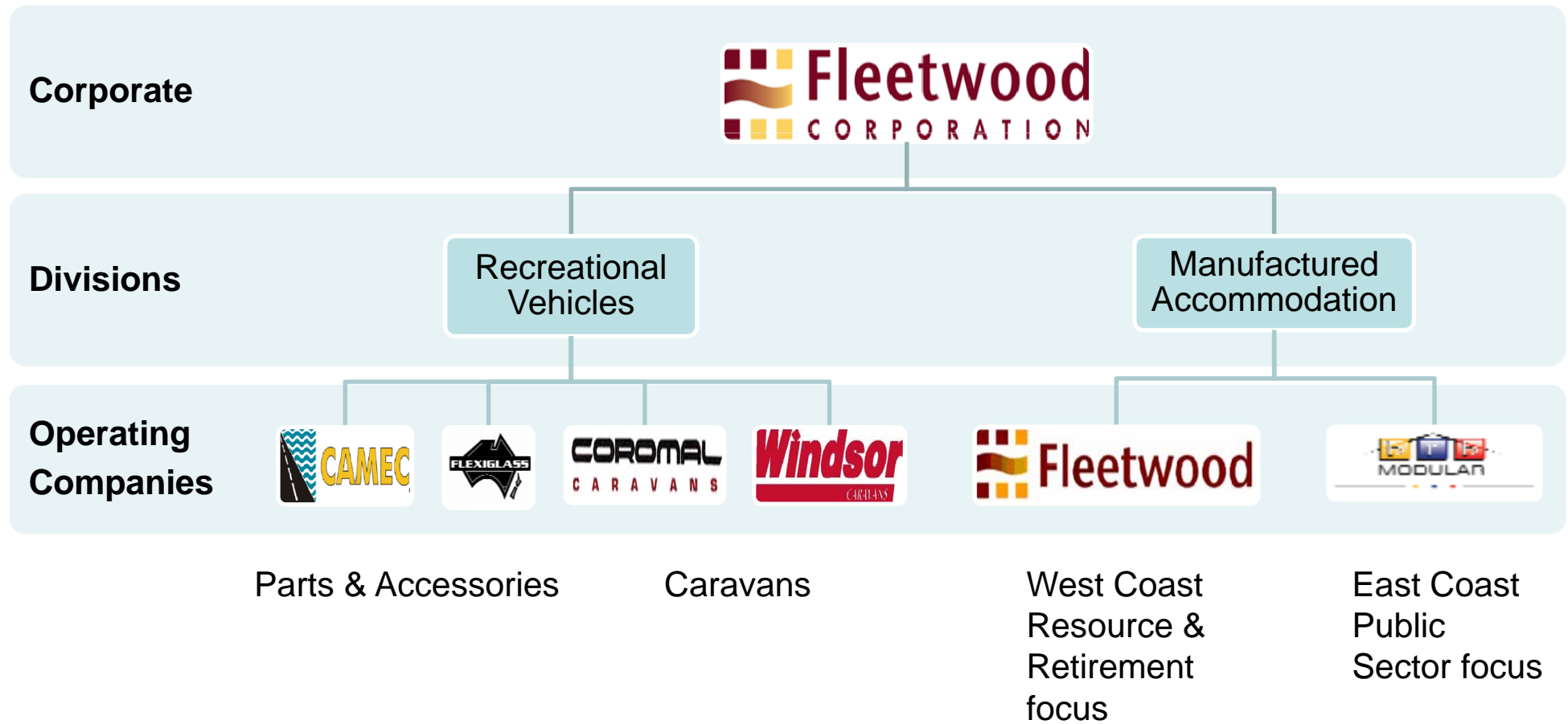




***“Delivering the Promise”***

**Steve Price  
CEO**

# Group Structure



# Caravan Manufacturing



**COROMAL**  
CARAVANS

Perth facility

- Capacity 55 per week
- Currently 30-35 per week



**Windsor**  
CARAVANS

Melbourne facility

- Capacity 35 per week
- Currently 15-20 per week

#2 in Australia by volume  
National dealer network



- Caravan parts and accessories
- Distribution, and strategic manufacturing
- Melbourne facility



- Vehicle canopies and trays
- Distribution, and strategic manufacturing
- Perth facility

