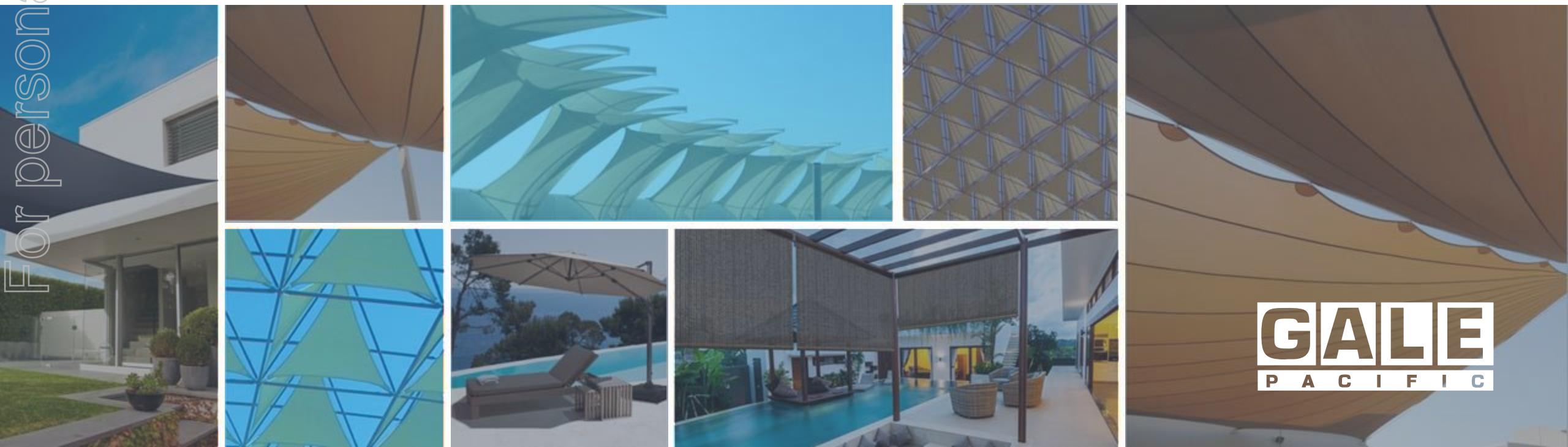


RESULTS FOR THE YEAR TO 30 JUNE 2019

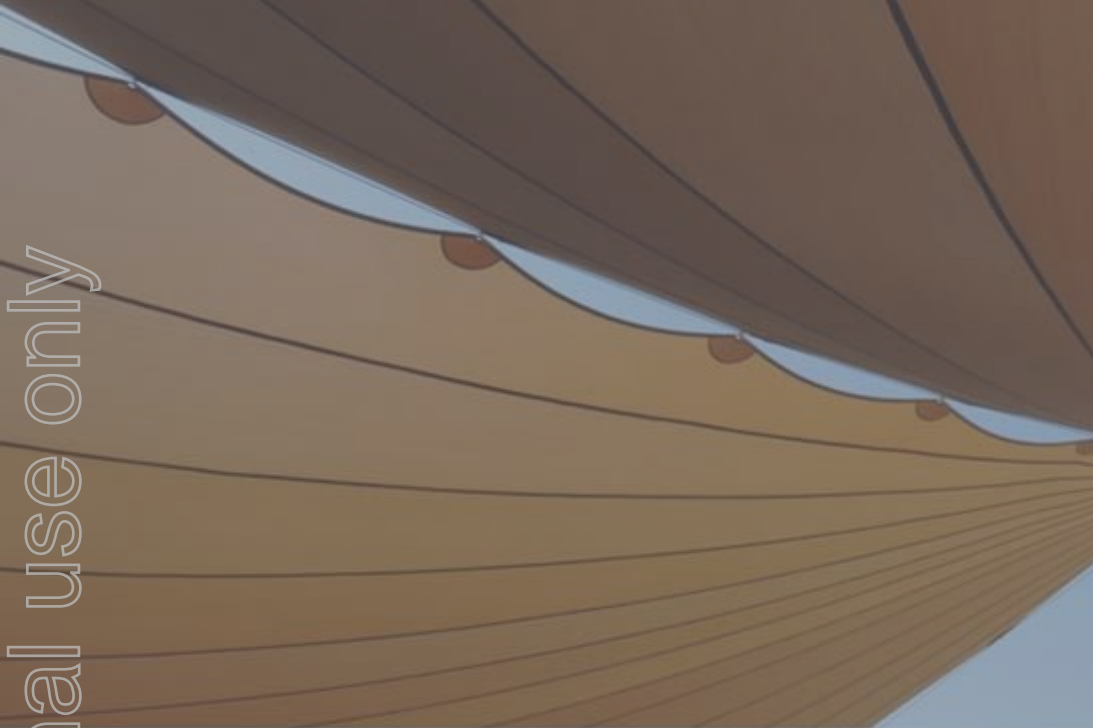
Nick Pritchard Group Managing Director

Chris Hanchette Acting Chief Financial Officer

19 August 2019



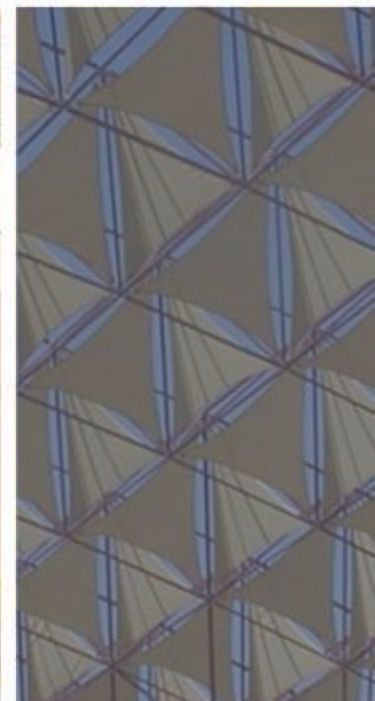
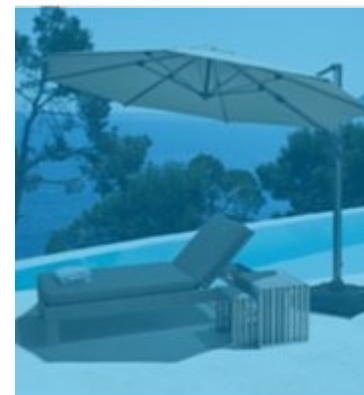
GALE
P A C I F I C



1. FY19 Highlights
2. Financial Results
3. Strategy & Outlook

FY19 HIGHLIGHTS

KEY HIGHLIGHTS METRICS & PERFORMANCE DRIVERS



FINANCIAL HIGHLIGHTS

Strong cash generation with operating cash flow representing 167% of NPAT

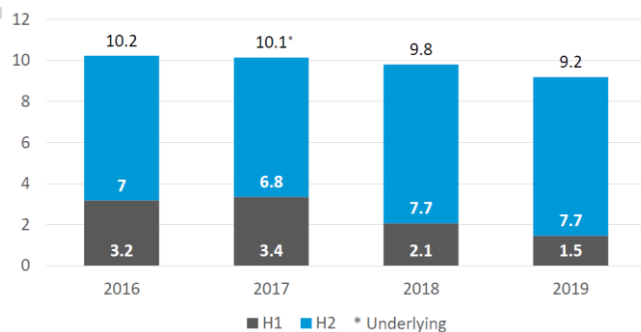
- Group net revenue of \$149.2 million (up 0.3% on FY18) with NPAT at \$9.2m (down 6% on FY18)
- Americas net revenue of A\$71.0 million (up 17% on FY18) with expanded distribution (additional stores and product listings)
- Eurasia net revenue up 12% driven by improved product mix and expanded distribution
- Australia/New Zealand net revenue down 16% on FY18 with ongoing drought conditions and weakness in the Australian retail market
- Middle East/North Africa region sales flat on FY18 due to weaker sales in Saudi Arabia and the UAE, offset by strong growth in other countries
- Strong operating cash flow of \$15.3 million, representing 167% of net profit after tax
- Dividend of 1.0 cent per share (unfranked). Total payout for FY19 2.0 cents
- Share buyback remains in place

