

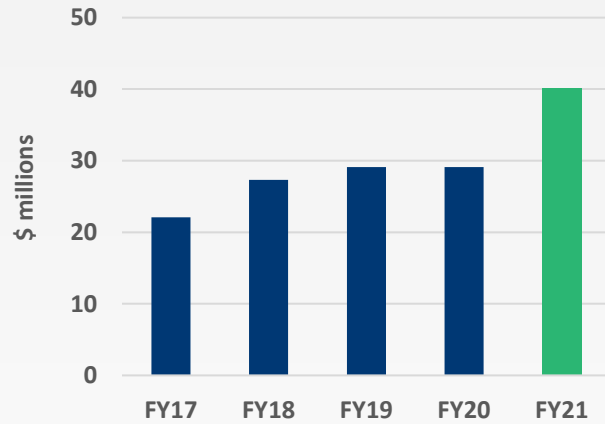


# ANNUAL SHAREHOLDERS MEETING

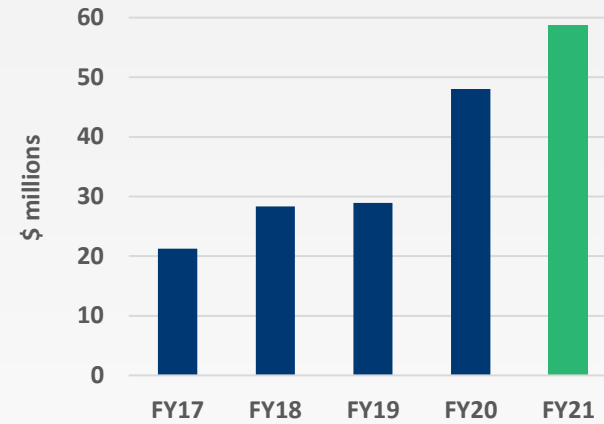
27 OCTOBER 2021

# Record Results

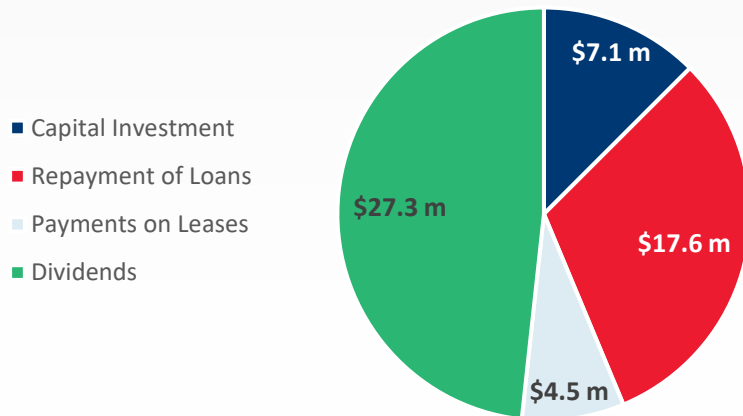
Net Profit after Tax up 38% on pcp



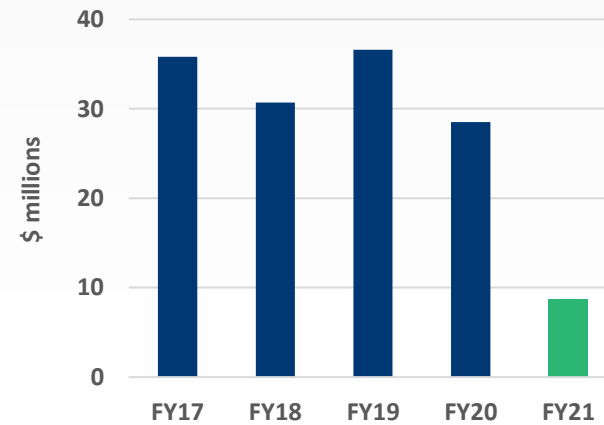
Operating Cash Flow up 22% on pcp



Operating Cash Flow applied to

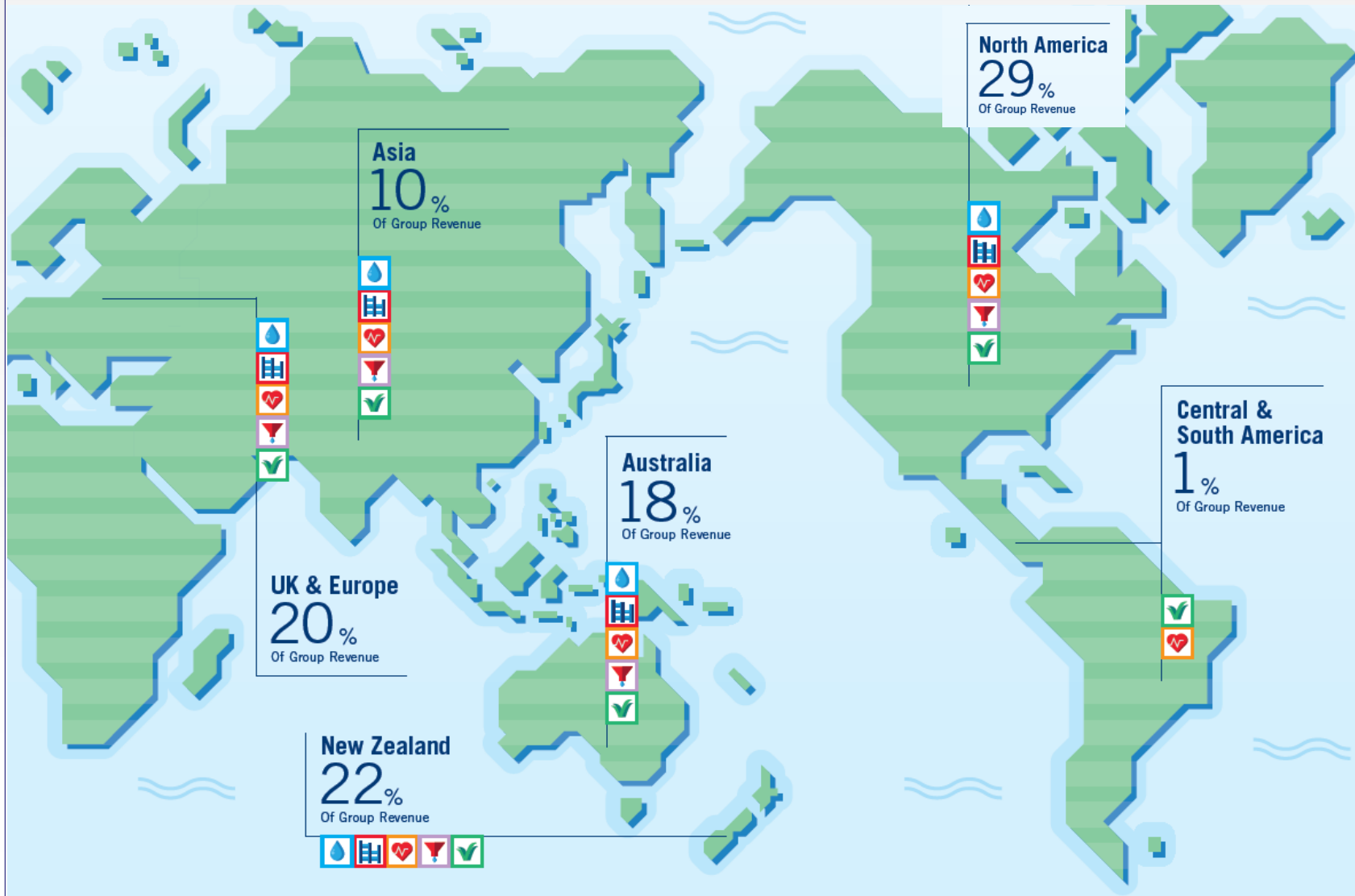


Net Debt down \$19.8 million



# Global Business

ANNUAL SHAREHOLDERS MEETING | 27 OCTOBER 2021



# Record Results, Focused on Success

## Skellerup's business foundation is strong

- Deep material expertise, product and tool design capability, manufacturing process knowledge
- Critical and essential products meeting demanding standards

## Focus on customers

- New approaches and innovative products
- Predominantly OEM customer focus

## Global reach and ambition

- 80% of revenues from international markets
- 70% of products manufactured outside of NZ

