

Results for year ended 30 June 2009



Presentation by
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Managing Director



Result key points

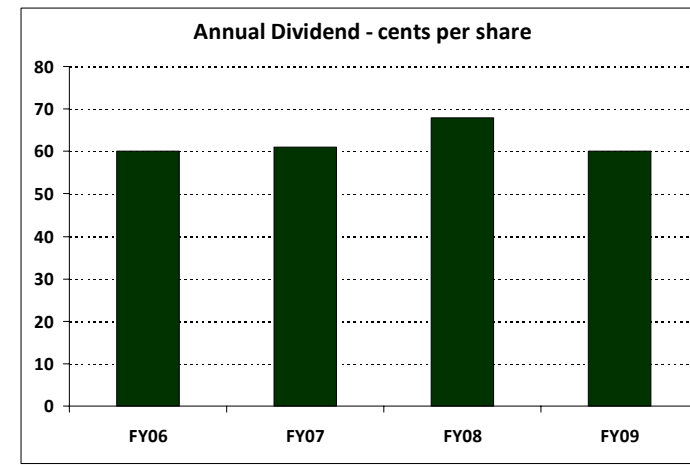
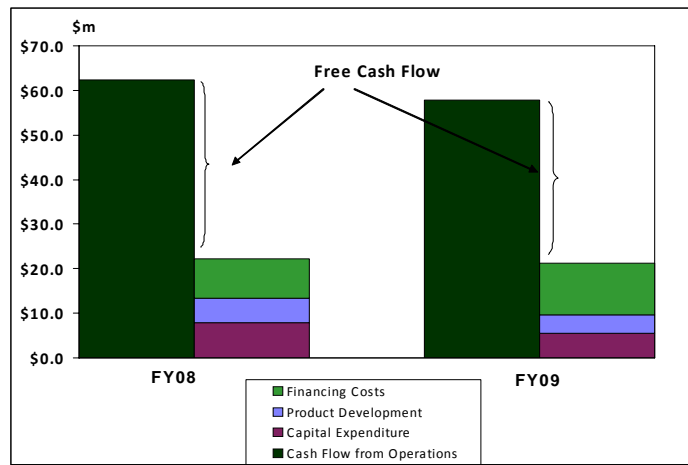
- > Underlying NPAT down 1% to \$37.4 million
 - Continuing operations excluding restructuring
- > Reported NPAT down 7% to \$34.8 million
 - EPS of 60 cents versus 62.6 cents
- > Continuing operations EBIT down 4% to \$60.8 million
 - In line with July 2008 guidance
- > Demand for GUD's leading brands remained consistent
- > Pleasing profit result despite negative impacts of extreme currency movements, competitive markets and weak economies
- > Cost reductions, price adjustments and tight management of working capital ensured sustained returns
- > Annual dividend 60 cents versus 68 cents previously



