



GUD Holdings Limited

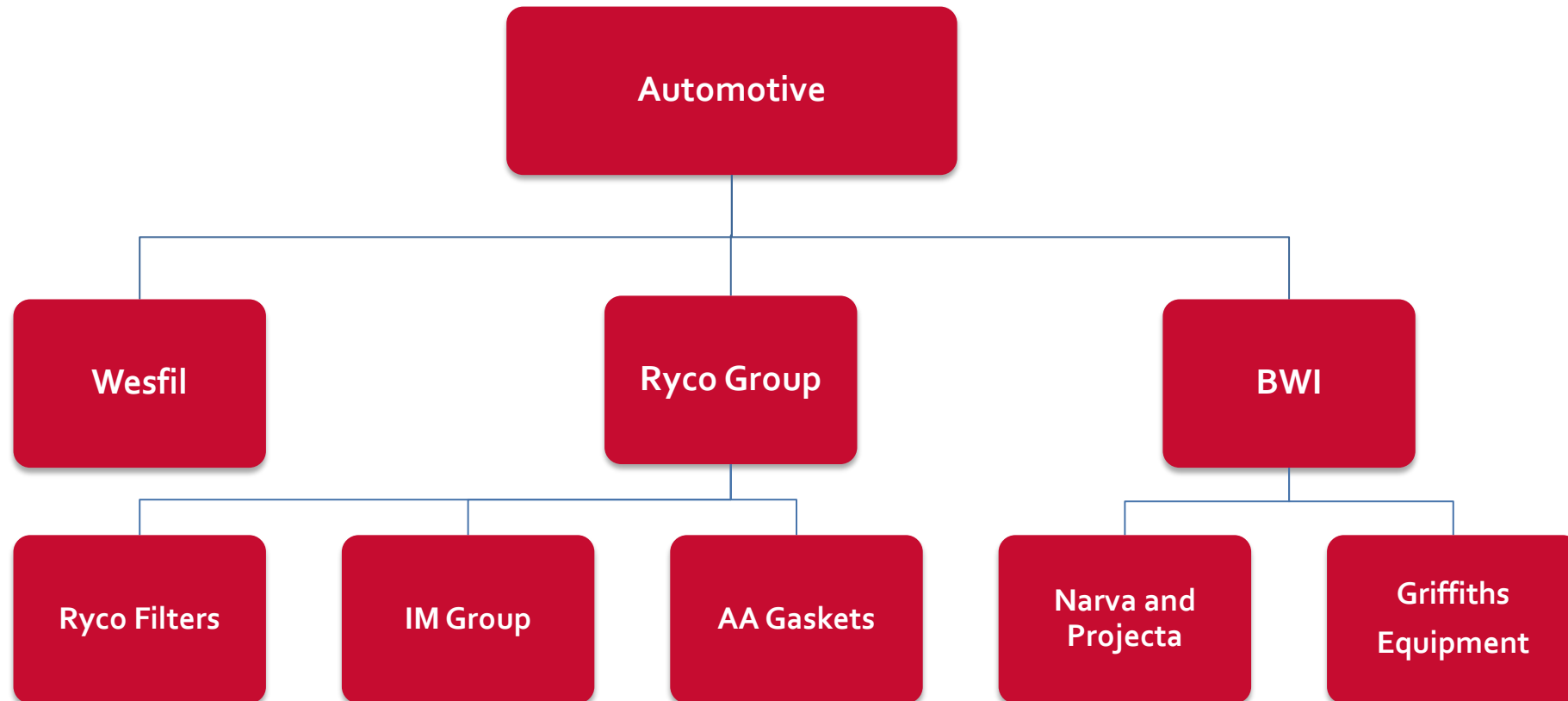
Automotive Business Overview

Investor Day May 4th 2018

Bob Pattison

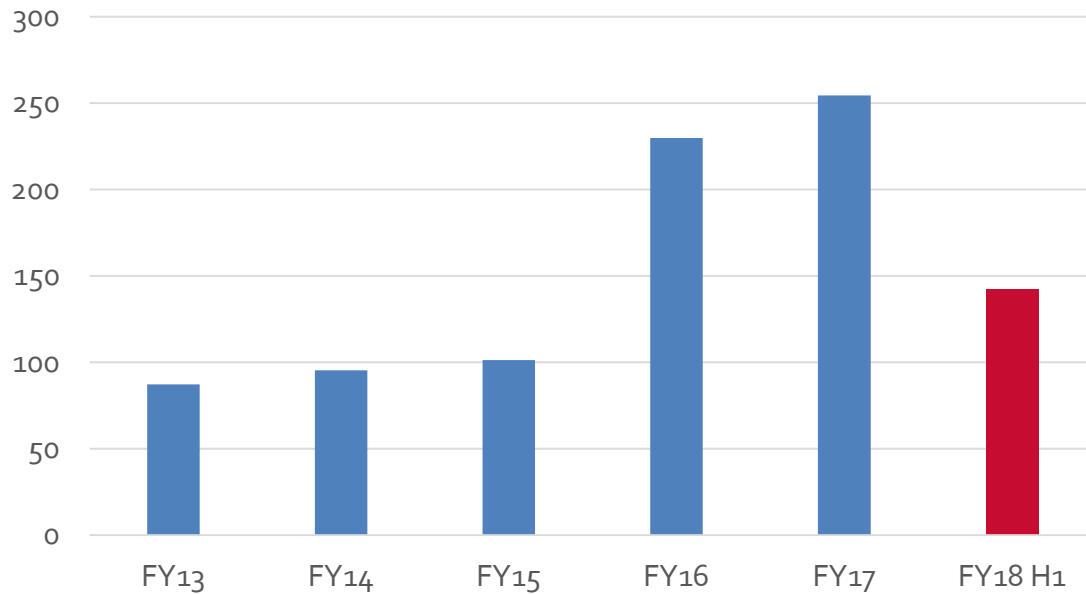
CEO – GUD Automotive Group

GUD Automotive Group structure

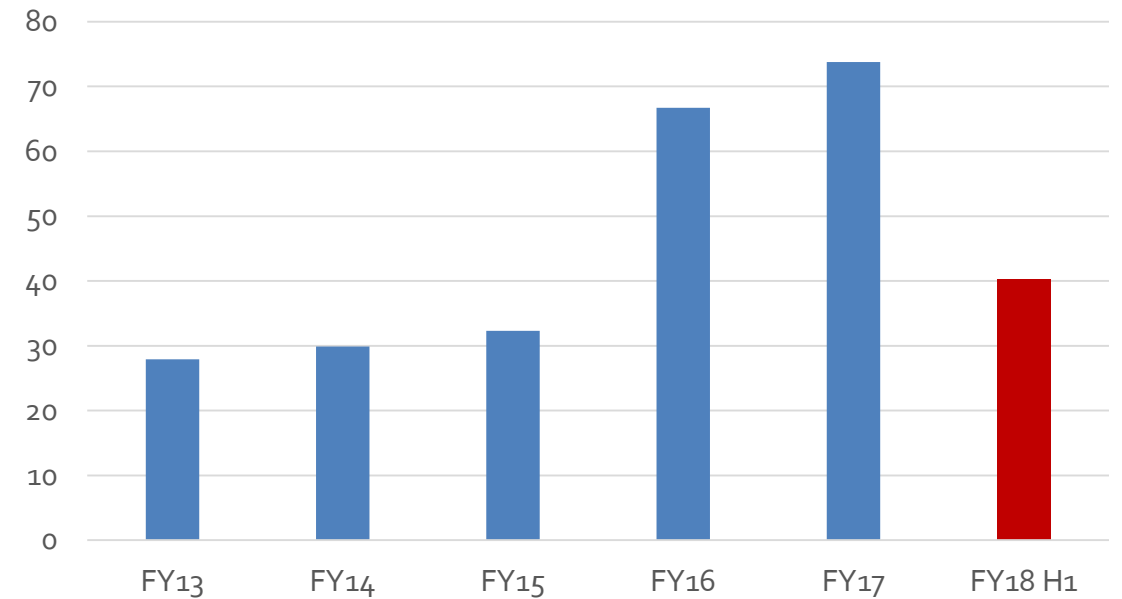


Automotive Group revenue and EBIT performance

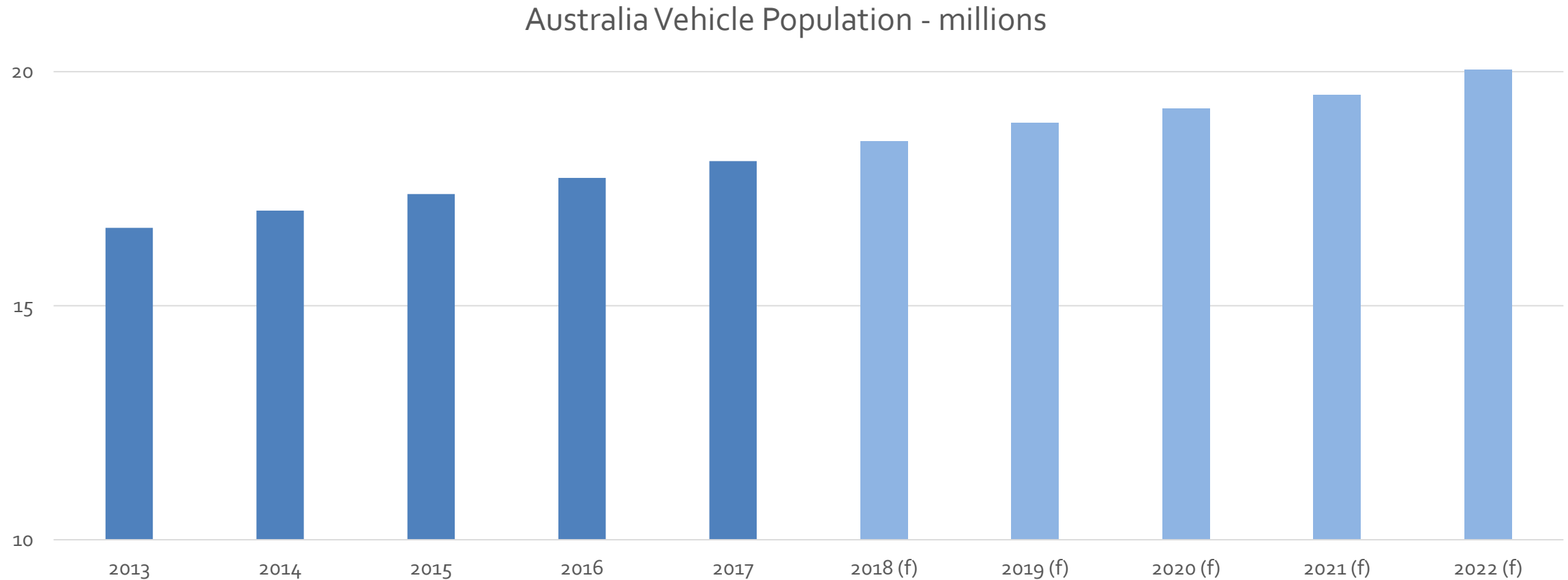
Sales Revenue \$m



EBIT \$m



Vehicle population growth underpinning sales uplift



Source: Australian Automotive Intelligence Report - December Quarter 2017

Vehicle population by fuel type

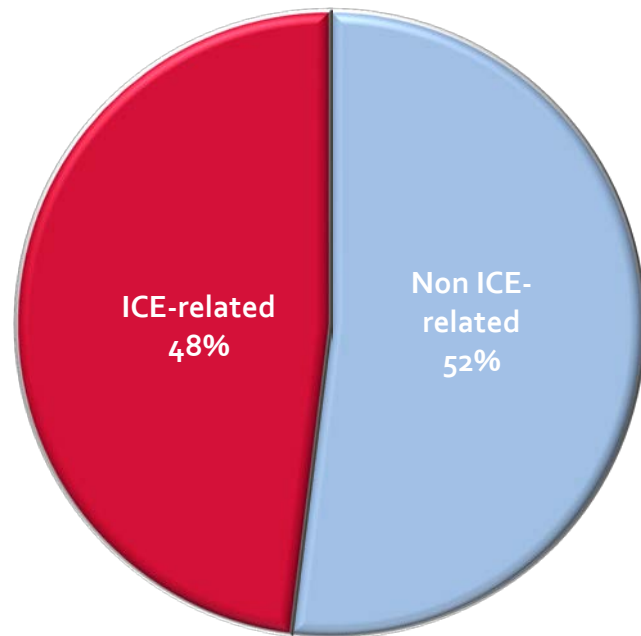
