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Honouring the Past  
Treasuring the Present  
Shaping the Future

## Annual General Meeting

23 November 2015

## 2015 Full Year Results

# Board & Executives

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- Lewis (William) Timms, Chairman



- Steve Hooper, Non Executive Director



- Tony Grima, Managing Director & CEO



- Greg Park, Company Secretary & CFO



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# Order of Business

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- Welcome and Introductions
- Chairman's Address
- Chief Financial Officer's Address
- Chief Executive's Officer's Address
- Items of Business
- Open Discussion

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## CHAIRMAN'S ADDRESS Lewis Timms

# 2015 Financial Results

	2015 \$k	2014 \$k	Change %
<b>Group Revenue (Net)</b>	27,380	27,231	+0.6%
<b>Net (Loss) Profit after Tax</b>	(1,102)	(2,576)	
Loss on Sale of Discontinued Operations	-	1,363	
<b>(Loss) from Continuing Operations</b>	(1,102)	(1,213)	+9.2%
Interest / Debt Revaluation	711	690	
Depreciation & Amortisation	1,361	1,168	
Income Tax Expense	234	147	
Foreign Exchange Gain	(39)	(15)	
<b>EBITDA</b>	1,165	777	+49.9%

# Performance Summary – FY15



Revenue	EBITDA	Core Debt Borrowings excluding O/Draft & DSLN	Site Consolidation	Bank Covenants	Workforce Australian Staff
<b>\$27.4m</b> FY14: \$27.2m +0.6%	<b>\$1,165k</b> FY14: \$777k +49.9%	<b>\$3.5m</b> FY14: \$4.3m Repay \$0.8m	<b>6 sites</b> FY14: 10 sites \$0.2m Rent Reduction	All Quarters within Bank Requirements	<b>85</b> FY14: 102 -16.7%

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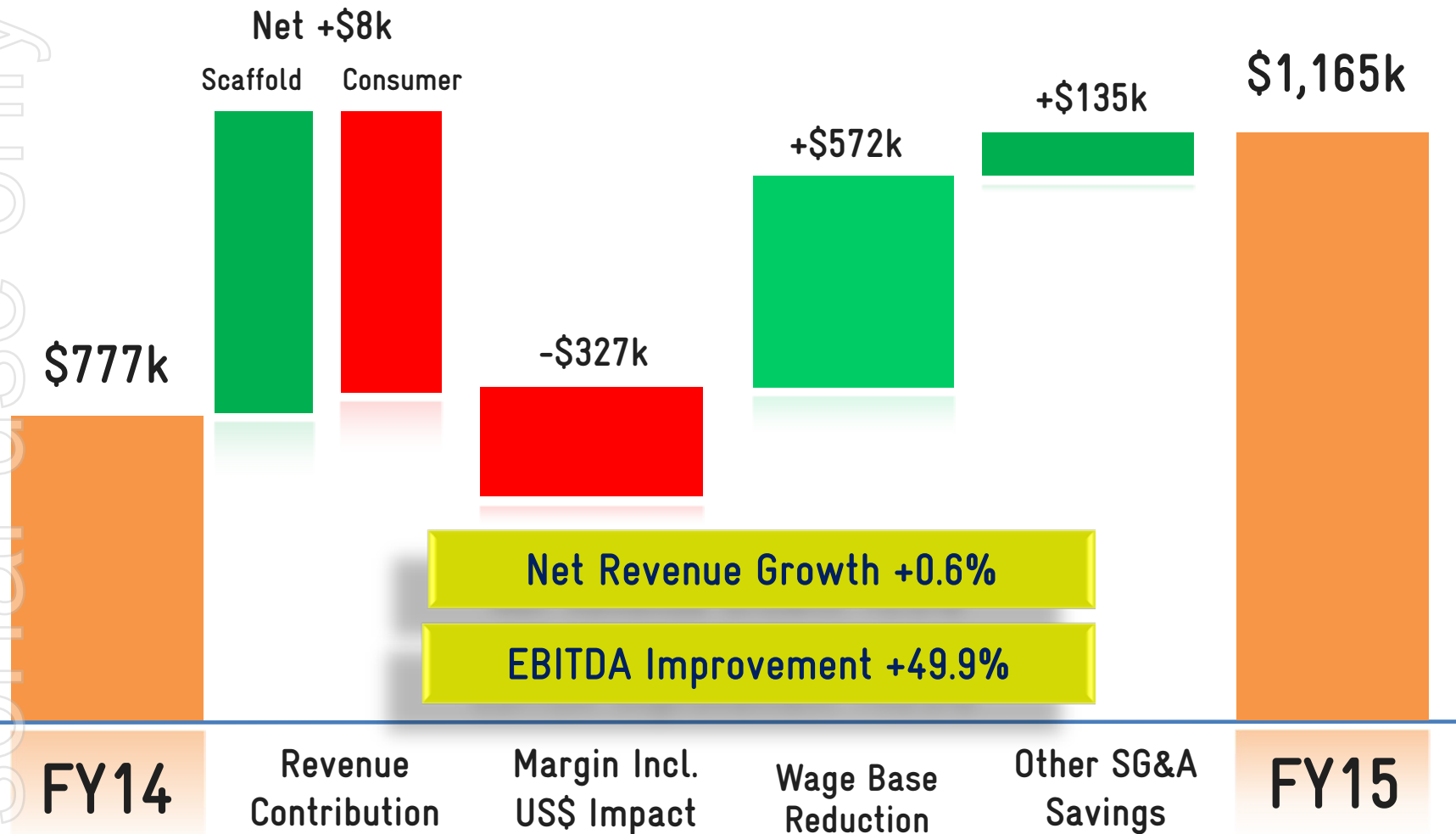


