

Results for half year ended 31 December 2008



Presentation by
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Result key points

- > Sales from Continuing Operations down 3% to \$237.3 million
- > Profitability sustained, trading EBIT down 2% to \$32.6 million
- > EBIT/sales margin increased to 13.7% from 13.6%
- > NPAT from Continuing Operations down 4% to \$19.5 million
- > All businesses except Security Products traded solidly
- > Consumer Products EBIT from Continuing Operations steady at \$16.3 million
- > Strong improvement from Oates following restructuring in previous year
- > Trading EPS from continuing business steady at 33.8 cents
- > EPS down 14% to 33.8 cents (prior year contribution from Victa)
- > Interim dividend down 3 cents to 27 cents

Financial summary



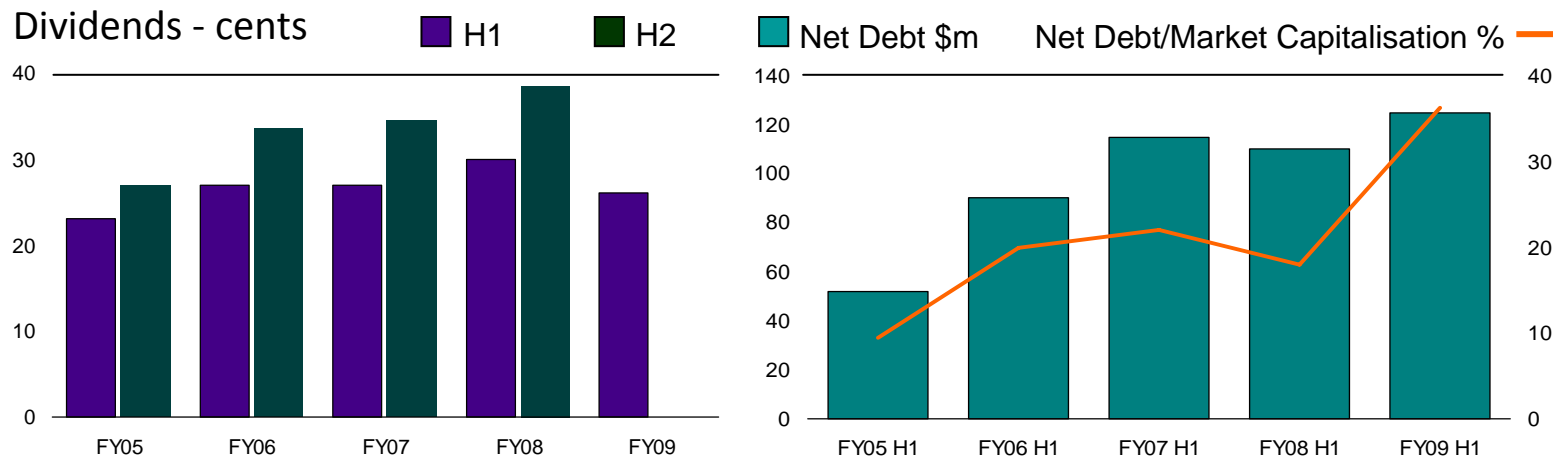
\$ million	FY08 H1	FY09 H1	% Change
Continuing Operations			
Sales	244.8	237.3	-3%
EBITDA	38.8	37.8	-2%
Depreciation	3.0	2.7	
Amortisation	2.6	2.5	
EBIT	33.2	32.6	-2%
Interest	4.2	5.0	
Profit before Tax	29.0	27.6	
Tax	8.7	8.1	
Trading PAT	20.3	19.5	-4%
Discontinued Operations			
Victa Contribution	3.2		
PAT pre-restructuring	23.5	19.5	-17%
Restructuring Costs			
Oates Restructuring	(6.0)		
Interest Hedging Restructure		(2.6)	
Reported NPAT	17.5	16.9	-3%
EPS & Dividend - cents			
Trading EPS	33.8	33.8	0%
EPS pre-restructuring	39.2	33.8	-14%
Reported EPS	29.2	29.3	0%
Dividend	30	27	-10%

Strong contribution from Victa in PCP - sold 30 June 2008. Sale rationale remains valid.