Thousand	2017	2020 (f)	2022 (f)
Petrol	13,290	13,375	13,664
Diesel	4,167	5,065	5,882
LPG/Dual Fuel	345	244	165
Hybrid	123	158	286
Electric	6	10	45
TOTAL	17,931	18,852	20,042

Source: Australian
Automotive Intelligence
Report - December
Quarter 2017



GUD's exposure to internal combustion engines

FY18 Estimated Automotive Segment Sales Split



- Currently 52% of GUD's automotive segment sales are to non-internal combustion engine applications:
  - Narva - lighting and electrical
  - Projecta – most products with the exception of jump starters
  - Ryco and Wesfil – cabin air filters
- GUD retains a positive outlook on both market segments



Long term automotive trends

- Universal shifts in the automotive market:
  - Autonomous vehicles
  - Connected vehicles
  - Electric vehicles
  - Shared vehicles
- Development of on-line services – vehicle purchasing and servicing, parts and accessories purchasing
- GUD's positioning in light of these trends:
  - Build capability and agility
  - Develop “thought leadership” stance in the industry
  - Assist independent workshops and mechanics in transition



GUD's initial activities

- Analyse and identify maintenance and roadworthiness needs of hybrid and electric vehicles
- Completed a small investment in “Auto Guru”
  - An on-line portal for comparing and booking a vehicle service in the independent aftermarket, demonstrates our support to aftermarket workshops in a digital and online world
- Completed a small investment in “Liftango”, a start-up providing:
  - A ride sharing program for large corporate customers to offer their employees
  - A “bus-on-demand” service
- Concentrating innovation activities in the automotive space
  - Retrofit opportunities for new safety features onto existing vehicles