## Focus on our people

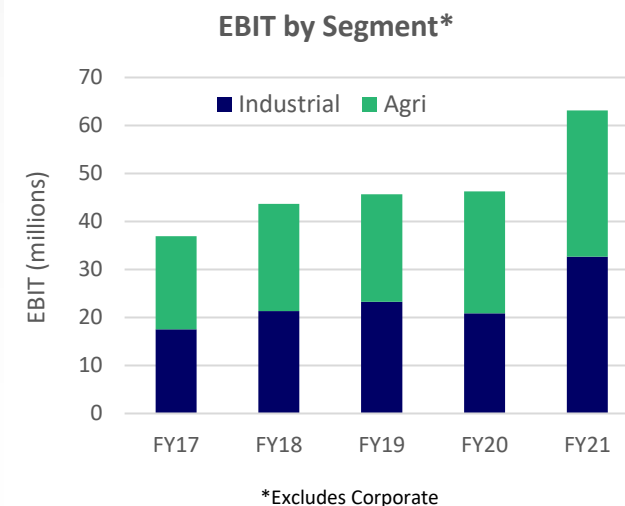
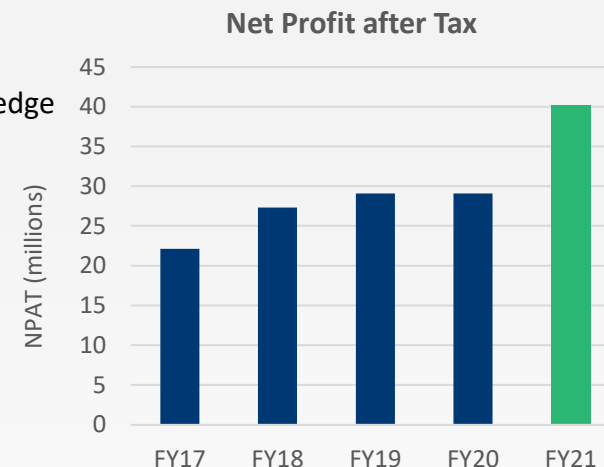
- Over 800 people across five continents

## Record operating cash flow of \$58.8 million and robust balance sheet

- Up \$10.8 million or 22% on pcp, a record
- Net debt down to \$8.7 million (3% of total assets)

## Investment in growth

- Acquisition of Talbot Technologies
- Plastic products for domestic and international markets
- Focus on health, technology and electronics applications



# Industrial Division

NZ\$ Million	FY17	FY18	FY19	FY20	FY21
Revenue	131.2	151.5	157.1	157.9	177.4
EBIT	17.1	20.8	22.9	20.9	32.7
EBIT %	13.1	13.7	14.6	13.2	18.4

## Revenue up 12% and EBIT up 57% against pcp

### Potable Water and Waste Water

- Revenue up significantly as infrastructure work delayed by COVID-19 is brought back on stream and gains in market share.

### Growth from high performance foam applications

- Ultralon U-Dek sales up significantly in the all markets.

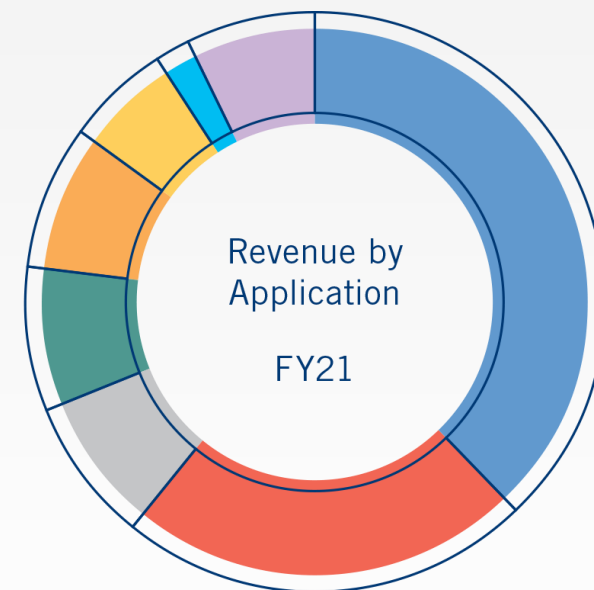
### Growth from DEKS roof and sealing products

- New products and improved execution in Australian market in particular.
- Exit of low margin business in US replaced with growth in more profitable products.