KEY METRICS & PERFORMANCE DRIVERS

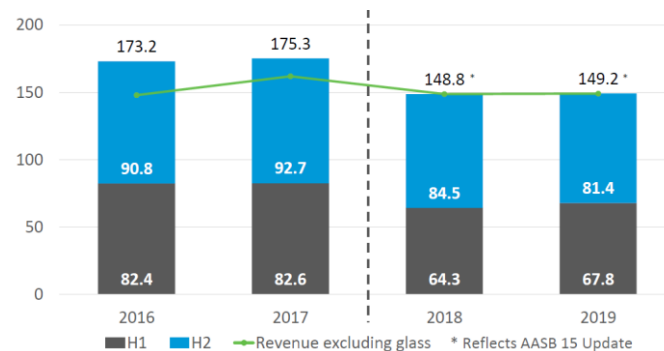
Strong performance in Americas and Eurasia, offset by weaker ANZ and MENA

- 1H margins impacted by prior year resin price peak
- ~A\$30m of non-core product revenue exited during transformation period largely replaced by growth in core products
- Strong net sales growth in USA (+17%) driven by new ranging and additional stores
- Strong net sales growth in Eurasia (+12%) driven by improved product mix and new distribution
- Lower sales in ANZ (-16%) driven by worsening drought and weaker retail business
- MENA sales flat (-0.3%) driven by ongoing recession in key markets & credit restraint

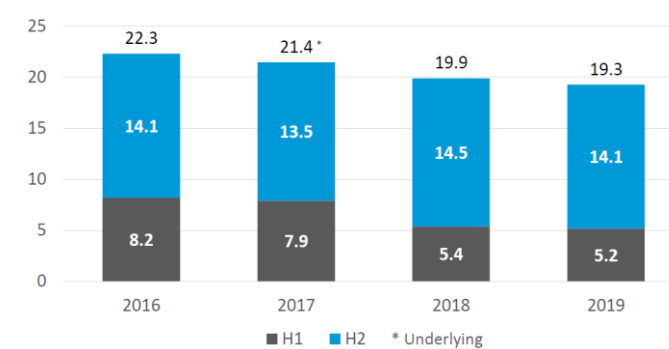
NPAT \$A million



NET REVENUE \$A million

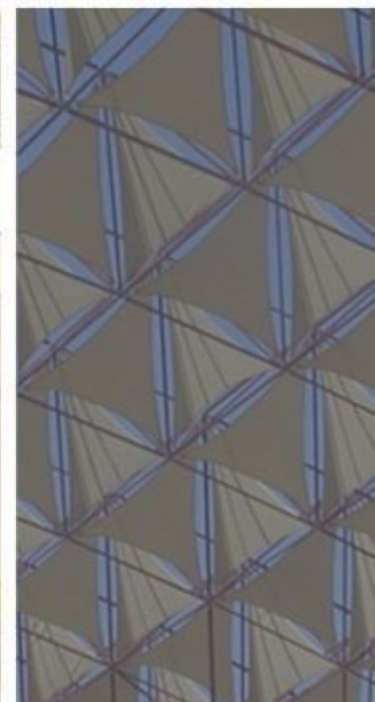
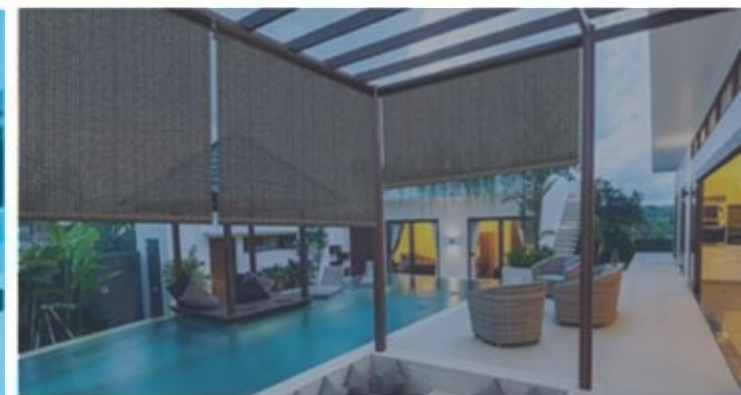
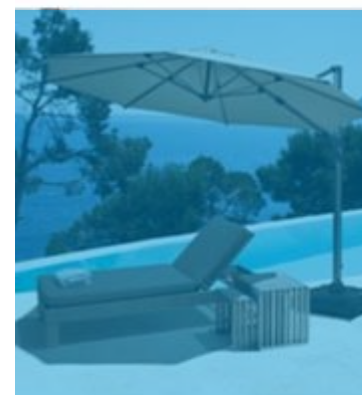