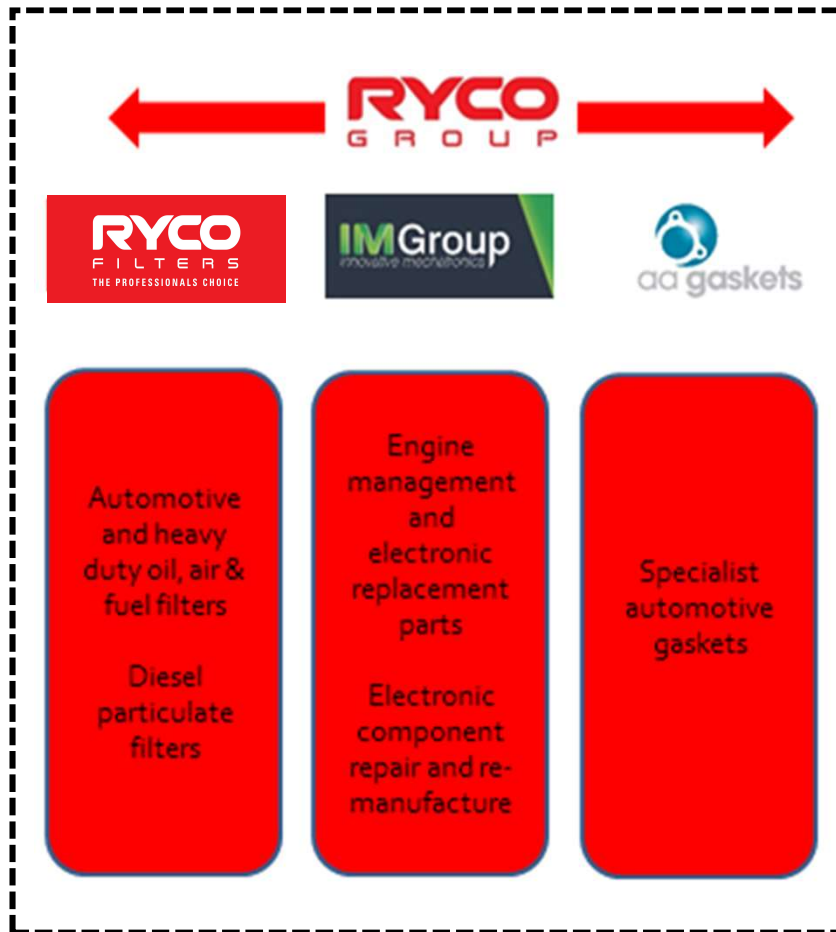
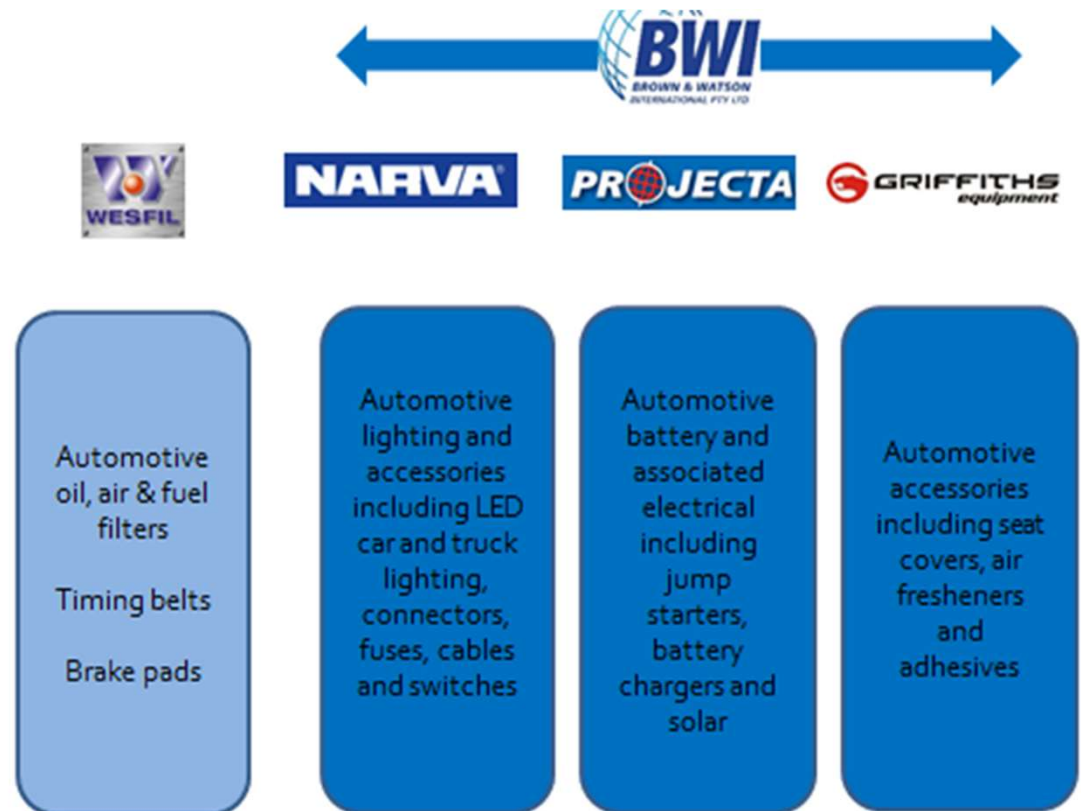


