



Presentation of FY13 Results

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SKELLERUP
SKELLERUP HOLDINGS LIMITED

Skellerup FY13 Key Points

- NPAT of \$19 million
 - Up \$2 million on early May 2013 guidance.
 - Down \$5.3 million (excluding earthquake items) on pcp.
- Operating Cash Flow of \$26 million
 - Up \$0.7 million on pcp.
 - Net debt at \$2.2 million reduced from \$4.3 million on pcp.
- Final Dividend unchanged at 5 cents per share giving 8 cents per share for full year.
- Agri Division performance helped by late surge following NZ drought.
- Industrial Division performance down due to softer markets.
- Land secured in Christchurch for new rubber development centre and manufacturing facility.

Skellerup FY13 Financial Summary

NZ\$Million	FY13	FY12	Variance
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%)
<i>Earnings cents per share</i>	9.9	12.8	(23%)
<i>Dividend cents per share</i>	8.0	8.0	No change
Net Debt	2.2	4.3	49%
Operating Cash Flow	26.0	25.3	3%
Capital expenditure	14.4	7.7	87%

* FY12 includes \$0.4 million of earthquake related net income

Skellerup Divisional Results

FY 13: NZ\$ Million	Agri	Industrial	Corporate	Total
Revenue	72.4	116.9	0.2	189.5
EBIT	19.8	13.5	(5.5)	27.8
Interest expense				1.1
Income tax expense				7.6
NPAT				19.0

FY 12: NZ\$ Million	Agri	Industrial	Corporate	Total
Revenue	74.1	133.1	0.1	207.3
EBIT	19.0	22.9	(5.3)	36.6
Interest expense				2.1
Income tax expense				10.2
Earthquake net proceeds				0.4
NPAT				24.7

Skellerup Agri Division

NZ\$ Million	FY13	FY12	FY11
Revenue	72.4	74.1	69.0
EBIT	19.8	19.0	17.1
EBIT/Revenue	27.4%	25.6%	24.8%

- NZ business finished very strongly overcoming the impact of drought:
 - Strategic inventory build enabled capture of late May and June demand.
 - Liners, tubing and footwear all up.
- Hygiene & filter products steady:
 - Completed a small complementary dairy hygiene acquisition in UK with effect from 01 July 2013.
- US business slightly softer in FY13:
 - Drought impacting on farmers corn feed price reducing available spend for dairy liners and tubing.

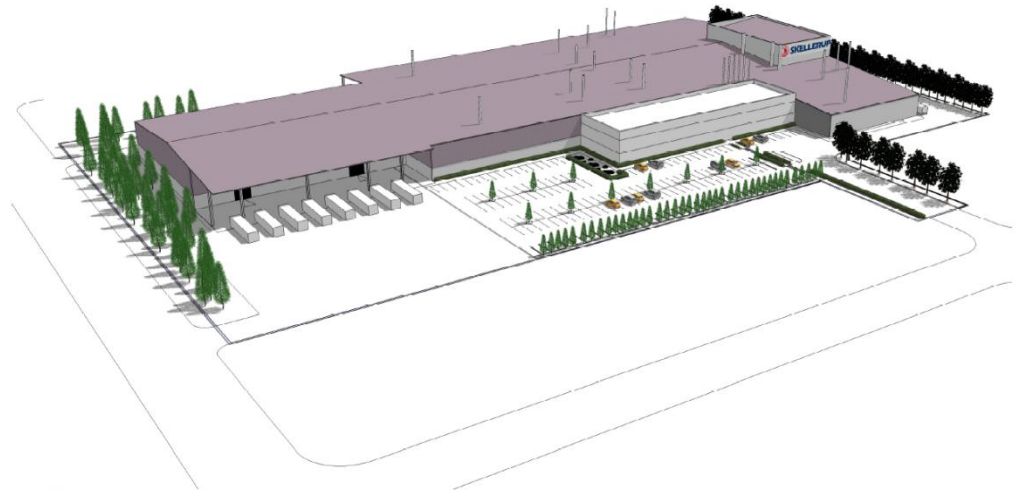
Skellerup Industrial Division

NZ\$ Million	FY13	FY12	FY11
Revenue	116.9	133.1	124.5
EBIT	13.5	22.9	20.0
EBIT/Revenue	11.6%	17.2%	16.1%

- All Industrial businesses down on FY12 due to softer markets.
- Technical rubber products improved in 2H13:
 - Broadened product range and growth in USA plus developing Asian and South American markets.
 - Costs associated with legacy issues.
- Vacuum pumps improved in 2H13:
 - But still well below FY12 due to lower demand for oil and gas exploration.
- Flexiflo significantly slower in 2H13:
 - As expected due to lower iron ore demand and prices.

Project Viking

- Land
 - Ngai Tahu’s Wigram Business Park, \$7.1 million.
- Building for Development & Manufacturing
 - Sir Ron Carter guiding Project.
 - Preliminary design complete. Value engineering exercise in progress to enable cost and time lines to be set.
- Transition
 - Preliminary plan for staged relocation determined to assure uninterrupted business operation. Under review.
- Insurance
 - Costs now fully estimated.



Aerial Looking South

Skellerup Focus

- Food Safety
- Gasification
- Markets
 - North America: Deks relocation in progress to better service and expand business.
 - Asia: Continuing to grow business to capture opportunities we have created in emerging Latin and Asian markets.
 - Capitalising on existing product range and competitive advantage: Offsetting impact of weaker traditional markets.
 - Tailoring products and solutions to suit different market needs
- Focussing our innovation activities and an on-going focus on operational excellence.
- Growing our leadership and team capability to improve the bottom line.

Disclaimer

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