EBITDA \$A million



FINANCIAL RESULT

**RESULTS SUMMARY
OPERATING ENVIRONMENT
CASH FLOW
BALANCE SHEET
REGIONS**



RESULTS SUMMARY

	FY2019 A\$ million	FY 2018 A\$ million	Change %
Revenue	149.2	148.8	0
EBITDA	19.3	19.9	(3)
EBIT	13.1	14.0	(6)
Profit before tax	11.2	12.5	(10)
Profit after tax	9.2	9.8	(6)
Net cash provided by operating activities	15.3	8.9	72
Net cash / (debt)	(10.9)	(6.7)	(62)
Basic earnings per share (cents)	3.21	3.35	(4)
Final dividend per share (cents) (unfranked)	1.00	1.00	0
Dividends per share (cents) (unfranked)	2.00	2.00	0

- Net Revenue up \$0.4 million (up 0.3%)
- Margins impacted in 1H due to high raw material (resin) costs from prior year flowing through
- Net debt impacted by high CAPEX year due to coating line investment
- EPS 3.21 cents (down 4%)
- Dividend unchanged at 2.0 cents per share (unfranked)
- Share buyback remains in place

OPERATING ENVIRONMENT

Key economic and market factors impacting performance

- **Currency** – stabilised from prior year with CNY volatility due to USA/China trade war
- **Input Costs** – resin costs stabilised after 10-year high last year
- **Australian Agriculture** – continued drought conditions impacting Australian grain harvests
- **Australian Retail** – softer market conditions and inventory reduction activity
- **USA China/Trade War** – tariff impacts felt in Americas region with ongoing uncertainty

Resin prices index 31 Dec 2016 = 100



Source: GALE Pacific actual

Key exchange rate movements index 30 Jun 2018 = 100

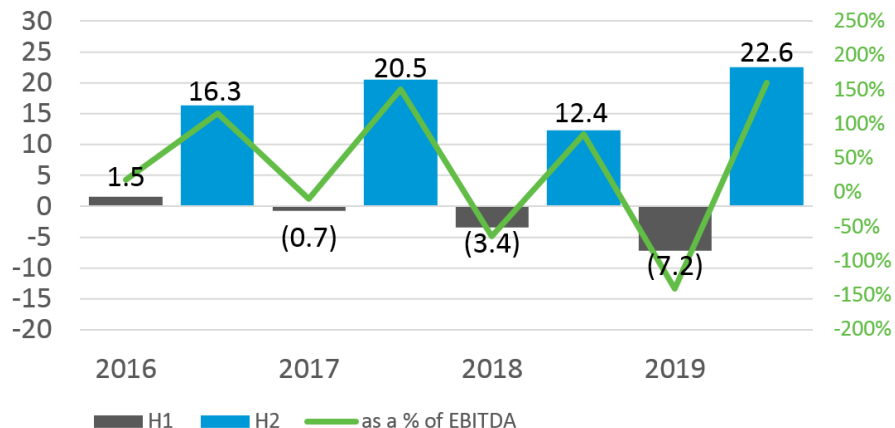


Source: RBA

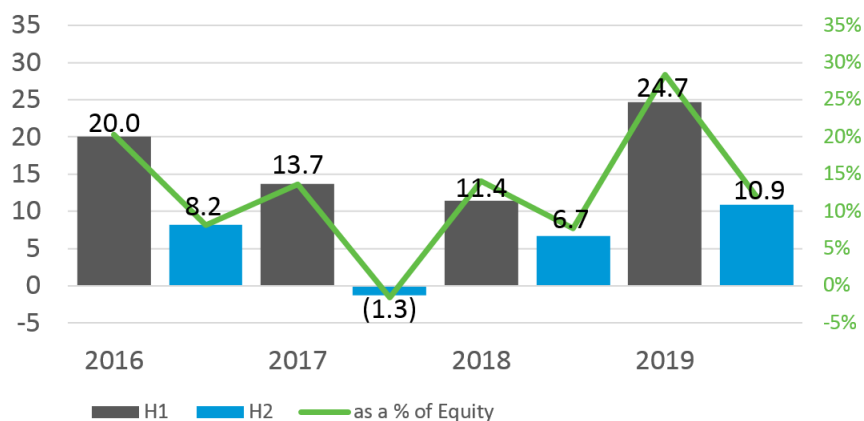
CASH FLOW

Strong operating cash flow of \$15.3 million representing 167% of NPAT

Operating cashflow \$A million



Net Debt \$A million



- Investments made in supporting new USA ranging
- Investments made in new coating line
- Share buyback (7.8 million shares acquired at a VWAP of \$0.32)
- Net debt of \$10.9 million
- Major capital projects now complete and expectations of lower CAPEX in FY20