Interest rate hedging restructured. \$3.7m pre-tax.

Steady Trading EPS reflects impact of prior share buy back.

Capital management



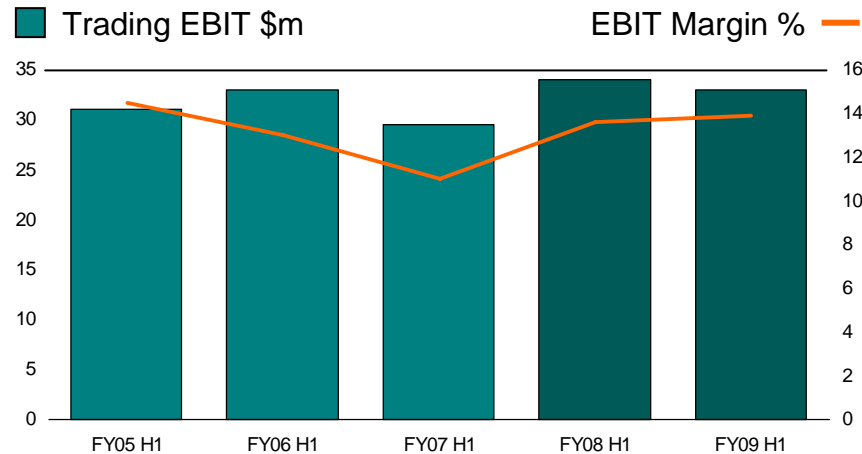
- > Interim dividend reduction reflects decline in EPS (prior year included Victa contribution)
- > Interim dividend payout ratio at a sustainable 80% of Trading EPS
- > Net debt increased \$15 million due to late delivery and higher cost of inventory
- > Seasonal strength in second half cash flow to drive net debt lower
- > Negligible share buy back activity

Trading conditions



Continuing Businesses

FY08 & FY09




- > EBIT margins remained solid despite weaker consumer sentiment
- > Leading brands underpinned resilient performance
- > Currency hedging partially protected product costs
- > Actions taken to counter impact of lower Australia dollar include:
 - Price increases in all businesses
 - Business cost reductions, including freight
 - Negotiating supplier cost reductions

Business unit summary



Consumer  

> EBIT* steady at \$16.3 million
Continuing operations

Water 

> EBIT down 2% to \$8.4 million

Automotive   

> EBIT down 4% to \$9.8 million

Security 

> EBIT down 57% to \$0.5 million

Consumer Products - continuing operations

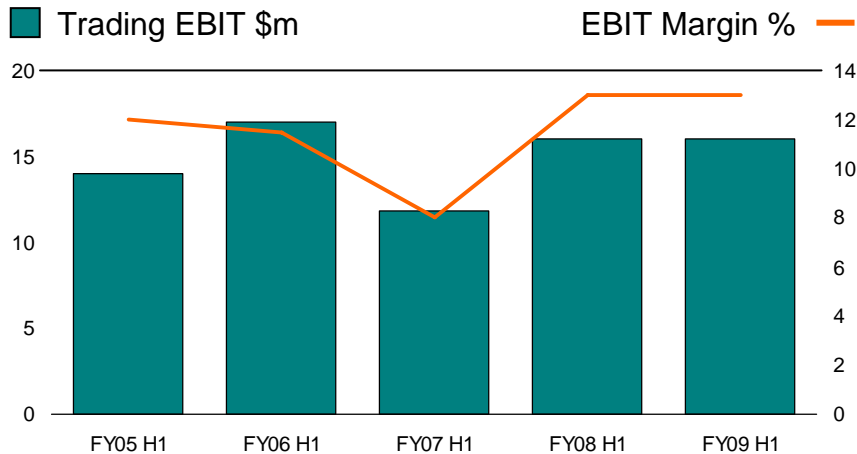


\$ million	FY08 H1	FY09 H1	% Change
Sales	127.7	126.8	-1%
EBITDA	19.7	19.5	-1%
Depreciation	1.2	0.9	-26%
Amortisation	2.3	2.3	0%
EBIT	16.3	16.3	0%
EBIT / Sales %	13%	13%	



