



30 August 2017

**Tamawood Investor Presentation - August 2017**

Please find attached the Tamawood Investor Presentation - August 2017.

Geoff Acton  
Company Secretary



**MORE 4 LESS** 178.28%  
 SINCE 1959

**OVER 100  
 INDUSTRY AWARDS**

**SOLAR HOT WATER  
 & PV SYSTEM**

HOME TO OVER  
 80,000 AUSTRALIANS

**QUALITY ASSURANCE**

THIRD PARTY CERTIFIED TO ISO 9001:2008

**6 STATUTORY BUILDING INSPECTIONS**

**20 ADDITIONAL BUILDING INSPECTIONS**

**15 COMPULSORY THIRD PARTY CERTIFICATE**

**35 ADDITIONAL THIRD PARTY CERTIFICATE**

**SAVING TO TILE ROOFS  
 OR COLORBOND  
 THERMATECH STEEL ROOFS**

**CONVENTIONAL  
 FOOTINGS**

145.90%

129.87%

**DIXON HOMES**  
 BEST PRICE GUARANTEE  
 We save you a minimum of \$5,000 for every \$100,000 on a home of a similar size & design with equal or better inclusions, or we will refund your preliminary fees in full, up to 30 days from paying preliminary fee or up to 5 days from signing contract.