#1s in Australia by volume  
Also operate in NZ

# Fleetwood



- Camps for resource projects
- Transportable and park homes
- Rental fleet
- #1 facility in WA
- Branches in NT, SA and VIC



- Searipple Village
- Karratha, WA
- 1,538 rooms, expandable





- Prefabricated modular buildings
- Facilities in Bendigo, Melbourne and Brisbane
- #1 supplier to Education Departments



- Acquired August 2010
- \$56.1 million
- Earnings accretive in Year 1

# Growth

## Acquisitions

1997 Western Portables (Fleetwood)

1999 Coromal

2000 Camec & Flexiglass

2003 Windsor

2010 BRB Modular

## New facilities

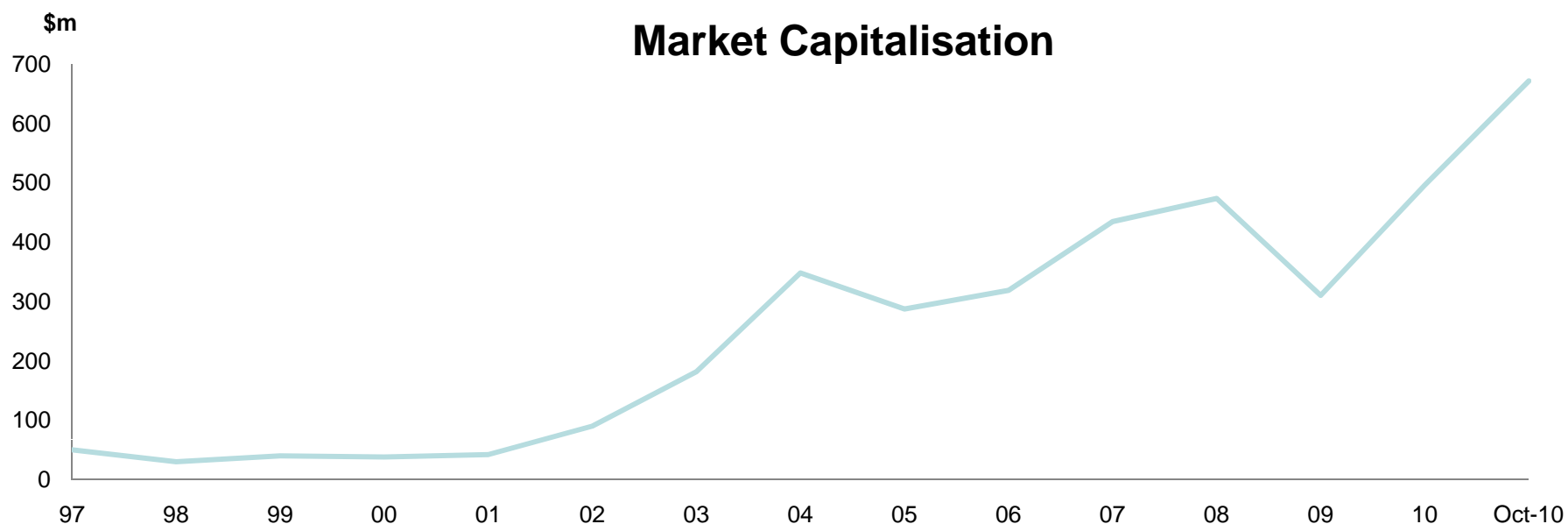
2002 Coromal factory

2003 Searipple Village

2004 Camec warehouses – Sydney and Brisbane

2005 Fleetwood factory

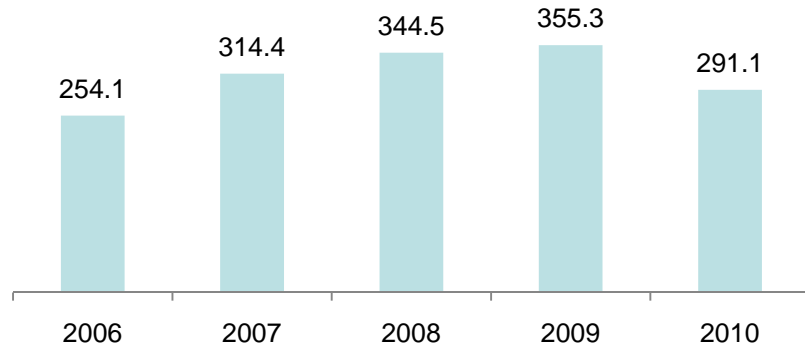
2008 Windsor factory



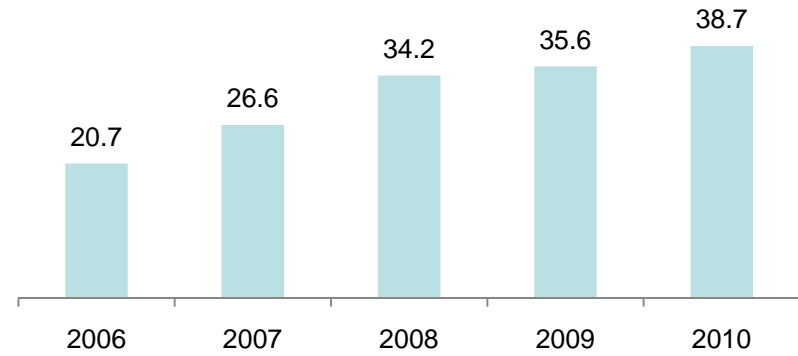
# 5 Year Performance



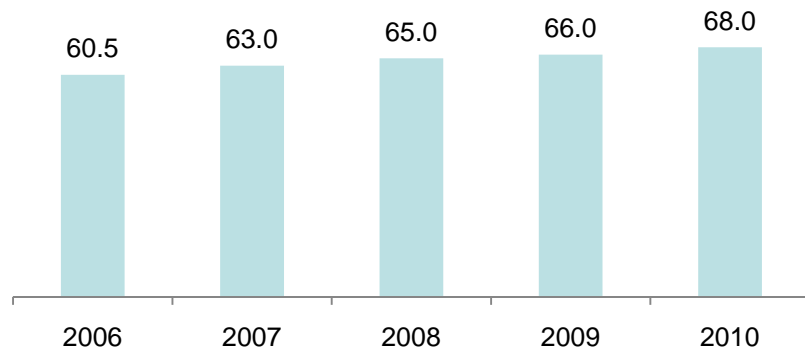
### Revenue (\$m)



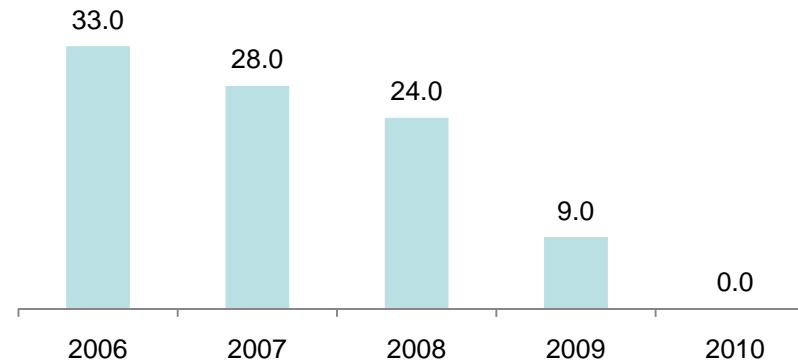
### NPAT (\$m)



### Dividend (cents)



### Debt (\$m)





# Recreational Vehicles Division

## Market Position





#2 Caravan manufacturing



#1 Parts and Accessories

## Outlook

-  Retirees buying again
-  Strong A\$
-  Labour market starting to tighten

## Key Strategies

- Grow channels to market
- Asia supply
- Automate and simplify manufacturing
- Refresh image

# Manufactured Accommodation Division

## Market Position



**Fleetwood**

#1 facility WA supplying  
Resources and Retirement  
Sectors



#1 facilities East Coast  
supplying Public Sector

**Searipple**

#1 independent  
accommodation provider in  
Karratha

## Outlook

- ✓ Resource project activity increasing
- ✓ Expect retirees to select lifestyle options
- ✓ Strong accommodation demand at Karratha Pluto 2 FID 2011
- BER will end, strong underlying demand remains

## Key Strategies

Asia supply

Horizontal expansion

- resource camps in QLD
- classrooms in WA

Vertical expansion

- BOO resource camps
- parks for homes

Refurbish Searipple



Questions?