



*Delivering the Promise*



## **2013 Full Year Results**

Steve Price, CEO  
Brad Denison, CFO

Teleconference 19 August 2013

4.30pm AEST / 2.30pm AWST

Dial-in 1800 123 296, Conference ID 2942 4362



- Established 1964
- Listed 1987
- Delivering the Promise 1987

*Strong track record over the business cycle  
Industry leaders, # 1 or 2 in markets*



### Manufactured Accommodation

- Searipple Village, Karratha
- Osprey Village, South Hedland
- Major manufacturing facilities – Qld, Vic & WA



### Recreational Vehicles

- Fleetwood RV, Coromal & Windsor caravans
- CAMEC, caravan parts & accessories
- Flexiglass, commercial vehicle canopies & trays

*Strong actions taken to address weak market conditions*

**Highlights**

- Weak conditions: Resources, Accommodation, RV & Education
- Secured agreements: Searipple, Osprey & Vic Education
- Restructured RV businesses

**Financials**

- Revenue & profits down
- Capital invested in Searipple upgrade & Osprey
- Net debt \$32m; Dividends: 30c interim, nil final

**Outlook**

- Continuing weak trading conditions
- Searipple occupancy can vary, Osprey income stream 1/3/14
- Restructured businesses positioned to profitably grow

## Operational Performance: Manufactured Accommodation

*To support revenues*

### Market Conditions

#### Karratha Accommodation

Completion of Rio Tinto & Woodside projects results in high vacancy rates

#### Resources Projects

Fall in commodity prices results in cancellations & delays

#### Affordable Housing

Government initiatives lead to new opportunities

#### Education

Post BER lull:  
Yr. 7 changes support Qld & WA. Lower public sector expenditure worsens Vic

### Significant Events

- Osprey: agreement with WA Housing Department for an early start
- Searipple: agreement with Rio Tinto including a village upgrade
- Education: extended Vic. Ed. Transfer Program & secured first contract in WA
- Gladstone: commenced review of specification & costs

### Performance

#### Searipple

1H ~40% occupancy  
Strong room rate  
3Qtr Village upgraded  
~50% occupancy  
Lower rate  
4Qtr ~70% occupancy

#### WA Manufacturing

1H Low activity  
2H High activity on Searipple upgrade & Osprey projects

#### Qld Manufacturing

High activity on education & CSG projects

#### Vic Manufacturing

Limited education builds

### Market Conditions

#### Recreational Vehicles

Weak, reflecting consumer sentiment

#### Commercial Vehicles

Recovered after natural disasters, but reflecting subdued business sentiment

### Significant Events

- Consolidated Coromal & Windsor in WA
- Centralised Flexiglass' management & distribution in Victoria

### Performance

#### CAMEC

- Developed more Asian products
- Contained costs

#### Flexiglass

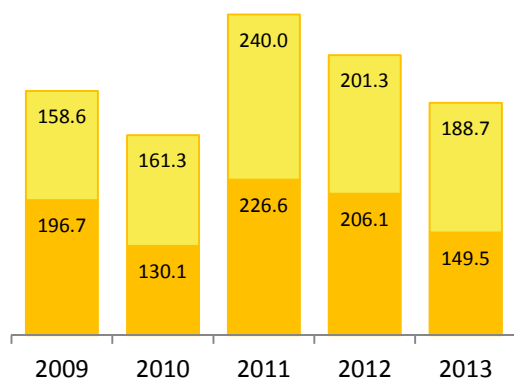
- Closed fibreglass manufacturing in WA
- Closed warehouses in NSW & WA
- Established Tullamarine HQ & warehouse
- Sourced all primary products from Asia

#### Fleetwood RV (Coromal & Windsor)

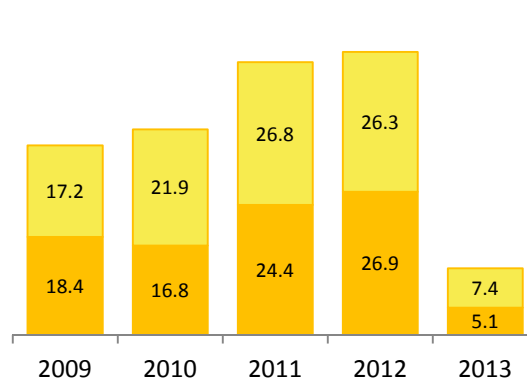
- Closed Somerton factory
- Repositioned brands
- Rationalised range, designs & dealer networks
- Developed Asian camper & budget caravan range
- Increased production
- Strong order book

