividends. As has been stated many times the payout is much more modest when related to cash flow from operations, of which it comprised only 20% in 2004, with this strong cash flow also being used to retire all interest-bearing debt. Our business model makes very efficient use of working capital and our dividend policy is not at the expense of organic growth.

You will also have noted that the 5.5 cent dividend paid on April 1st was only imputed to 1 cent, a result of the company having for the moment exhausted its imputation credits. However at our current rate of profitability we will back in a tax-paying position by the end of this year, and expect to be able to pay fully imputed dividends again in 2006.

The second comment relates to future profitability. In this regard I am in the fortunate position of reporting that we are not experiencing the profit pressures apparent from recent announcements from other companies.

The second half of 2004 saw a quantum leap in company profitability, to a level approximately twice that achieved in each of the previous 3 half year periods.

While the pattern of our business has to some extent shifted towards the second half of the year this result was not an aberration. Trading for the first 3 months of the current



year produced a pre-tax profit comfortably in excess of the \$1.2 million posted in the 6 month period to June 2004.

It is obviously too early to predict how 2005 will finish up but we are currently experiencing strong sales growth and see our business as being fairly robust should markets soften later in the year.

Richard Ebbett
22 April 2005

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