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## COMPANY SECRETARY & CFO

Greg Park

# FY15 EBITDA Movement Against Prior Year

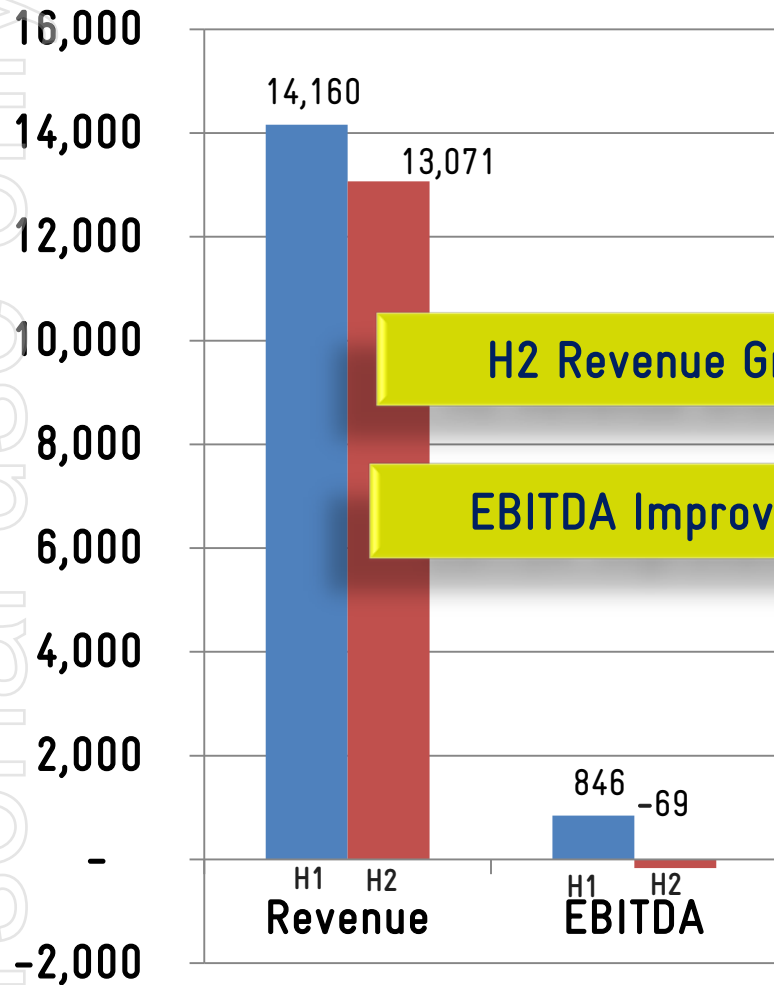




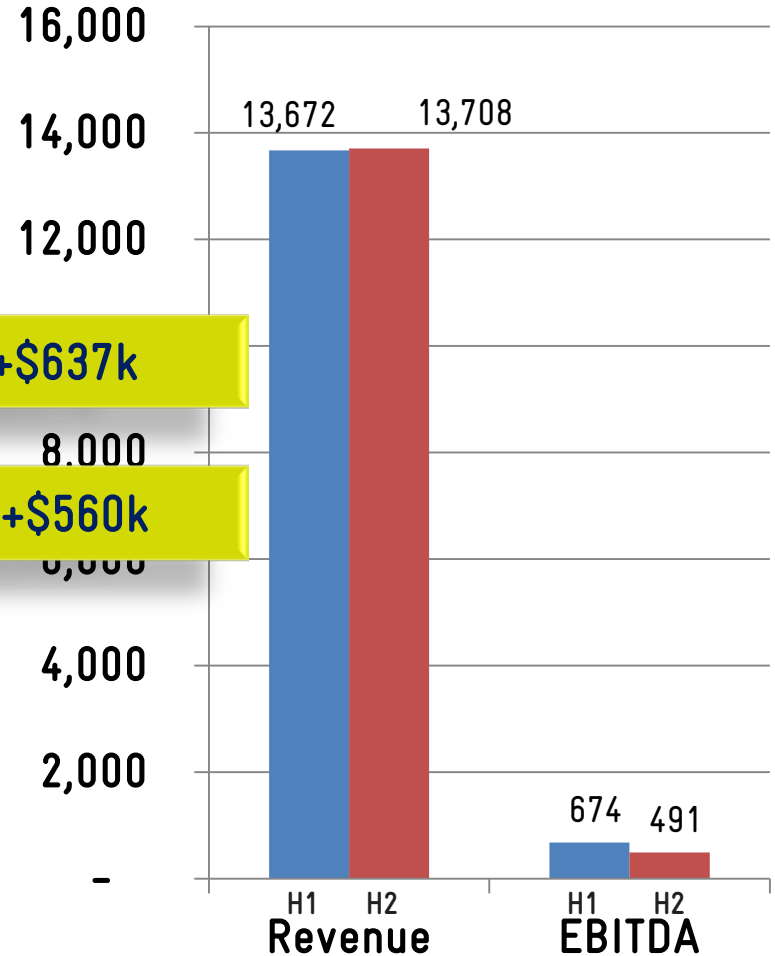
# 1<sup>st</sup> vs 2<sup>nd</sup> Half Year Performance