Financial summary

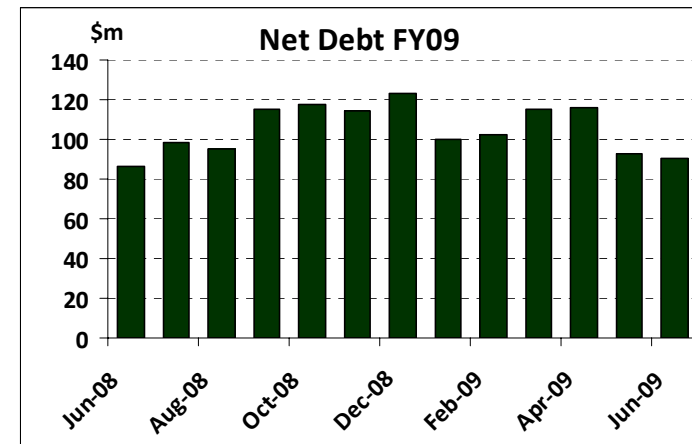
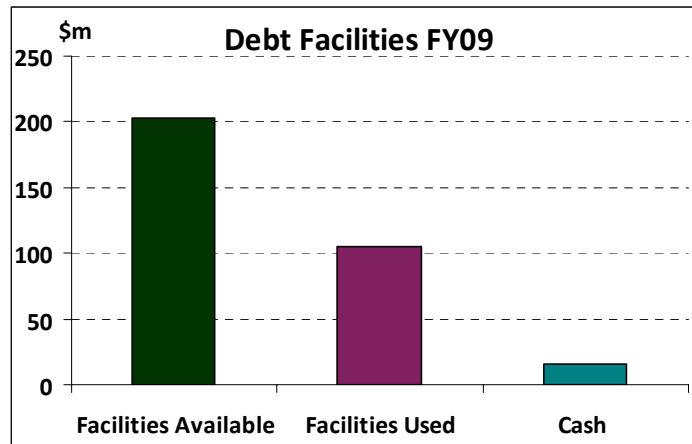
\$ million	FY08	FY09	% Change	
Continuing Operations				
Sales	469.0	468.3		
EBITDA	73.7	71.3	-3%	
Depreciation	5.6	5.5		
Amortisation	5.0	5.0		
EBIT	63.0	60.8	-4%	
Interest	9.3	7.7		
Profit before Tax	53.7	53.1		
Tax	15.8	15.7		
Underlying NPAT	37.9	37.4	-1%	
Discontinued Operations				
Victa Contribution	5.1			Victa sold 30 June 2008 to Briggs & Stratton
Restructuring Costs				
Oates Restructuring	(5.9)			Benefit reflected in FY09 operating performance
Interest Hedging Restructure	0.3	(2.6)		First half cost following interest rate declines
Reported NPAT	37.4	34.8	-7%	

Cash flow and dividends



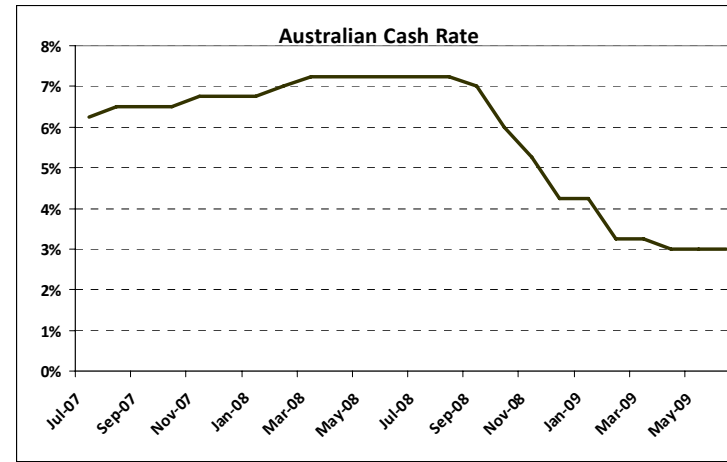
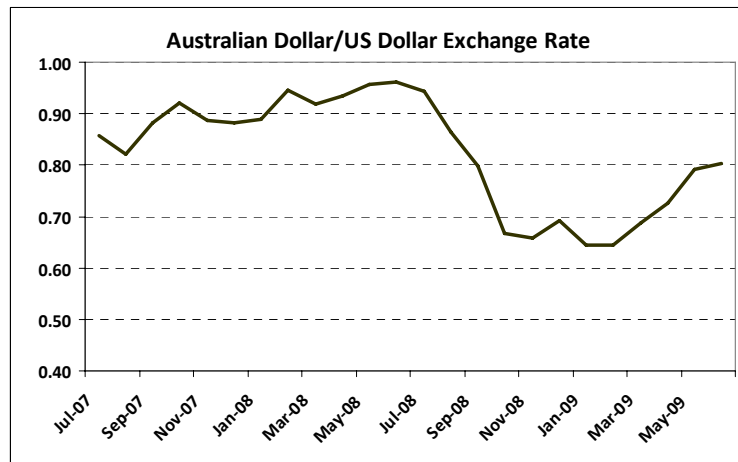
- > Maintained high level of operating cash flow at \$57.9m
- > Strong second half following seasonal reductions in working capital
 - Down to \$92m from \$130m at December
- > Capex and R&D totalled \$9.7m
- > High level of free cash flow has supported dividends