AMERICAS

Strong growth in sales driven by expanded distribution

	FY2019 A\$ million	FY2018 A\$ million	Change %
Revenue	71.0	60.5	17
EBITDA	13.8	12.5	11
PBT	8.5	8.3	2

- Revenue growth of 17%
- EBITDA growth of 11%
- Investments in marketing, selling and product engineering
- Effective execution of new retail programs with major retailers
- Strong service performance supported by new California warehouse
- Product distributed in 4,000+ retail locations
- Tariff impact felt on some categories with ongoing uncertainty



AUSTRALIA & NEW ZEALAND

Challenging macro-economic conditions impact performance

	FY2019 A\$ million	FY2018 A\$ million	Change %
Revenue	58.0	68.8	(16)
EBITDA	2.8	5.4	(49)
PBT	1.1	3.1	(65)



- Ongoing drought conditions severely affect eastern seaboard grain yields impacting grain cover fabrics
- Growth in water retention fabrics (dam liners, water tank liners and evaporation covers) but not offsetting grain cover fabric declines
- Weaker retail economic conditions slow sales out performance
- Retail customer inventory reduction initiatives
- Operational expenses managed well as business right sizes cost base
- New coating line commissioned more than doubling production capacity

MIDDLE EAST/NORTH AFRICA

Ongoing challenging market conditions impact ability to sell

	FY2019 A\$ million	FY2018 A\$ million	Change %
Revenue	12.9	13.0	0
EBITDA	4.0	4.4	(10)
PBT	3.5	3.7	(5)

- Saudi Arabia and UAE impacted by recession
- Strong growth in neighbouring countries – Oman, Qatar, Kuwait, India
- Cash collection challenges leading to cautious credit management – impeding sales



EURASIA

A small but profitable and important region

	FY2019 A\$ million	FY2018 A\$ million	Change %
Revenue	7.4	6.6	12
EBITDA	2.3	1.6	45
PBT	1.8	1.5	18

- Distribution expansion driving growth
- Improving product mix with ongoing trend towards branded, higher margin products