*Weak market conditions, while investing & restructuring*

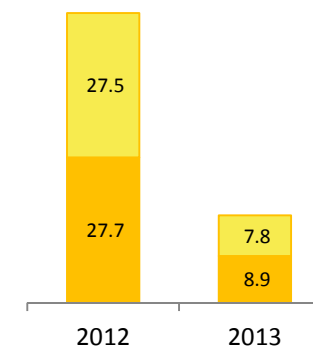
**Group Revenue (\$m)**



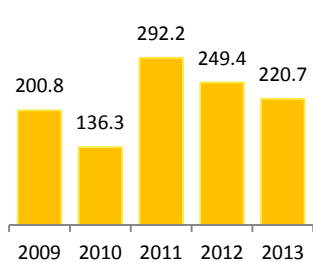
**NPAT (\$m)**



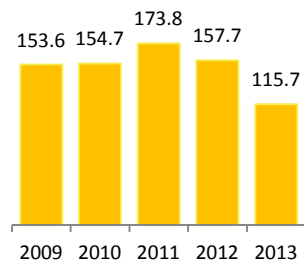
**NPAT (\$m)  
Excl. Disc Operation**



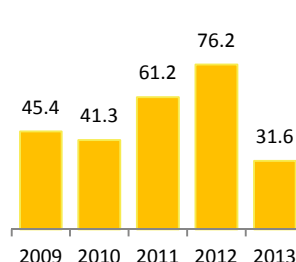
**MA Revenue (\$m)**



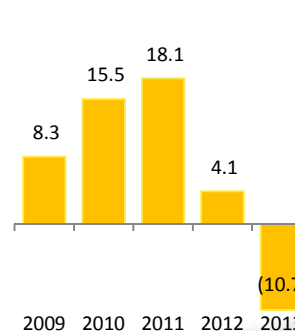
**RV Revenue (\$m)**



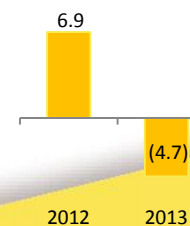
**MA EBIT (\$m)**



**RV EBIT (\$m)**

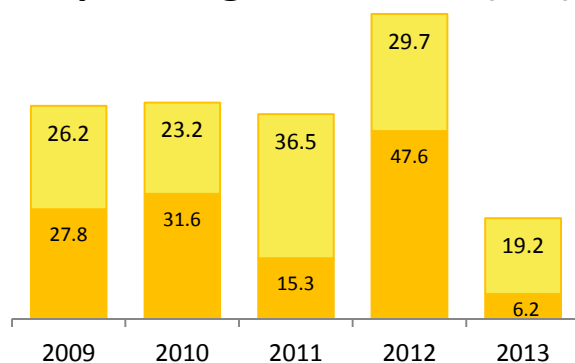


**RV EBIT (\$m)  
Excl. Disc Operation**

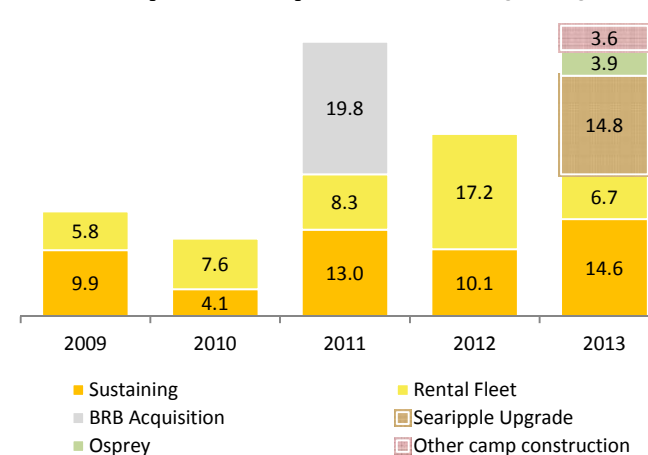


*Weak market conditions, while investing & restructuring*

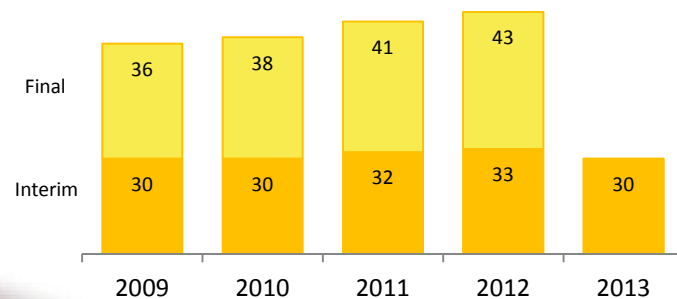
**Operating Cash Flows (\$m)**



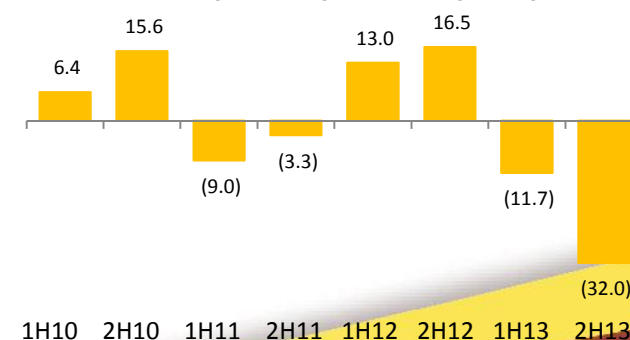
**Capital Expenditure (\$m)**



**Dividend (cents)**



**Net (Debt) Cash (\$m)**



Weak conditions, but benefiting from FY2013 investments & restructuring

**Manufactured Accommodation Division**



**Recreational Vehicles Division**



**Outlook**

Resources: oil & gas, & iron ore  
Education: government programs & expenditure  
Affordable housing: diverse & potentially large  
Searipple: occupancy can vary  
Osprey: contributes from 1/3/14

Strong A\$

Recreational vehicles  
- consumer sentiment  
  
Commercial vehicles  
- business sentiment

**Key Strategies**

National capability for resources, education & affordable housing  
Optimise results for Searipple & Osprey  
Develop viable solution for Gladstone

Continue Asian sourcing

Innovate products  
Streamline operations



# Questions