2018 GUD Holdings Investor Day

Guy Nicholls CEO



RYCO GROUP STRUCTURE



RYCO
F I L T E R S
THE PROFESSIONALS CHOICE

FILTRATION UPDATE



- Market share continues to increase
- Conquest program pulling more product through distributors
- Close to 400 new part numbers released over the last year
- New programs launched over last year gaining traction
- Heavy Duty Japanese truck and Agriculture sales increasing
- Program in place to gain more share of Retail sales



RYCO
FILTERS
THE PROFESSIONALS CHOICE

RECENT RELEASES & COMING SOON



- O2 Rush Performance air filter program targeting enthusiasts
- Vehicle specific 4WD fuel/water separation kits
- Oil filter cartridge housing and cap program
- Air filter housing program
- Diesel engine Catch Can program
- Tool range expansion



RYCO
FILTERS
THE PROFESSIONALS CHOICE

FILTRATION OUTLOOK



- Continue to grow number of independent repairers using Ryco
- Increase share of workshop groups
- Develop relationships with fleets
- Ongoing range to cover carparc
- Councils have proven a great opportunity for Heavy Duty
- Marine program ready for Spring servicing



RYCO
FILTERS
THE PROFESSIONALS CHOICE

RYCO REPUTATION ASSISTS ACQUISITIONS



- Seen by many as the benchmark aftermarket brand
- Repco and Burson awarded RYCO Trade Supplier of the Year
- Repco Authorised Service (450+ workshops) Supplier of the Year
- Supercheap network awarded RYCO Retailers Choice awards
- Reputation for building a strong brand and pulling it through, good template for acquisitions



RYCO
FILTERS
THE PROFESSIONALS CHOICE

IM GROUP UPDATE

- 12 months since joining GUD, happy with growth
- High Performance and Innovation programs introduced
- Over 800 new part numbers released
- Launched in New Zealand
- New programs are helping increase distributor sales
- Market exposure is increasing by adopting Ryco practices
- Increased demand for Injectronics repairs and changeovers

IMGroup
innovative mechatronics



GOSS REBRAND AND MILESTONE

- Transferred to IM Group post acquisition
- Celebrates 75th birthday in 2018
- Market research confirms Goss brand strong with workshops
- Updated brand logo and packaging
- Rationalised from having both RAE and Goss to just Goss
- New programs will be in Goss packaging
- Major promotion and advertising campaign
- Wesfil DC footprint helps support vehicles off road



THE GENUINE ALTERNATIVE



IM GROUP OUTLOOK



- Engine management and electronics are good space
- Ongoing focus on filling range gaps
- Never ending pipeline of new programs
- Focus on new technology retrofitted to older vehicles
- Ability to develop new products for other GUD businesses
- IM Group will have no issues with double digit growth
- New R&D/distribution centre – S/E Melbourne





AA GASKET UPDATE

- 6 months since joining GUD
- Staff engaged and look forward to future
- Safe business with good record
- Customers very positive towards our strategy
- Over 1 million vehicles added to catalogue with existing parts
- Focus on covering gaps in gasket segments
- Range collaboration between Australia and New Zealand



AUSTRALASIA'S BEST RANGE
IS ABOUT TO GET A LOT

BIGGER



AA GASKET OUTLOOK

- Sales increase due to improved catalogue and range
- Performance program revamp
- Review of suppliers to optimise purchasing
- Additional field sales calling on workshops to pull through
- Updated website, app and general marketing
- Ongoing scanning of new products to add
- Adoption of GUD disciplines



AUSTRALASIA'S BEST RANGE
IS ABOUT TO GET A LOT

BIGGER



Questions?

RYCO
GROUP



Investor Day – May 2018

George Davies – Chief Executive Officer

NARVA®
THE VISION TO GO FURTHER

BIG RED
POWERFUL LED LIGHTING

PROJECTA
more switched on

OSRAM

MAXI LITE

PHILIPS

BWI ENTITIES



BWI BRANDS



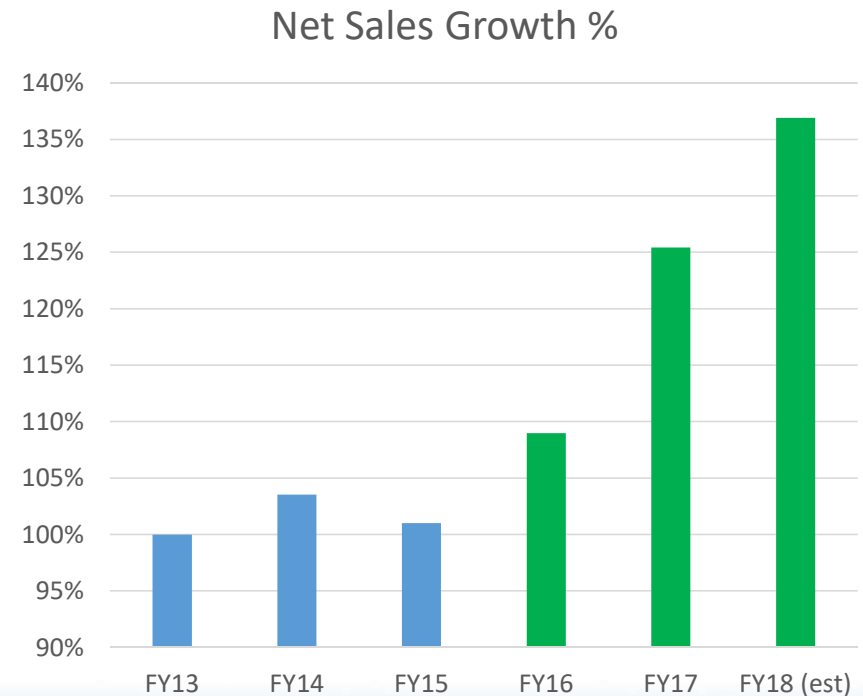
Where we left off last year

- 🌐 New product/channel momentum underpinning delivery of solid sales growth
- 🌐 Opportunities to grow in under-represented segments with targeted product and service offerings
- 🌐 Substantial potential in Projecta brand
- 🌐 Growth potential for GEL range in the Australian market
- 🌐 Double digit sales growth target is achievable

Financial Summary

Sales & Profitability

- 🌐 On track to deliver 3rd year of double digit growth
- 🌐 Diversification strategy delivering growth
- 🌐 Activity underway to improve working capital