CHINA MANUFACTURING

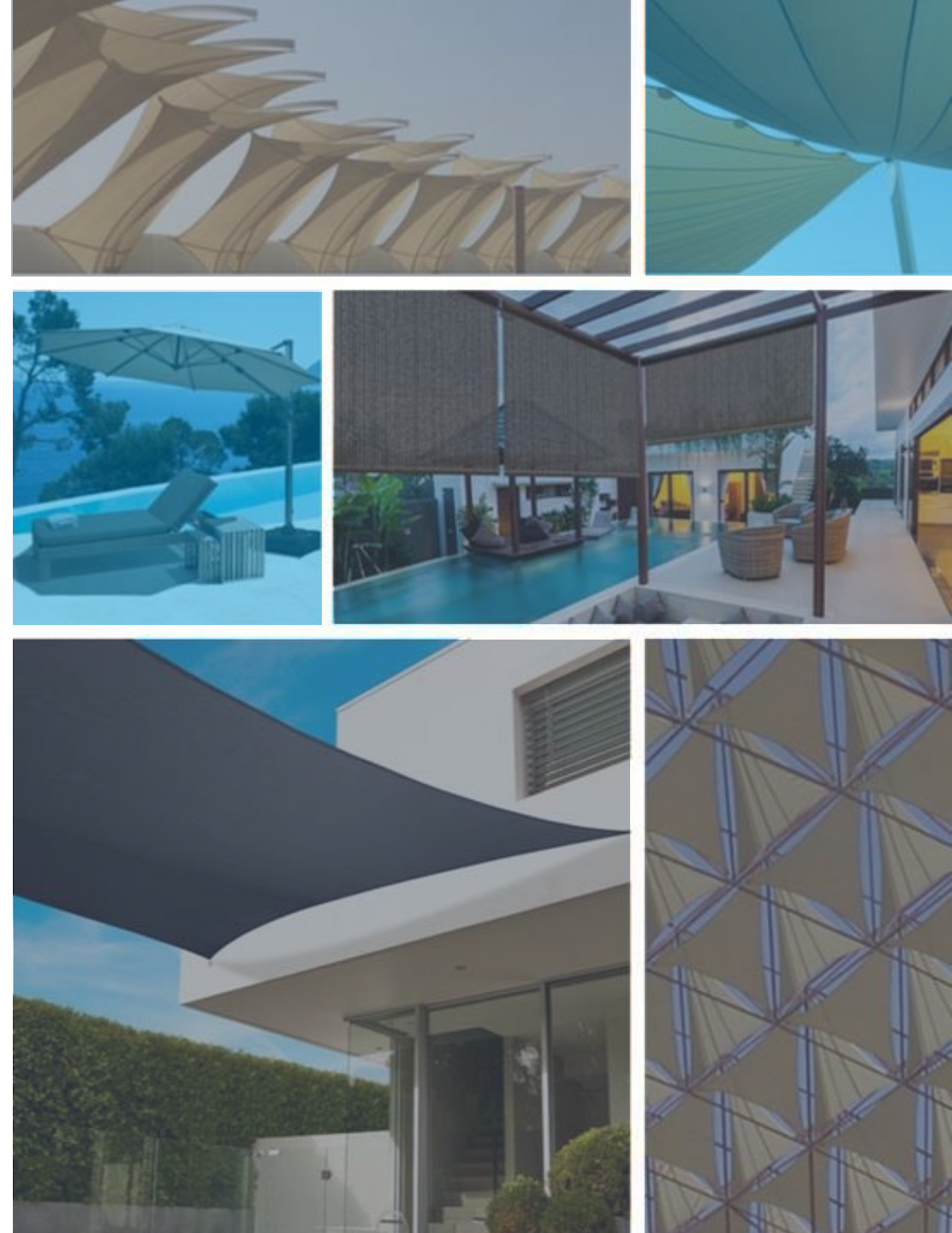
Continuing strong operational performance with effective delivery of key projects

- Quality, efficiency and service improvements
- Idle or underutilised equipment brought back into production
- Consolidation of two manufacturing sites into one
- Establishment of new, improved warehousing facility
- Employee accommodation facility refurbishment
- Key efficiency projects well underway



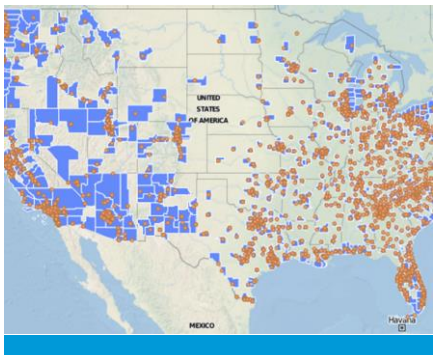
3.STRATEGY & OUTLOOK

STRATEGY
RESEARCH & DEVELOPMENT
OUTLOOK



STRATEGY

Key elements of strategy remain largely unchanged



Continue to develop DIY shade category in the Americas region



Expand our commercial business into new geographic markets and channels globally



Grow core products through retail and e-Commerce channels in Australia & New Zealand



Lead product innovation with new materials and complementary technologies



Drive continual improvement in service and operational efficiencies

RESEARCH & DEVELOPMENT

A pipeline of truly innovative products

- Patented DualShade 350 launched in all markets
- Key new product innovation entered trial and test phases
- Exciting technical partnerships in place



OUTLOOK

- Remain confident in strategy of focusing on growing core, delivering product innovation, targeted geographic expansion, and driving efficiencies in global operations
- Expecting to make further progress on each strategy, especially in new product innovation
- Macroeconomic conditions expected to remain challenging driven by international trade uncertainties, unstable Middle East, and a flat domestic economy
- Expect a weaker first half performance, a result of USA tariffs and the seasonality of the business, in line with prior years
- Lower CAPEX year due to most major transformational works being completed

DISCLAIMER

Statements contained in this presentation, particularly those regarding possible or assumed future performance, estimated company earnings, potential growth of the company, industry growth or other trend projections are or may be forward looking statements. Such statements relate to future events and expectations and therefore involve unknown risks and uncertainties. Actual results may differ materially from those expressed or implied by these forward looking statements.

