

Skellerup Annual Shareholders Meeting 2015

28 October 2015

Chairman's Address

Sir Selwyn Cushing | Chairman

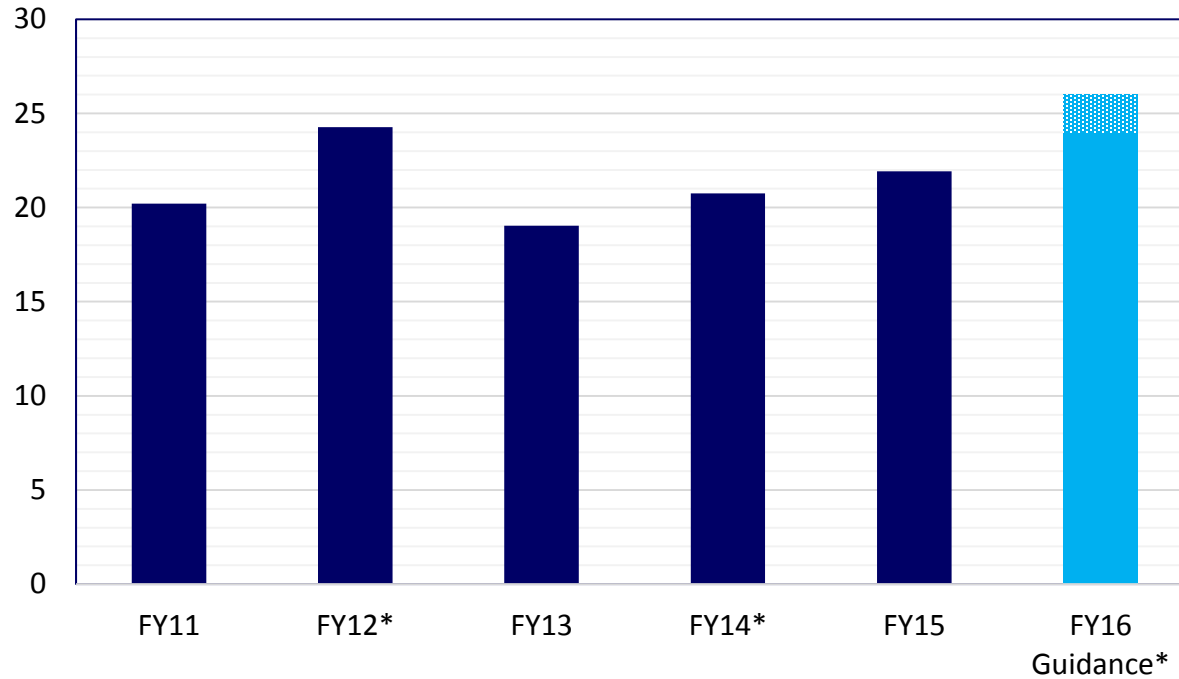
CEO's Presentation

David Mair | CEO & Executive Director

Skellerup: Earnings Trend

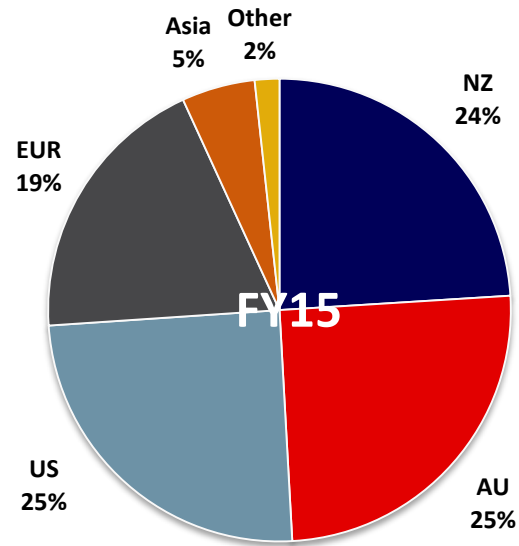
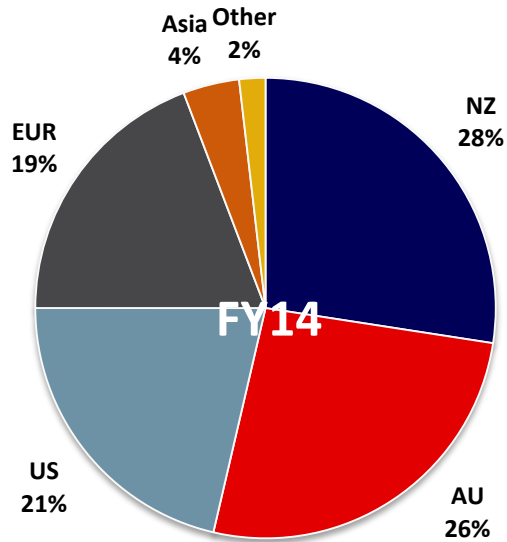


Skellerup NPAT* Trend (NZ\$Million)



* Excludes gains recognised in relation to insurance settlement for the Canterbury Earthquakes (FY12: \$0.4 million, FY14: \$20.4 million). A reconciliation of FY14 NPAT is shown on slide 7.

Skellerup: FY15 Revenue by Geographic Market



- United States up 20% on pcp (up 13% in constant currency terms)
 - Reflecting strategic targeting of this market with Industrial and Agri products
- Australia down 1% on pcp (up 1% in constant currency terms)
 - In constant currency terms up 1% as market share gains in civil and construction offset market contraction in mining
- New Zealand down 9% on pcp
 - Impact of reduced Dairy pay-out and timing of seasonal spend
- Europe up 3% on pcp

Skellerup: FY15 Review



Agri

NZ\$ Million	FY12	FY13	FY14	FY15
Revenue	74.1	72.4	80.2	80.5
EBIT	19.0	19.8	21.7	22.1
<i>EBIT %</i>	<i>25.6</i>	<i>27.3</i>	<i>27.1</i>	<i>27.4</i>

Revenue flat and EBIT up 2% on pcp

- International market strong
 - US, Europe, Asia and South America all delivering growth
- NZ Dairy market down
 - However demand for liners and tubing still relatively solid
- Increased Footwear sales
 - High value technical products (fire, forestry, di-electric) boosting returns in NZ and international markets

Industrial

NZ\$ Million	FY12	FY13	FY14	FY15
Revenue	133.1	116.9	116.2	123.0
EBIT	22.9	13.5	13.5	14.0
<i>EBIT %</i>	<i>17.2</i>	<i>11.6</i>	<i>11.6</i>	<i>11.4</i>

Revenue up 6% and EBIT up 4% on pcp

- Strong growth in US
 - Capitalising on opportunity with investment in sales and technical resource
 - Well placed to continue to gain market share
- Australian market mixed
 - Growth from expanded Deks product range and Ultralon foam offset by mining sector slump
 - Consolidation of OEM development to NZ
- Capitalising on technical capability
 - Proven OEM technical capability
 - Adapted products that required better distribution

Skellerup: FY15 NPAT



Reconciliation of Segment EBIT to Group NPAT

NZ\$ Million	FY14	FY15	Change
Agri EBIT	21.7	22.1	0.4
Industrial EBIT	13.5	14.0	0.5
Corporate EBIT	(5.3)	(5.0)	0.3
EBIT before Canterbury EQ income	29.9	31.1	1.2
Canterbury EQ income net of expenditure	19.8	-	19.8
Interest expense	(0.7)	(0.2)	0.5
Tax expense	(8.5)	(9.0)	(0.5)
Tax credit re Canterbury EQ	0.5	-	(0.5)
NPAT excluding Canterbury EQ	20.7	21.9	1.2
NPAT	41.1	21.9	(19.2)

- FY16 NPAT of \$24 to \$26 million
- Themes underlying our business strategy unchanged
 - Growing global demand for protein/ safe food
 - Growing global demand for clean gas as an energy source
- Continue to focus on US market for growth
 - Fastest growth opportunity for a wide range of our products
 - European, Asian and South American markets also continue to be targeted for specific product groups
- Improve products, services and allocation of capital
- Customer focussed product development
 - Delivering better value and further improvement to come to optimise investment
 - Systems approach
- Operational excellence
 - Effective planning, operation and customer interface
 - Improving our working capital position
- Project Viking
 - Construction of new Dairy and Rubberware facility at Wigram on track, begin relocation in 2016

This presentation contains not only a review of operations, but also some forward looking statements about Skellerup Holdings Limited and the environment in which the company operates. Because these statements are forward looking, Skellerup Holdings Limited's actual results could differ materially.

Although management and directors may indicate and believe that the assumptions underlying the forward looking statements are reasonable, any of the assumptions could prove inaccurate or incorrect and, therefore, there can be no assurance that the results contemplated in the forward looking statements will be realised.

Please read this presentation in the wider context of material previously published by Skellerup Holdings Limited.