**DIXON**  
 STRUCTURAL  
**50 YEAR LIMITED**  
 +  
**7 YEAR LIMITED**  
 NON-STRUCTURAL  
**17 MONTHS**

**STATUTORY**  
 STRUCTURAL  
**6 YEAR 3 MONTHS**  
 NON-STRUCTURAL  
**12 MONTHS**



**100%  
 OVER 2300 DESIGNS,  
 & PRICING ONLINE**

97.20%

**24/7 WEB ACCESS  
 DURING & PRIOR TO  
 CONSTRUCTION**



**TWD Investor Presentation**

30th August 2017



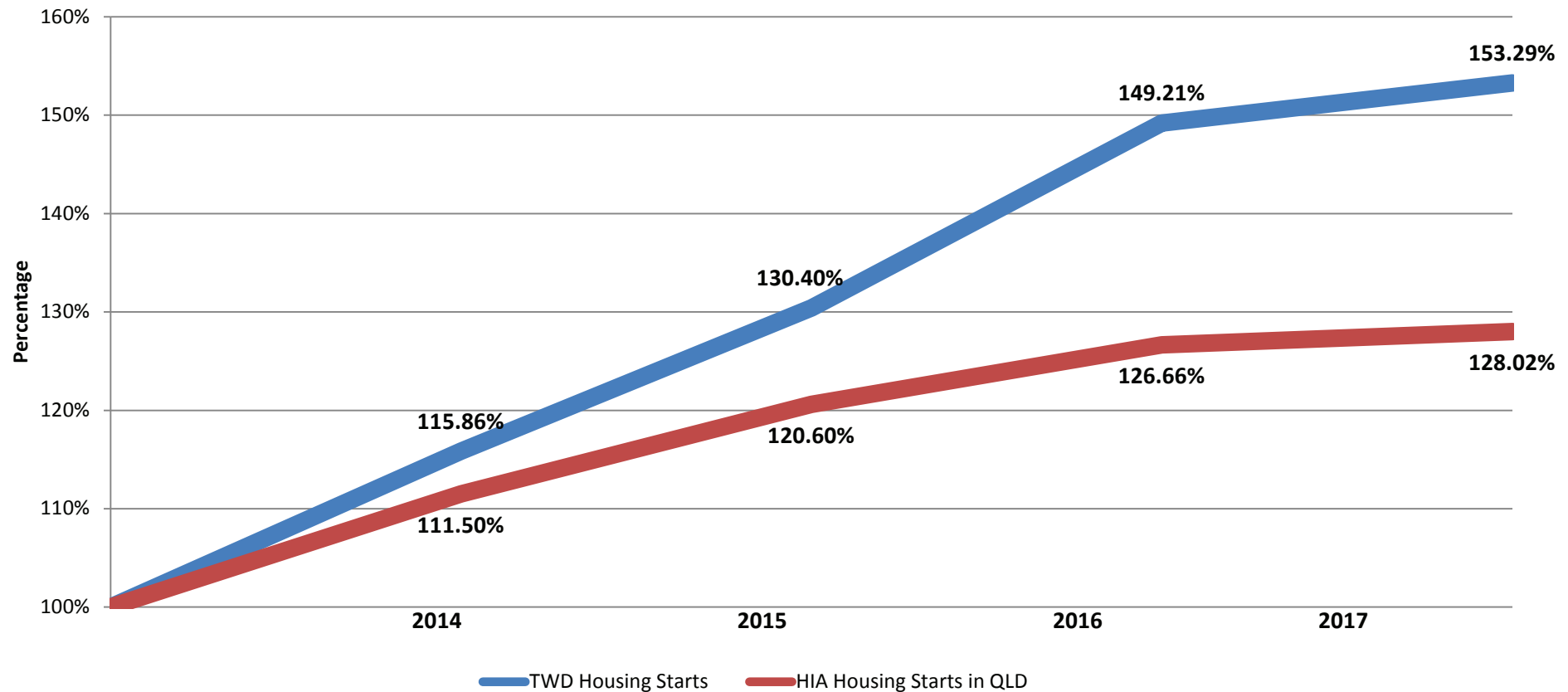
**ITALIAN APPLIANCES**

Shareholders - ASX listed parent company of **Dixon Homes**

**ASK YOUR CONSULTANT  
 FOR DETAILS**

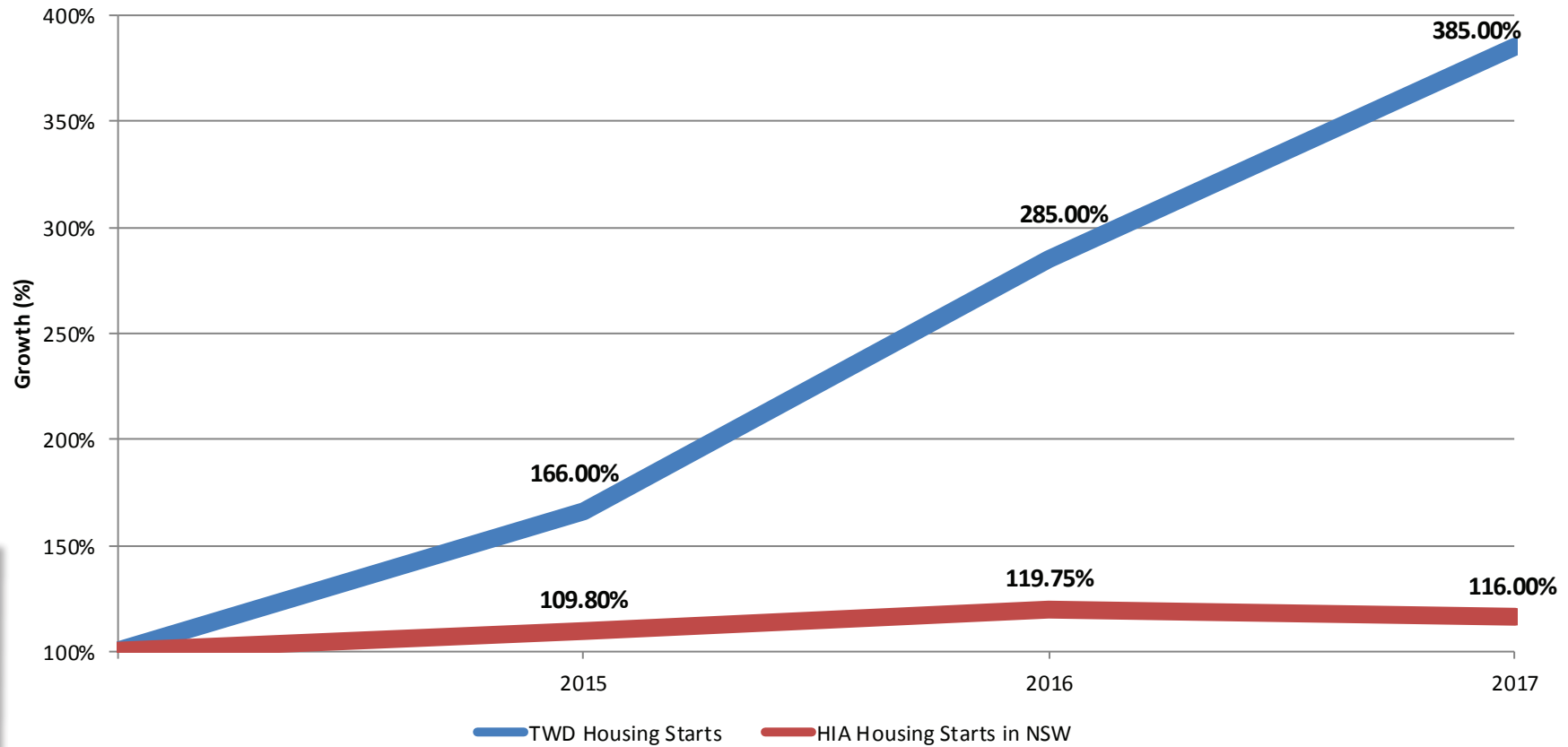
\*Conditions apply

# Growth in TWD Housing Starts as a % versus HIA Housing Starts in QLD as a %



- “Increase of 33% in FY17 sales whilst reduction in advertising spend by 35.6%.”
- “Strong recovery in approvals in last quarter of FY17 due to land supply recovering after Cyclone Debbie.”
- “Establishment of sales offices in Newcastle and Gladstone, office fitout also commenced in Port Macquarie.”