## FY14



## FY15

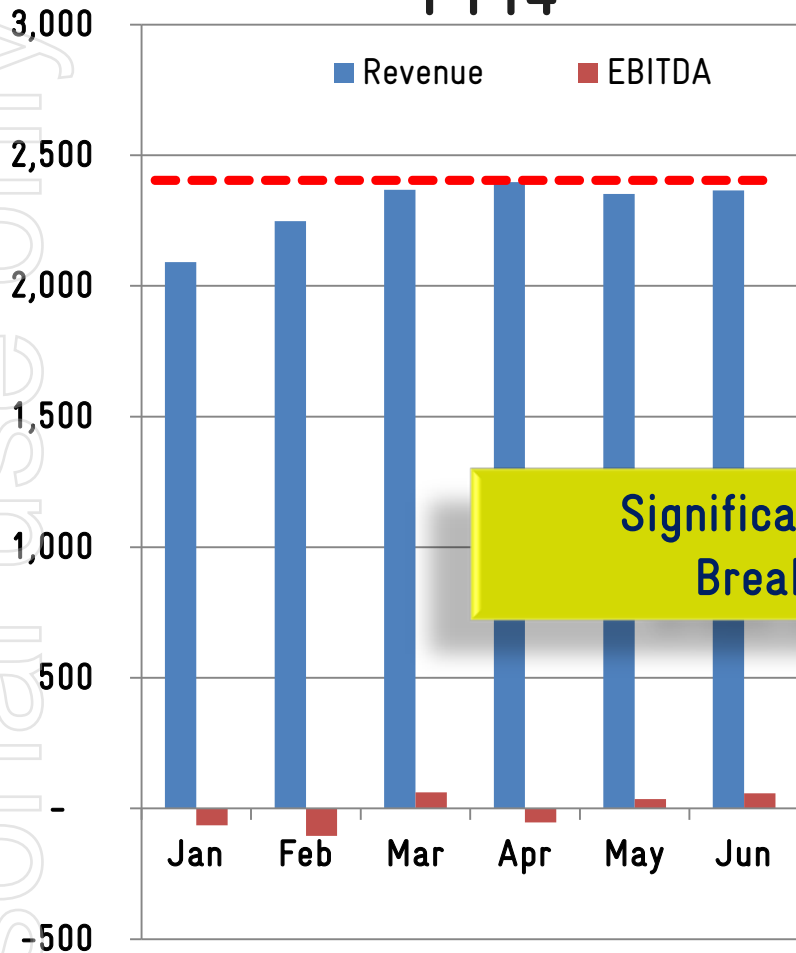


H2 Revenue Growth +\$637k

EBITDA Improvement +\$560k

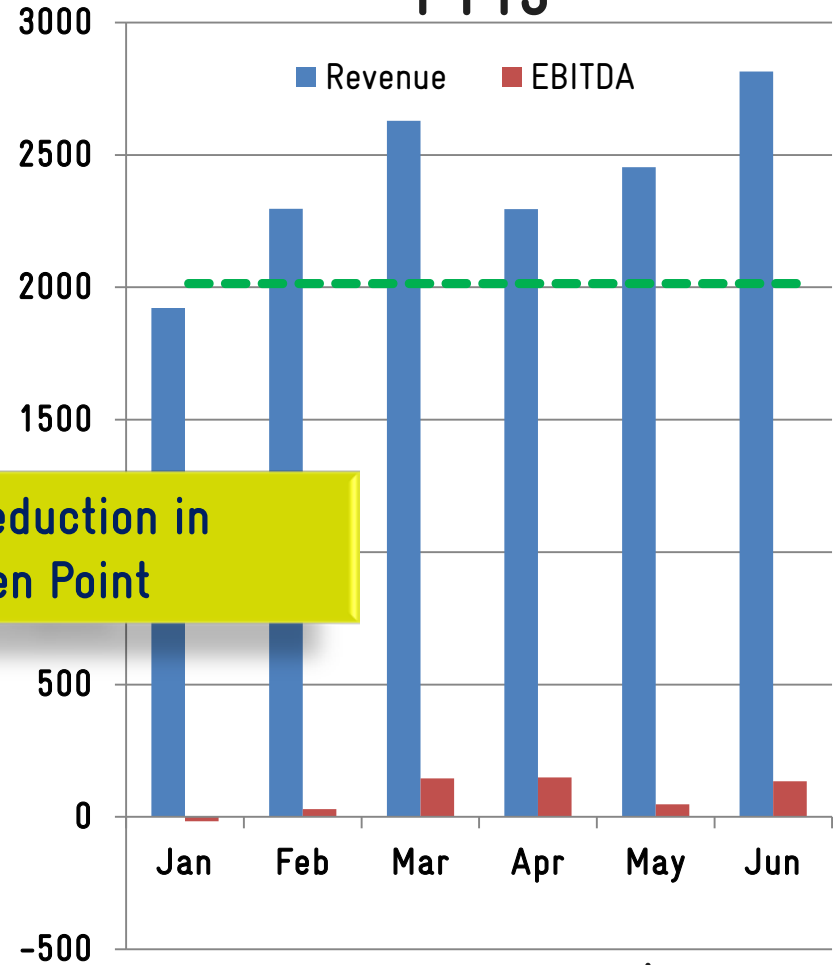
# 2<sup>nd</sup> Half Profit Analysis by Month

## FY14



FY14 H2 EBITDA (\$69k)