Balance sheet strength



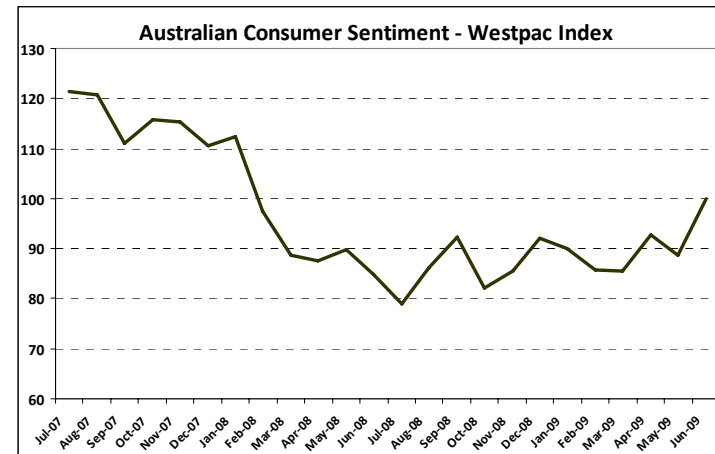
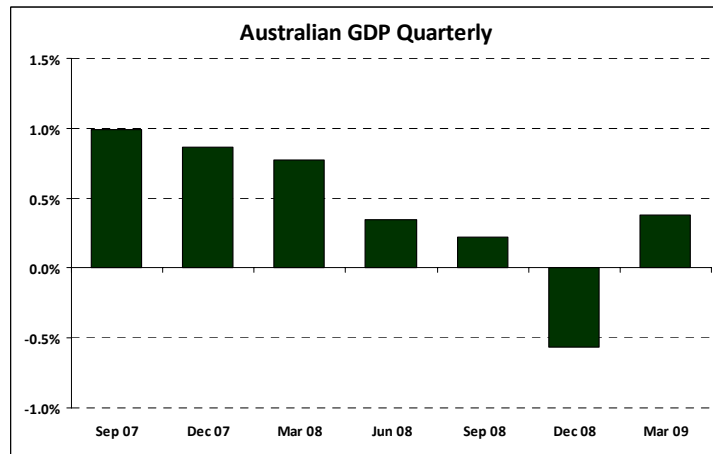
- > Long term debt facilities in place, \$98m headroom in total
 - \$100m core debt facility to July 2011
 - \$80m seasonal debt facility to July 2012
- > Net debt up 5% to \$90.6 m including
 - \$14.1m SPP and \$18.2m stake in Breville
- > Net debt trend reflects cyclical working capital demands
- > Interest cover (EBIT/Net Interest) rose to 7.9 times from 6.7 times
- > Introduction of DRP provides further flexibility

Financial markets' impact



- > Currency decline increased cost of imported product
 - Cost of US\$1 increased from A\$1.06 in July '08 to A\$1.55 in February '09
 - Current level A\$1.25 (US 80 cents)
 - Increased cost of inventory lifts working capital and debt levels, squeezes margins
- > Interest rate hedging restructured following reduction in cash rate
 - Cost of \$2.6m after tax
- > Lower interest expense likely in FY10

Response to downturn



- > Actions to negate weaker economy and swings in financial markets
 - Negotiated price increases for all brands
 - Negotiated more favourable buying price and payment terms with offshore suppliers
 - Implemented overhead cost reductions in all businesses
 - Reduced inventory volume – value up marginally to \$82.7m from \$81.4m
- > Working capital to sales (continuing operations) stable at 19.7%