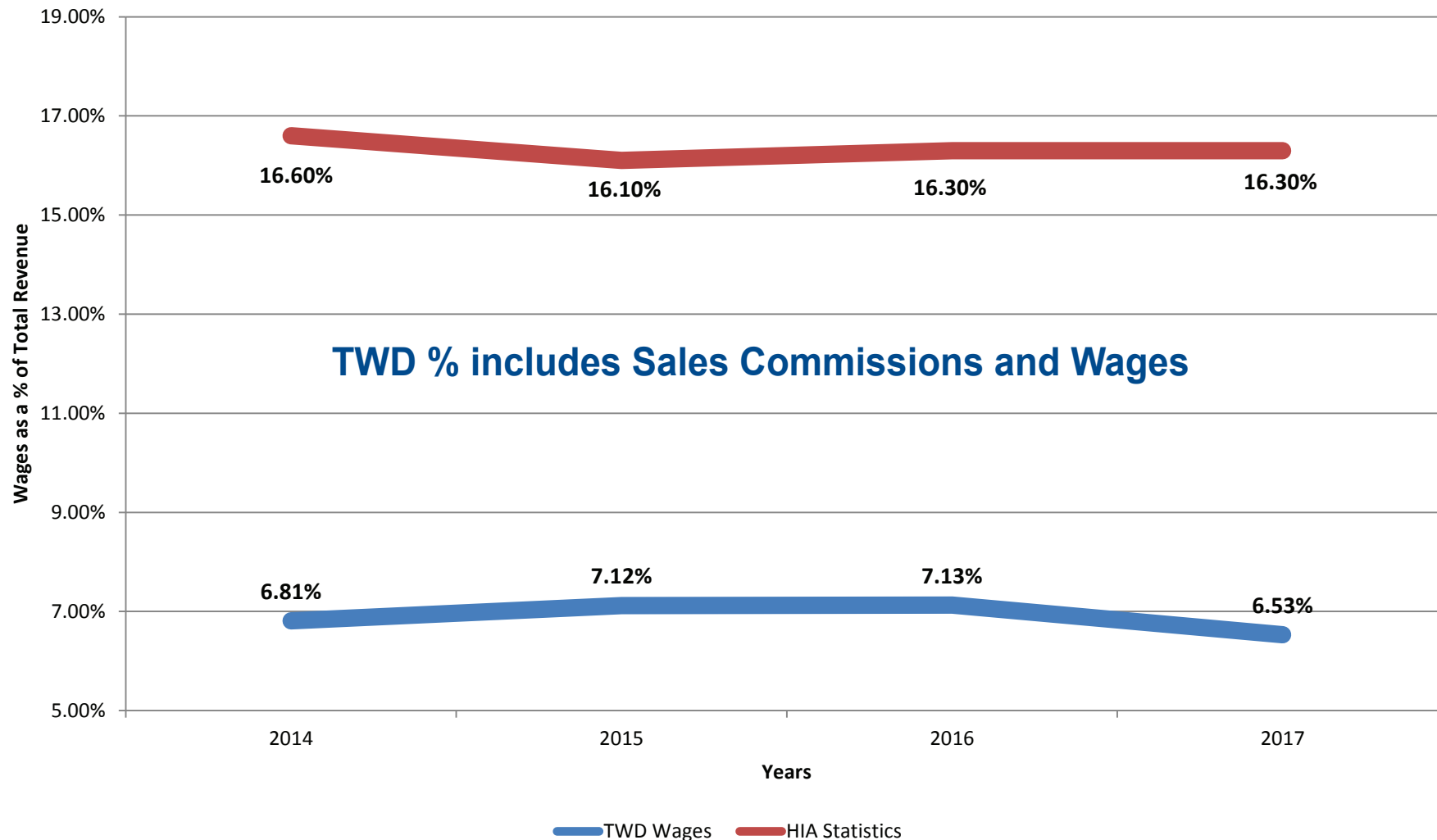
# Growth in TWD Housing Starts as a % versus HIA Housing Starts in NSW as a %



**QUALITY ASSURED** 6 STATUTORY BUILDING INSPECTIONS THIRD PARTY CERTIFIED TO ISO 9001  
**20 ADDITIONAL BUILDING INSPECTIONS**  
**15 COMPULSORY THIRD PARTY CERTIFICATES**  
**35 ADDITIONAL THIRD PARTY CERTIFICATES**