## FY15



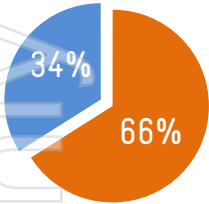
FY15 H2 EBITDA +\$491k

Significant Reduction in Break-Even Point

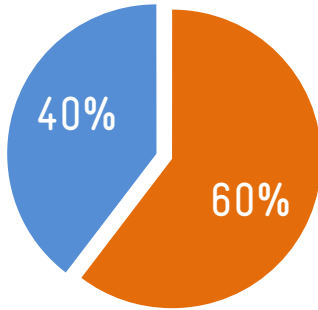
# Market Shift within Consumer Division



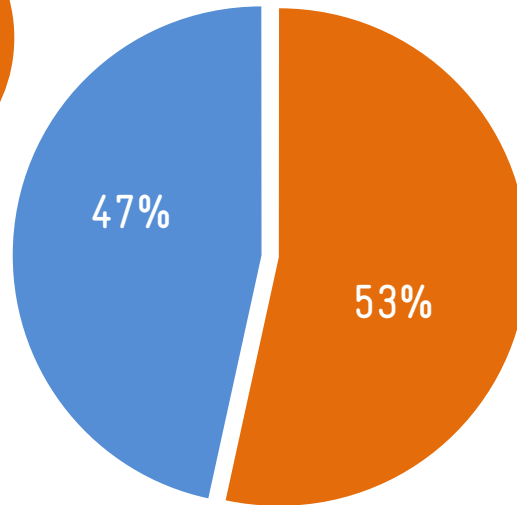
FY12



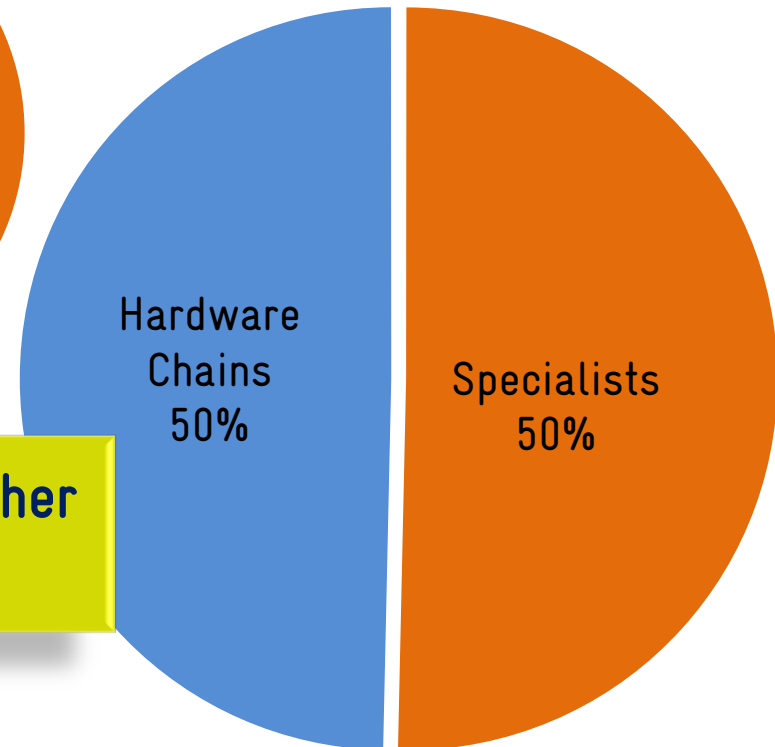
FY13



FY14



FY15



**Continual Revenue Shift away from Higher Margin Specialty Retailers**

# 2015 Cash Generation & Application

	2015 \$k	2014 \$k	Change \$k
<b>EBITDA</b>	<b>1,165</b>	<b>777</b>	<b>+388</b>
Reduction in Inventories	824	(764)	
<b>Net Cash Available</b>	<b>1,989</b>	<b>13</b>	<b>+1,976</b>
Interest (excluding capitalised DSLN)	(378)	(344)	
Income Tax Paid	(129)	(163)	
Capital Expenditure	(451)	(411)	
Net Repayment of Borrowings	(770)	(274)	
<b>Net Movement</b>	<b>261</b>	<b>(1,179)</b>	<b>+1440</b>

