

# NZX INVESTOR PRESENTATION

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MARCH 2022



# Why Skellerup is a good business

### **Clear Strategy**

- Diverse growth opportunities in International markets for essential applications. ٠
- Customer focus on solving real (OEM) customer problems to deliver often critical and essential products using materials, product design and process expertise.

### Committed, talented and focused global team

• Global, in market, information sharing, decisive, responsive.

### Sustained earnings and dividend growth

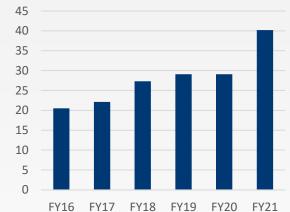
- Earnings up 94% and dividend up 89% from FY16 to FY21.
- FY21 NPAT \$40.2 million, a record result.
- HY22 NPAT \$23.2 million, a record result.
- FY22 NPAT Guidance \$44 to \$47 million, a forecast record result.

### Strong operating cash flow and balance sheet

- FY21 operating cash flow of \$58.8 million a record result.
- Net debt at HY22 (31 December 2021) very low at \$25.6 million (8% of total assets) following Talbot acquisition and planned investment in inventory to offset impacts of Covid-19.
- Low capex. Agility to make strategic acquisitions, recent successes.
- Can withstand shocks and sustain dividends.

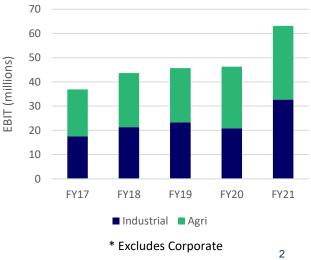
#### All amounts are in New Zealand Dollars, unless stated otherwise

## Net Profit after Tax



NPAT (millions)





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# What Skellerup is

### **Customer focused**

• Long relationships based on solving real (OEM) customer problems to deliver often critical and essential products.

### Materials, product design and process expertise

- This combination enables us to develop excellent solutions for customers.
- Resilient, talented and focused global team.
- We are investing to accelerate development of products and to optimise processing times in production.
- We are investing in complementary technologies including heat cured silicone rubber and liquid silicone rubber.

### **Outstanding shareholder returns**

- Broad growth in earnings from products sold into critical applications including the safe transportation of water and milk.
- Reduced proportion of earnings from more cyclical applications such as oil, gas and mining.
- Five-year cumulative total shareholder return (share price gain plus dividends) > 300%





# What We Do

#### Industrial & Retail

- Valves and seals for control systems used in food, liquid, and material processing plants
- Flashings, washers, sealing and insulation products for roofing, solar, plumbing and HVAC applications
- Gaskets, joiners, couplings and seals for potable, waste and stormwater pipes
- · Covers and lids for water, fire and electrical services on streets
- · Components for mobile equipment
- · Components for point-of-sale devices

#### Recreation

- Foam used in marine decking
- Foam used in ski and snowboard boot liners
- Foam used in protective equipment for field sports including rugby and hockey
- Foam for buoyancy applications and fender systems
- Gumboot throwing!

#### Medical & Health

- Face masks and protective equipment for hospital operating theatres
- Filters and seals used in respiratory devices
- Orthotics and prosthetics
- Hygiene and sanitisation devices
- Hospital equipment and visual management systems

#### Transport

Residential

systems

 Seals, diaphragms, and valves used in home appliances (washing machines,

dryers, dishwashers, refrigerators and gas

cooktops), hot water systems and heating

· Diaphragms and seals for residential and

showerheads in kitchens and bathrooms

· Flashings, washers, sealing products and

· Gaskets, joiners, couplings and seals for

potable, waste and stormwater pipes

· Bedding and furniture materials

insulation for roofing, solar, plumbing and

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· Seals and cartridges used in taps and

commercial irrigation systems

HVAC applications

- Vacuum systems on trucks for transportation of water and liquid waste
- Seals, injectors and drive shaft couplings for motor vehicles (cars and trucks)
- Seals and gaskets for GPS and payment applications and systems

Dairy

- Milking liners, tubing, filters and components for dairy milking systems
- Animal hygiene products
- Protective rubber footwear
- Pumps for dairy milking systems
- · Valves and seals for irrigation systems



# **Skellerup 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.

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