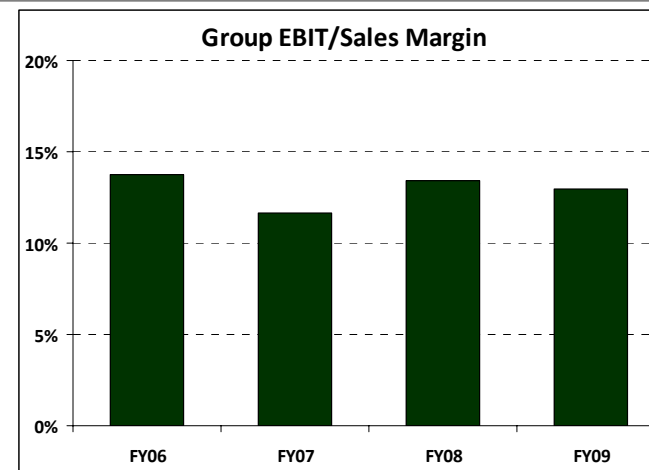


CVA and Margin

Cash Added Value Returns

	FY06	FY07	FY08	FY09
Consumer	15.2%	13.2%	17.1%	17.6%
Automotive	31.4%	31.6%	45.0%	43.2%
Water	15.6%	14.5%	11.2%	12.3%
Security	10.9%	11.9%	12.1%	9.1%
Group	17.1%	14.8%	16.5%	16.9%

Note: Excluding individually significant items



- > Improved returns despite difficult economic cycle
 - Reflecting brands' strength and cost actions
- > Group CVA improved to 16.9%
- > Group EBIT/Sales margin declined marginally to 13% from 13.4%



Business unit summary

Consumer



> EBIT* down 9% to \$29.9 million

*Continuing operations

Water



> EBIT up 11% to \$15.0 million

Automotive



> EBIT down 1% to \$19.3 million

Security



> EBIT down 49% to \$1.3 million

Consumer Products - continuing operations



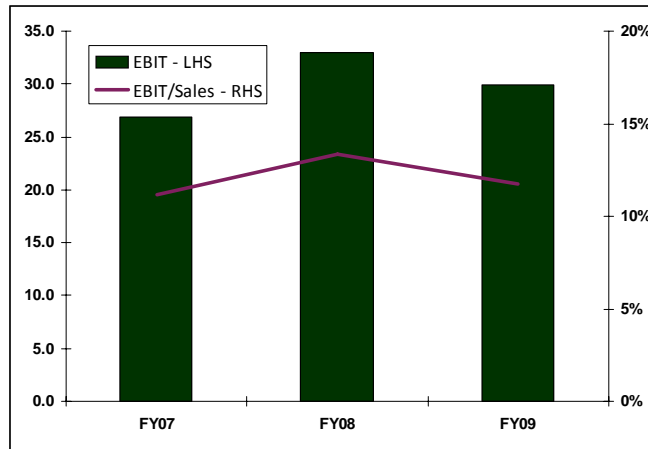
\$ million	FY08	FY09	% Change
Sales	246.6	254.9	3%
EBITDA	39.5	36.4	-8%
Depreciation	2.0	1.9	-6%
Amortisation	4.5	4.5	1%
EBIT	33.0	29.9	-9%
<i>EBIT/Sales %</i>	<i>13%</i>	<i>12%</i>	



- > \$29.9m EBIT and 3% sales growth pleasing in competitive consumer products markets
- > Higher A\$ cost of imported product pressured margins
- > Hedging costs higher due to extreme currency movements
- > Cost reductions, brand strength and Oates outsourcing success drove result

Victa sold 30 June 2008

Consumer Products - continuing operations



- > Sunbeam improved sourcing and supply chain functions
 - Early benefits on costs and buying terms
 - Working capital and customer service benefits anticipated
- > Sunbeam remains Australia's #1 small appliance brand
 - Continued success with core ranges – coffee, cooking, electric blankets, irons
 - Rationalised product range in personal care categories
- > Oates performed strongly on lower cost sourcing model
 - New management, new products and brand relaunch drove stronger result
 - Exceeding pre-acquisition expectations

Water Products

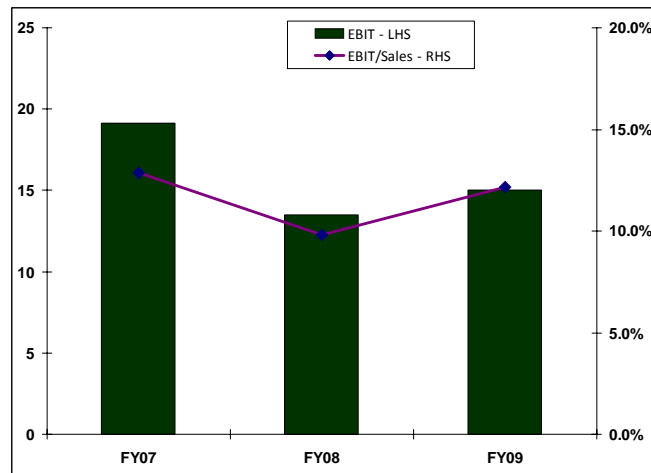


\$ million	FY08	FY09	% Change
Sales	137.4	123.6	-10%
EBITDA	16.4	17.8	8%
Depreciation	2.4	2.3	-3%
Amortisation	0.6	0.5	-9%
EBIT	13.5	15.0	11%
<i>EBIT/Sales %</i>	<i>10%</i>	<i>12%</i>	



- > \$15.0m EBIT reflects 33% growth in second half
 - Driven by lower cost base
- > Weak pool and spa segments in Australia and New Zealand restrained growth
 - Pool and spa markets impacted by water restrictions and low new pool starts
 - Pursuing new US opportunities for unique pool equipment

Water Products



- > Strong growth profile remains in water conservation and treatment product segments
 - Double digit sales growth driven by strong underlying market demand
- > Continuing dry in Australia impacting sales of traditional Davey product in regional markets
- > Davey branding across all products and markets

Automotive Products



\$ million	FY08	FY09	% Change
Sales	71.5	78.4	10%
EBITDA	19.9	19.8	0%
Depreciation	0.4	0.5	18%
Amortisation	0.0	0.0	
EBIT	19.4	19.3	-1%
<i>EBIT/Sales %</i>	<i>27%</i>	<i>25%</i>	



- > \$19.3m EBIT on 10% sales growth
- > Ryco and Wesfil both winning market share
 - Wesfil continues to gain from National Parts closure
 - Growing product range to cater for new vehicle models in aftermarket
- > Aftermarket focus insulates business from vehicle manufacturing downturn

Security Products



\$ million	FY08	FY09	% Change
Sales	13.6	11.5	-16%
EBITDA	3.2	2.0	-37%
Depreciation	0.8	0.8	2%
Amortisation	0.0	0.0	
EBIT	2.5	1.3	-49%
<i>EBIT/Sales %</i>	<i>18%</i>	<i>11%</i>	



- > Sales dropped as customers destocked
 - Especially building and leisure industry sectors
- > 49% decline in EBIT from lower sales and increased metal prices in first half
- > Price increases implemented, margins to improve



Breville investment

- > Acquired 19.4% shareholding on 29 May
 - \$18.2 million at 72 cents per BRG share
- > Attractive long term strategic investment
- > Funded from existing cash reserves
- > Expected to be self funding at current BRG dividend levels
- > Expected to be broadly EPS neutral

Outlook



- > FY09 performance highlights GUD's underlying strength
 - Flexible lower risk business model
- > Demand for leading brands likely to remain sound with some areas of outperformance
 - Consumer sentiment index improving
 - All businesses well positioned to benefit from any upturn
- > Balance sheet strength and strong cash flow provide platform for additional growth
 - Interest cover expected to improve further in FY10
- > Ongoing focus on product innovation, costs, brand management and tight working capital underpins growth outlook
- > GUD is strongly positioned to continue to deliver solid returns
- > Expect improvement in financial performance in FY10