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CHIEF EXECUTIVE  
OFFICER  
Tony Grima

# Strategic Direction

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## **oldfields** is ONE Company;

- Inspiring its people to deliver quality & innovative products
- Focused on being market leaders, providing solutions with leading brands
- Adding value to our shareholders, customers & our people

**Growth &  
Innovation**

**People &  
Culture**

**Operations &  
Supply Chain**

**Processes &  
Systems**

Accountability – Customer Service – Innovation – Integrity – Passion – Safety & Sustainability

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# Pillar 1 - Growth & Innovation

- Scaffold-Strong growth in domestic project home builder sector
- Scaffold-Expanded distribution in regional markets
- Scaffold-Expanded distribution into international markets
- Consumer-Strengthened leadership position with DIY players
- Consumer-Stronger focus on leading paint specialist groups

oldfields  
Clarendon  
Homes



RAWSON  
HOMES  
— EST 1978 —



SEKISUI HOUSE



valspar



# Pillar 1 - Growth & Innovation

- Consumer – Increased emphasis on category management expertise with leading players
- Re-focus on innovative products





# Pillar 2 - People & Culture

- Further enhanced management team
- Increased industry expertise within scaffold division
- New highly energised sales team in consumer division
- Performance based incentive program



# Pillar 3 – Operations & Supply Chain

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- Repositioned sites for growth
- Working capital improvements via a refreshed inventory management system
- Significant service level improvements
- Centralisation of purchasing function



# FY15 Summary

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- Positioning Oldfields for profit & growth
- Reviewed strategic footprint & business model
- Upgraded talent & improved processes
- Looking forward to celebrating 100 Years!



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FY16 - CURRENT  
YEAR  
Tony Grima

# Challenges Ahead

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1. Increase in inventory to support growth
2. Changing hardware retail environment
3. Growth in direct sourcing by retailers
4. Competitors not taking US\$ cost increases to market
5. Scaffold sales contracts to tender
6. Limited ability to invest in outdoor storage division

# First Half Guidance



- Improvement in revenue base
- Substantially reduced overheads whilst retaining core capabilities
- Continued debt reduction

Key Financials	1 <sup>st</sup> Half – FY16 Guidance	1 <sup>st</sup> Half – FY15 Actual	Growth
Revenue	\$15.0m – \$15.5m	\$13.7m	10%+
EBITDA	\$1.0m – \$1.1m	\$0.7m	40%+

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## ITEMS OF BUSINESS

# Financial Statements & Reports

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To receive and consider the following reports in respect of the financial year of the company ended 30 June 2015;

- The Financial Report (which includes the Statement of Financial Position, Statement of Comprehensive Income, Cash Flow Statement and Director's Declaration); and
- The Director's Report and Auditor's Report



# Resolution 1.



## Re-election of Stephen Charles Hooper as a Director

“That Stephen Hooper, who retires by rotation in accordance with the Company’s Constitution and being eligible offers himself for re-election as a Director, be re-elected as a Director”

Total Proxies received	55,428,848
Votes for	52,024,672
Votes against	3,404,176
Abstentions	NIL

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# Resolution 2.



## Remuneration Report

“That the Remuneration Report be adopted”

Total proxies received	15,990,621
Votes for	12,506,445
Votes against	3,484,176
Abstentions	3,699

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# Other Business

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Q & A

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# Disclaimer and Notes

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- The purpose of this presentation is to provide general information about Oldfields Holdings Limited (Company). It is not recommended that any person makes any investment decision in relation to the Company based solely on this presentation. This presentation does not contain all information which would be material to the making of a decision in relation to the Company. Any investor should make its own independent assessment and determination as to the Company's prospects prior to making any investment decision, and should not rely on the information in this presentation for that purpose.
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## End Notes

Earnings Before Interest Tax Depreciation and Amortisation. The reference to EBITDA is unaudited and unreviewed however is based on amounts extracted from the audited financial statements and reconciles to the profile before and after income tax as reported in the Consolidated Statement of Profit or Loss and other Comprehensive Income contained within the Company's Financial Report and Appendix 4E for FY15 as follows: