

Skellerup Holdings Limited

Annual Shareholders Meeting

30 October 2013

FY13 in review

- Agri Division performance improved with late surge following NZ drought.
 - Strategic inventory build enabled late demand to be captured.
 - US also suffered from drought.
 - Small acquisition completed in UK.
- Industrial Division performance down due to softer markets.
 - Reduced gas exploration in the US and slowdown in Australian mining giving direct and indirect impact to Skellerup.
- Land secured in Christchurch for new rubber development centre and manufacturing facility.
 - Project Viking underway, functional design complete.
- A number of businesses successfully relocated for future growth:
 - Ultralon manufacturing (Vietnam).
 - Gulf, Masport and Deks (US).

Skellerup FY13 Financial Summary

NZ\$Million	FY13	FY12	Movement %
Revenue	189.5	207.3	(9%)
EBITDA	35.0	43.7	(20%)
Depreciation & amortisation	7.2	7.1	(1%)
EBIT	27.8	36.6	(24%)
Interest expense	1.1	2.1	46%
Tax expense	7.6	10.2	25%
NPAT*	19.0	24.7	(23%)
Earnings cents per share	9.9	12.8	(23%)
Dividend cents per share	8.0	8.0	No change
Return on Net Assets	15%	20%	(5%)

- NPAT up \$2 million on early May 2013 guidance but down \$5.7 million on prior year which also included \$0.4 million of earthquake related net income.
- Dividend of 8 cents per share maintained.

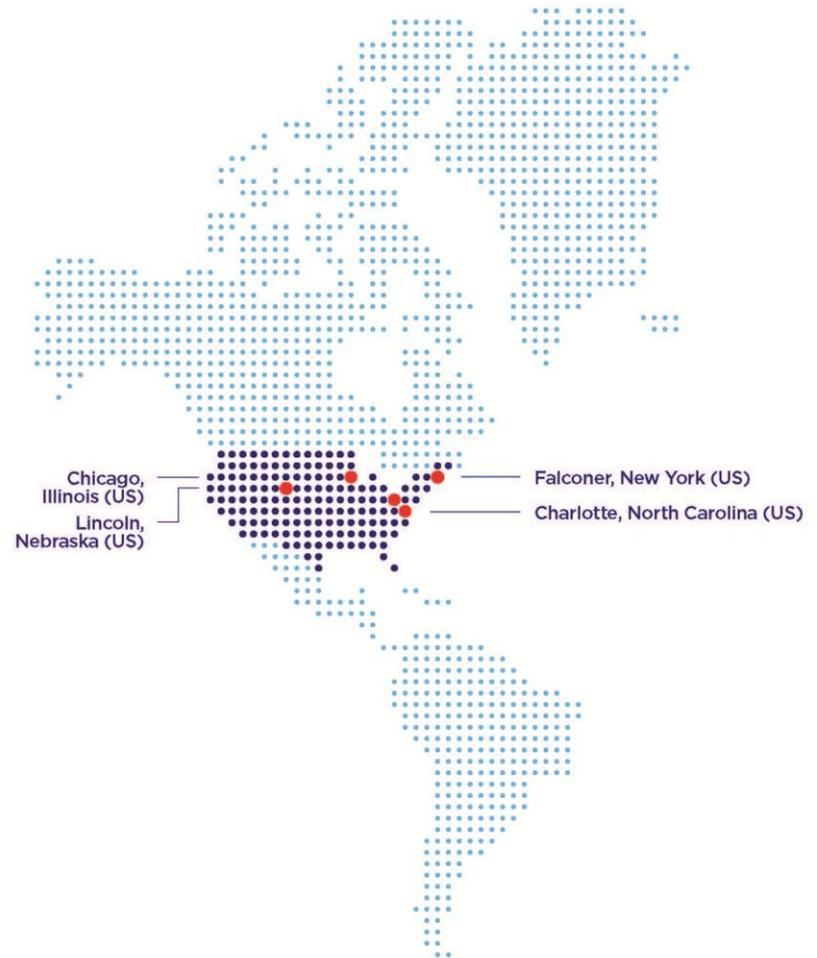
Skellerup FY13 Financial Summary

NZ\$Million	FY13	FY12	Movement %
Total Assets	184.1	174.8	5%
Total Liabilities	59.4	53.4	11%
Net Assets	124.7	121.4	3%
Net Debt	2.2	4.3	49%
Operating Cash Flow	26.0	25.3	3%
Capital Expenditure	14.4	7.7	87%
Working Capital	44.7	44.9	0%

- Operating Cash Flow of \$26.0 million funded:
 - Capital expenditure of \$8.2 million (*the difference to the table above reflects the balance of the Wigram land purchase which we expect to become payable in December 2013*)
 - Dividends of \$15.4 million
 - Reduction in Debt of \$2.1 million

Skellerup in North America

- 21% of Skellerup's revenue is earned in the USA.
- Recent repositioning of Skellerup's businesses to better capture market and market share growth:
 - Masport vacuum pumps system assembly and distribution relocated within Nebraska.
 - Gulf established in North Carolina to capture industrial market.
 - Separation of Deks & Conewango to better service customers and grow revenue and earnings.



Skellerup in Asia

A strong manufacturing platform

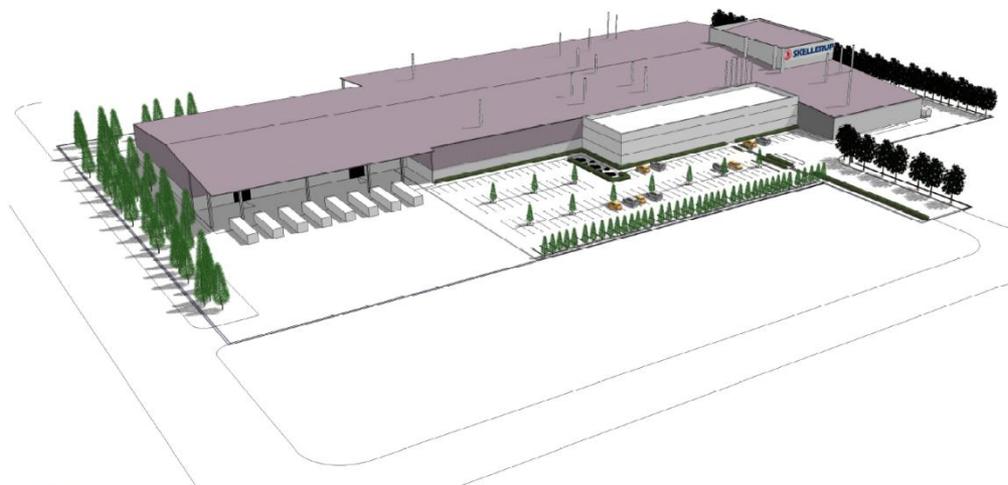
- Skellerup China
 - Based in Jiangsu Province north of Shanghai with 180 employees.
 - 10 year anniversary recently celebrated.
 - Manufacturing footwear and pumps generating \$35 million of revenue per annum.
- Thong Nhat (Ruthimex) Vietnam
 - Based near Ho Chi Minh City, a partner to Skellerup Group for 7 years.
 - Manufacturing rubber and foam products generating \$40 million of revenue per annum.
 - In the past year we have relocated the Ultralon foam manufacturing from Christchurch.

An opportunity for substantial revenue growth

- Food grade rubber and plastic products
 - Skellerup dairy liners, tubing and water control valves and products.
- Extraction and use of natural gas
 - Skellerup pumps, and valves used in natural gas systems.

Project Viking

- Land
 - Ngai Tahu’s Wigram Business Park, \$7.1 million.
- Building for Development & Manufacturing
 - Sir Ron Carter guiding Project.
 - Functional design complete.
 - Next step is tenders.
- Transition
 - Plan for staged relocation determined to assure uninterrupted business operation.
- Insurance
 - Costs now fully estimated, under review by insurers.



Aerial Looking South

Skellerup Focus & Outlook

- Global environment still difficult – cannot rely on market growth from Europe, Australia and North America.
- Our focus:
 - Continue to capitalise on our enhanced presence in the US to grow market share particularly our Industrial businesses.
 - Capitalise on the record forecast Fonterra pay-out expected to drive a strong performance from NZ for our Agri business.
 - Improve and enhance our distribution and channels to market for all of our businesses.
 - Continue to improve the focus of our innovation to create solutions for customers to solve problems and create real value.
- FY14 forecast NPAT of \$21 to \$23 million
 - Improved contribution from Industrial business

Disclaimer

- 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.