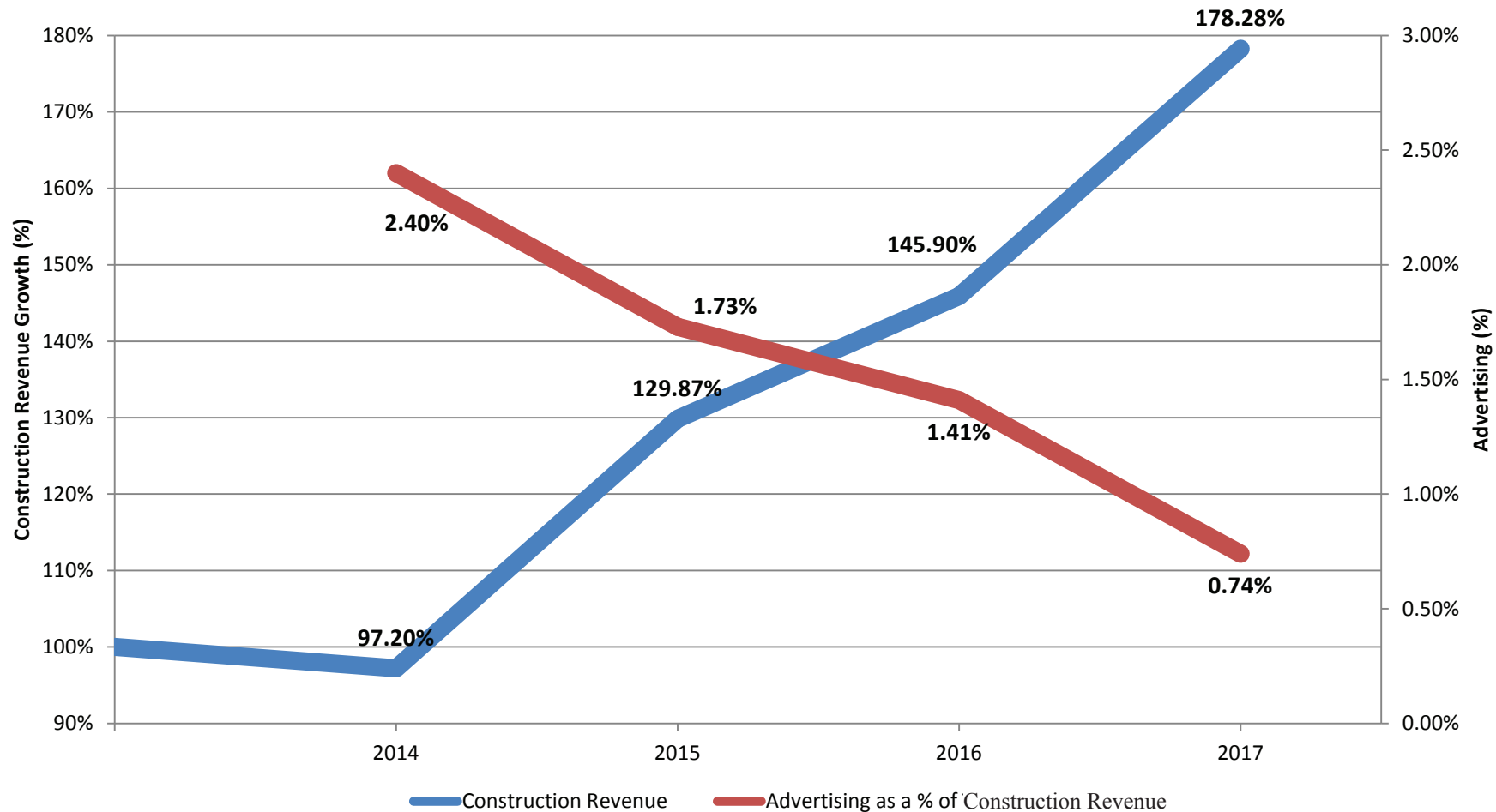
**All quality assurance co-ordinator vehicles are gps tracked to ensure inspections are completed. Customers notified by sms at completion of inspection.**

# TWD Wages as a % of Total Revenue versus HIA Statistics



Tamawood continues to integrate further modules of the Senterprisys Ltd (TWD shareholding 23.44%) enterprise software in FY17. It is anticipated the integration will be complete in FY18 which will create further operating efficiencies for the group. These efficiencies are highlighted by the decrease in wages as a % of revenue to 6.53% (2016: 7.13%). Further efficiencies are expected as software is being continuously debugged and new modules are being added. Full benefit of the implementation expected to crystallise in FY19.