### Vacuum Systems sales and margins up following COVID-impacted FY20

- Continued growth in system sales and winning first fitment with OEMs.
- Oil & Gas market still relatively low.

- Potable & Waste Water (38%) ●
- Roofing & Construction (23%) ●
- Automotive & Machinery (8%) ●
- Sport & Leisure (8%) ●
- Exploration & Mining (8%) ●
- Electrical & Appliances (6%) ●
- Health & Medical (2%) ●
- General (7%) ●



# Agri Division

NZ\$ Million	FY17	FY18	FY19	FY20	FY21
Revenue	79.2	89.0	88.8	93.6	<b>102.2</b>
EBIT	19.8	22.8	22.8	25.4	<b>30.5</b>
EBIT %	24.9	25.6	25.7	27.1	<b>29.8</b>

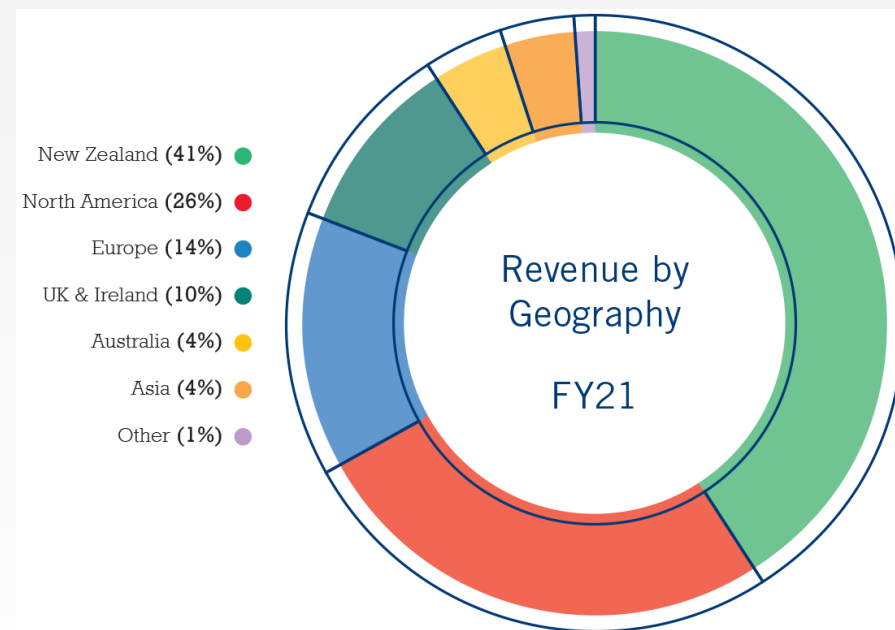
## Revenue up 9% and EBIT up 20% against pcp

### International Dairy sales growth

- Strong growth in Europe and Asia including increased silicone product sales. NZ and Australian markets up. North American market solid.
- Operational process and efficiency gains (business process, operating levels, mechanisation, systems).
- Low capex investments to increase production volumes and reduce lead times implemented and more planned.

### Strong demand drives Footwear sales

- NZ market growth in both rural and hardware markets. Priority market.
- Range standardisation and rationalisation resulting in efficiencies.
- Pink Band promotion in support of NZ Breast Cancer Foundation.



# **Resolution 1**

## **Re-election of John Strowger**

# **Resolution 2**

## **Re-election of Alan Isaac**



# **Resolution 3**

## **Directors' fees increase**

# **Resolution 4**

## **Remuneration of the auditors**

# General Business

# Skellerup

## Thank you for your attendance



### Liz Coutts

*Independent Chair of the Board*  
Joined the Board in May 2002  
Chair of the Board



### David Cushing

*Independent Director*  
Joined the Board in August 2017



### Alan Isaac

*Independent Director*  
Joined the Board in August 2016  
Chair of the Audit Committee



### Paul Shearer

*Independent Director*  
Joined the Board in August 2020



### John Strowger

*Independent Director*  
Joined the Board in March 2015  
Chair of the Health and Safety  
Committee



### David Mair

*Executive Director*  
Joined the Board in November  
2006