- > EBIT steady at \$16.3 million despite tough economic conditions in New Zealand and weaker consumer confidence in Australia
- > Currency hedging partially protected impact of falling Australian dollar

Consumer Products - continuing operations



- > Continuing strong underlying demand for Sunbeam brand products
- > Cost reduction program implemented
- > Slow down in New Zealand market and late arrival of inventory negatively impacted sales
- > Oates benefited from prior year restructuring:
 - Change from manufacturing to full sourcing business
 - Product upgrades and reinvestment in brand
- > Oates achieving margins expected at time of acquisition

Water Products

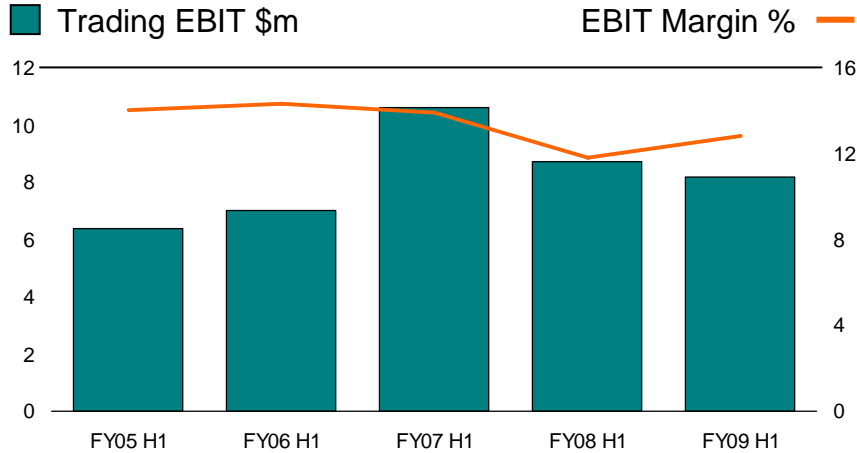


\$ million	FY08 H1	FY09 H1	% Change
Sales	73.6	65.7	-11%
EBITDA	10.0	9.7	-3%
Depreciation	1.2	1.1	-6%
Amortisation	0.3	0.2	-21%
EBIT	8.5	8.4	-2%
EBIT / Sales %	12%	13%	



- > EBIT down 2% to \$8.4 million
- > Integrated management structure implemented - more efficient and lower cost
- > Davey branding applied across all business segments
- > Export market opportunities growing following falling currency

Water Products



- > Heartland rural markets remain in drought conditions impacting sales of Davey’s market leading pump products
- > Strong sales growth in new product markets, especially water conservation, led by RainBank®
- > Lower demand for pool and spa products due to economic downturn and water restrictions
- > Davey’s pool market position stabilised following full integration of Monarch

Automotive Products



\$ million	FY08 H1	FY09 H1	% Change
Sales	36.5	38.6	+6%
EBITDA	10.4	10.1	-3%
Depreciation	0.2	0.3	35%
Amortisation	0.0	0.0	
EBIT	10.2	9.8	-4%
EBIT / Sales %	28%	25%	



- > EBIT declined 4% to \$9.8 million following strong growth last year
- > Sustained benefits from previous move to outsourced business structure
- > Ryco and Wesfil maintained market share gains following National Parts closure last year
- > New Zealand contribution affected by slow market conditions

Security Products



\$ million	FY08 H1	FY09 H1	% Change
Sales	7.0	6.4	-10%
EBITDA	1.6	0.9	-43%
Depreciation	0.4	0.4	4%
Amortisation	0.0	0.0	
EBIT	1.2	0.5	-57%
EBIT / Sales %	17%	8%	



- > EBIT declined 57% to \$0.5 million
- > Sales decline due weaker building industry activity and higher raw material cost impacted margins
- > Price increases recently implemented to offset higher costs following currency decline

Outlook



- > Resilient first half highlights brand strength and benefits of flexible business model
- > FY09 profit will depend on:
 - Level of second half demand
 - Impact of lower dollar on product costs and margins
- > Management action implemented to offset negative macro factors:
 - Cost reductions across all businesses
 - Price increases for all brands
 - More favourable terms with offshore suppliers
- > Primary objective remains to deliver solid shareholder returns