# Advertising Spend as a % of Construction Revenue and Construction Revenue growth as a %



**More designs**

2000 Homes, Duplexes, multi-family and granny flats

**More flexibility**

Speedy modifications and costings - floor plans and elevations

**More steel**

Steel frames, trusses and Colorbond roof included

**More concrete**

Conventional footings and slab - 80% more than Waffle Pods

**More glass**

80% thicker than minimum, tinted window glass

**More European inclusions**

Premium Italian appliances and tapware

**More advanced management systems**

Third party quality assurance certification

**More extensive warranties**

50 year limited structural warranty

**More homes built**

Home to 80,000 Australians

**More Building Industry Awards**

Over 100 in total

**More offices**

11 offices / selection centres, 24/7 web-based information system



**Less up-front costs**

\$100 soiltest and survey fee, \$700 total deposit

**Less expensive to buy**

Best price guarantee for better value

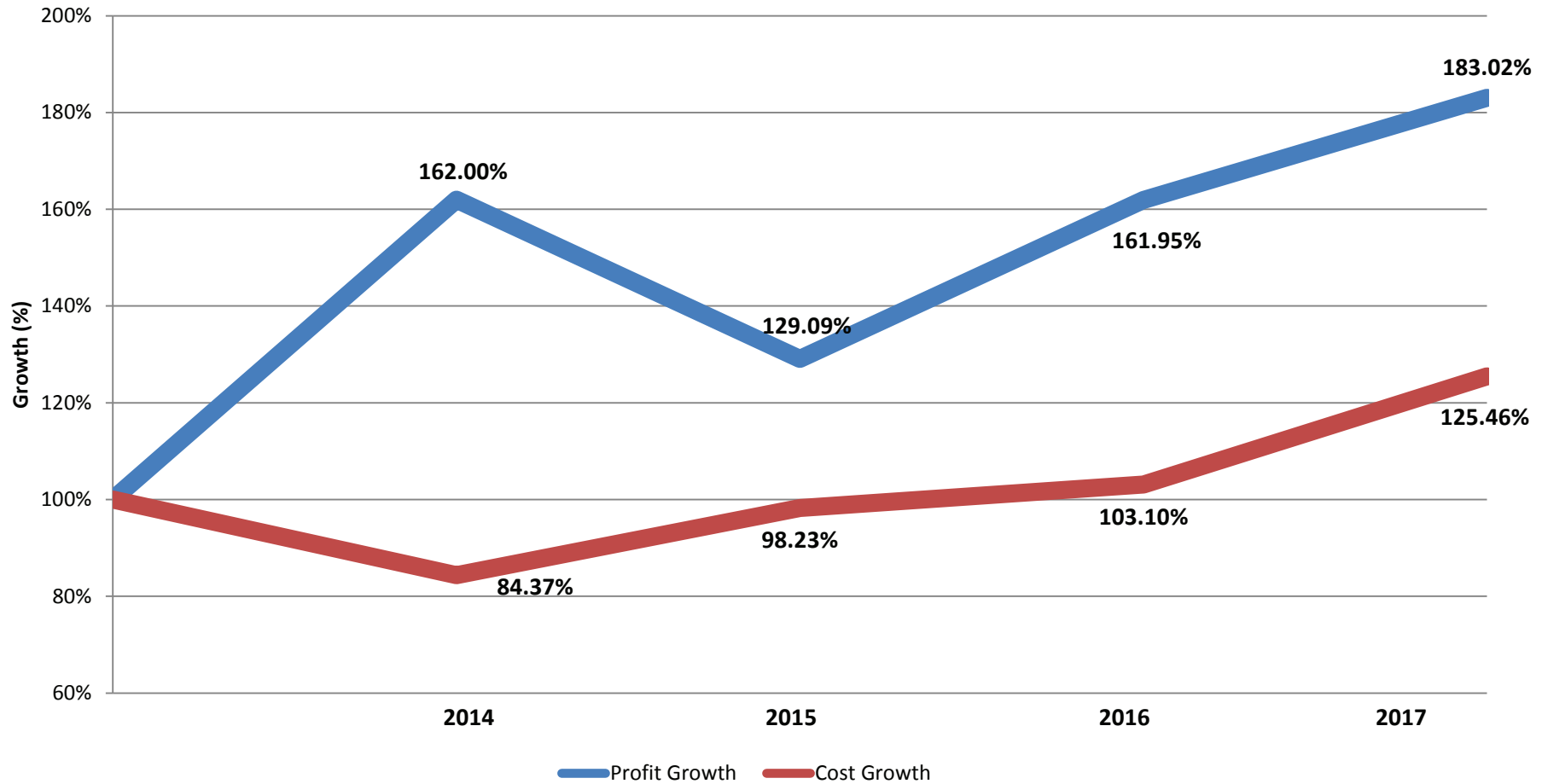
**Less living costs**

Solar power PV and solar hot water, 6 star Energy rating

**Less risk**

ASX Listed debt free Australian owned company

# Growth in Profit as a % versus Cost growth as a %

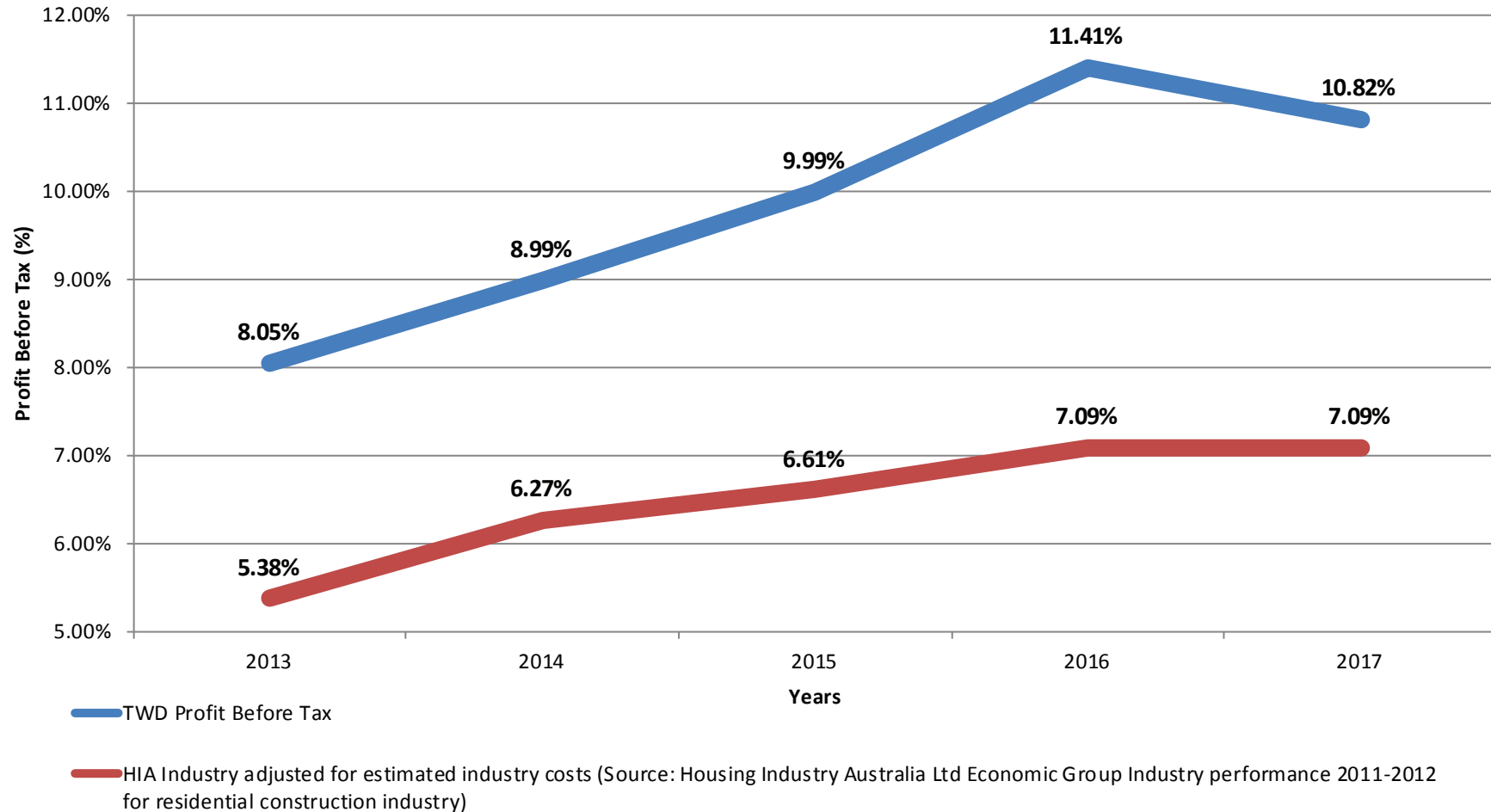


## BEST PRICE GUARANTEE

We save you a minimum of \$5,000 for every \$100,000 on a home of a similar size & design with equal or better inclusions, or we will refund your preliminary fees in full, up to 30 days from paying preliminary fee or up to 5 days from signing contract.