Net Sales Growth relative to FY13. Green columns under GUD ownership

Narva - Review

Narva

- 159 New Narva lines in FY18
- LED continues to replace Halogen/HID

Narva Globe House of Brands

- Philips, Osram & Narva master distributor
- Globe Application Tablet

Forward Lighting program

- Narva Ultima 215 LED
- Narva Explora LED Light Bar



Projecta and GEL Review

Projecta

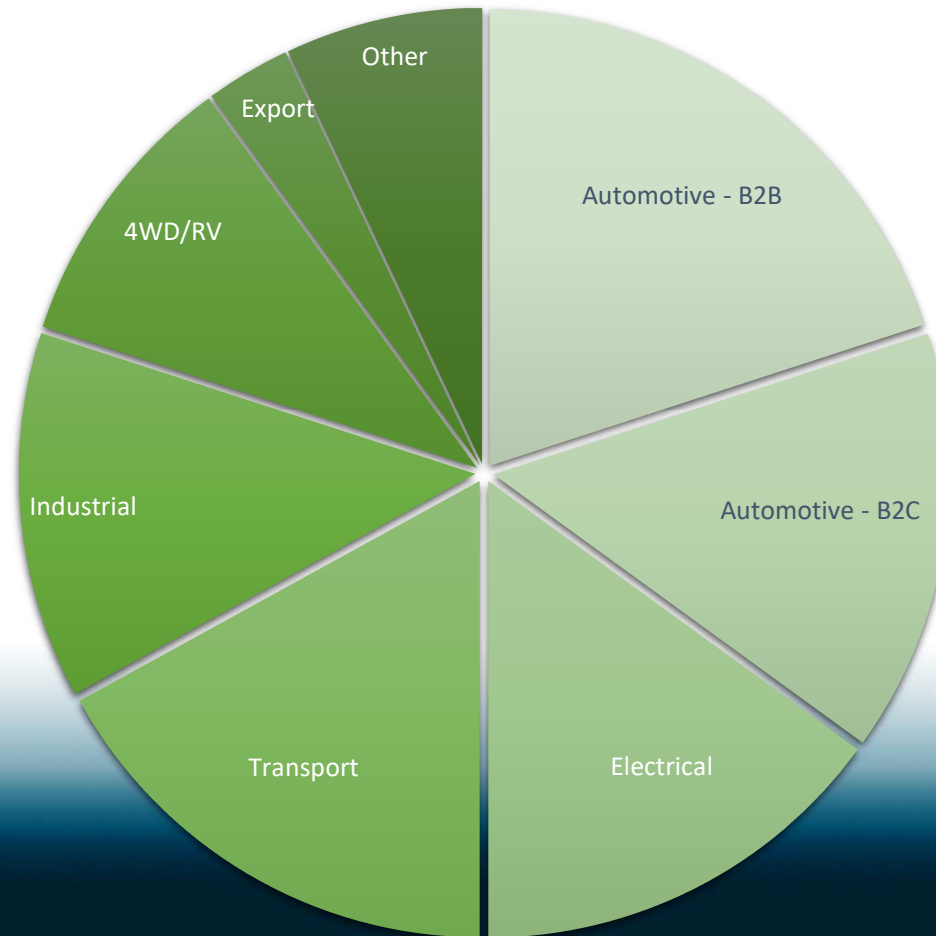
- 🌐 30 New Projecta Lines
- 🌐 Expanded Trade Lithium Jumpstarter range
- 🌐 Expanded range of (DC-DC) battery chargers

GEL

- 🌐 New Brands added – Kicker Audio, JB Weld Adhesives
- 🌐 Plastidip decorative coating into Australia
- 🌐 Australia expansion remains an opportunity



Sales Channel Management



Transport Channel

- Kenworth T610
- New Model line up assembled in Bayswater, Victoria.
- BWI supplying line fit lighting and electrical solutions
- OEM and Aftermarket lighting solutions
- Technical and photometric solutions required



Sales Channel Management

- NZ Police
- Successful tenderer to NZ Police
- Technical and EMC solutions required
- Emergency lighting and sirens to new Commodore Police Vehicle
- 5 Year Contract



OEM

- Toyota Rugged X
- Vehicle Program Solution
- Tier 1 Supplier
- Lighting, Engineering & Quality solutions required



 Sales and Marketing solution required



Autocare 2018

- BWI Theme Is Innovation
- VR Driving Light Experience
- Ultima 175FF LED Driving Light
- Explora LED Light Bar
- Projecta IDC45 DC Charger
- Projecta LS950/1250 Jumpstarter



Outlook

New Narva Catalogue in CY19

- Expanded Forward Lighting Program
- Expanded range of electrical accessories

FY19 targeting sustainable 8-10 % plus revenue growth whilst maintaining profitability

- Channel Management
- New Product Development
- GEL into Australia
- Export Program