# TWD Profit Before Tax after Interest Expense as a % of Total Revenue versus HIA Industry Statistics



**WARRANTIES**

**DIXON**

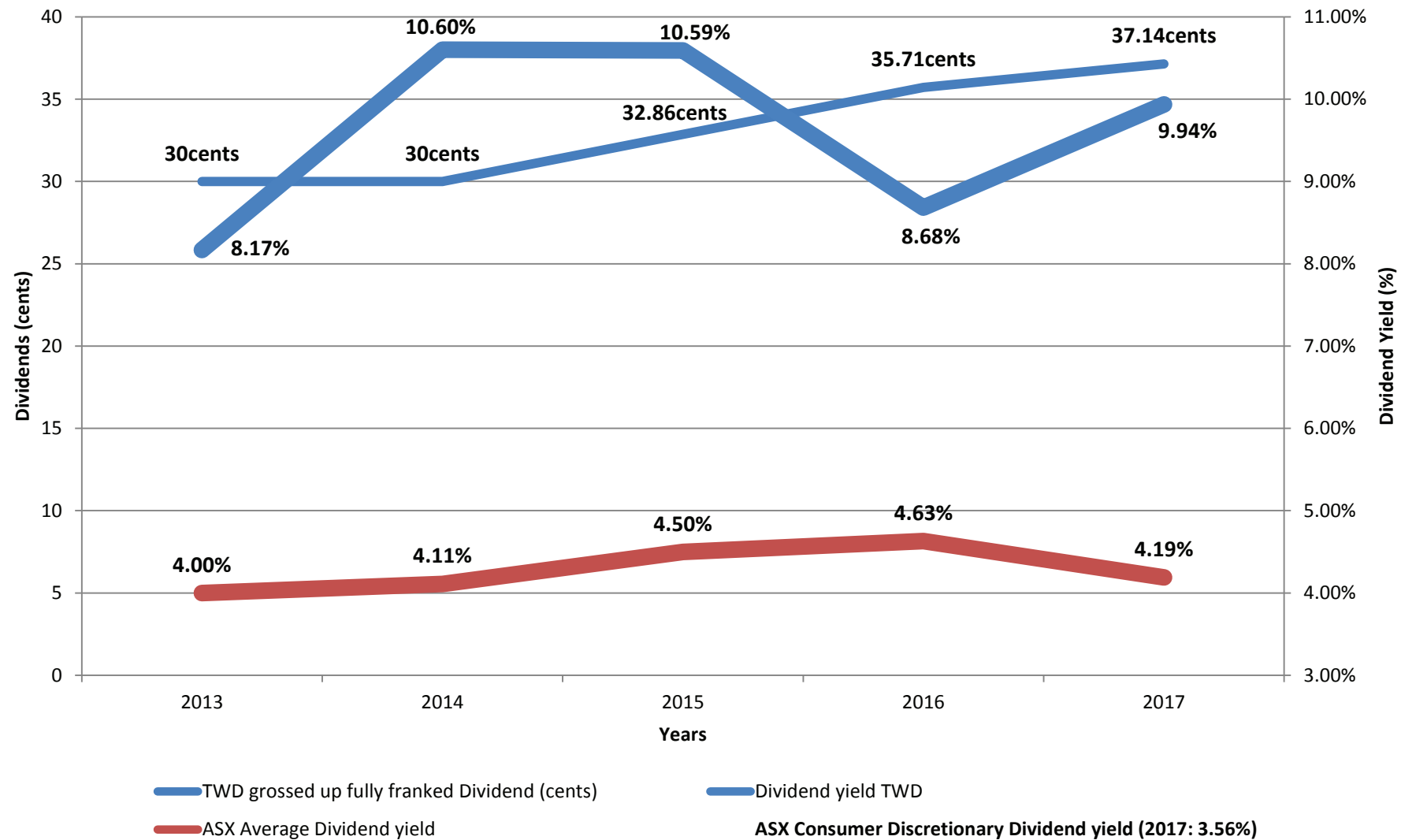
**STATUTORY**

STRUCTURAL: **50 YEAR LIMITED** | NON-STRUCTURAL: **7 YEAR LIMITED** | MAINTENANCE PERIOD: **17 MONTHS**

STRUCTURAL: **6 YEAR 3 MONTHS** | NON-STRUCTURAL: **12 MONTHS**

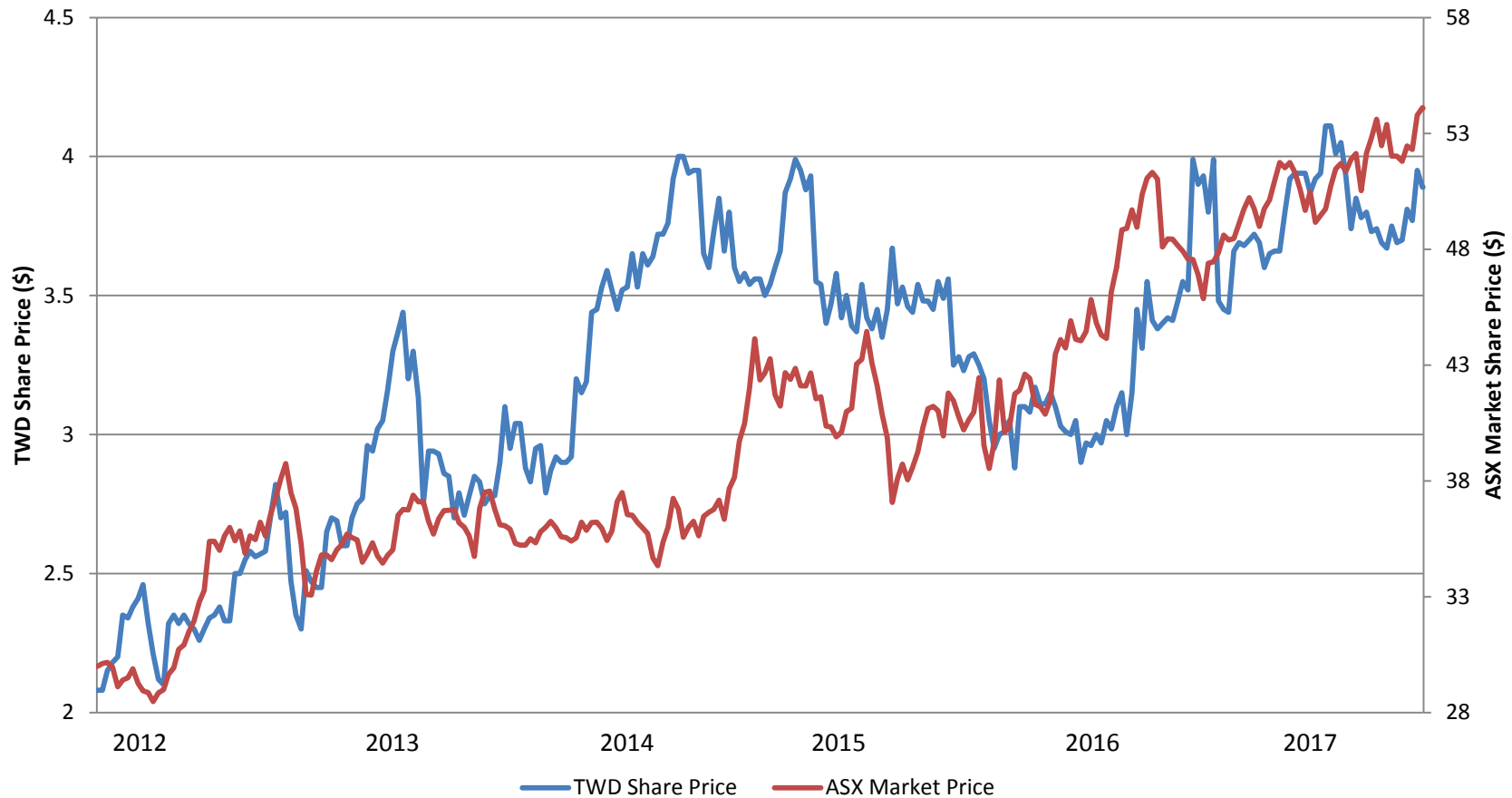


# Grossed up Fully Franked Dividend Yield



- Tamawood listed in August 2000 at 50 cents. Debt free since 2012. Total grossed up dividend payments of \$4.28 since 2002.
- 8% increase in fully franked dividends for FY17 to 27 cents. The current payout ratio is 76.14%.

# TWD Share Price



**“We thank our shareholders by continuing our successful shareholder discount program that has been in place for a number of years. I believe this is also contributing to our increase in sales”**

**QUEENSLAND**

ROCKLEA  
1821 Ipswich Road, Rocklea QLD 4106

CHERMSIDE  
992 Gympie Road, Chermside QLD 4032

PLAINLANDS  
4424 Warrego Highway, Plainlands QLD 4341

GOLD COAST  
1/50 Lawrence Drive, Nerang QLD 4211

SUNSHINE COAST  
12a 189 Anzac Ave, Harristown QLD 4350

TOOWOOMBA  
684 Nicklin Way, Currimundi QLD 4551

GYMPIE  
2/5 River Road, Gympie QLD 4570

JIMBOOMBA  
Unit 4/ 19 Tamborine St, Jimboomba QLD 4280

CAPALABA  
14/ 39 Old Cleveland Rd, Capalaba QLD 4157

GLADSTONE  
32 Latrobe St, Tannum Sands QLD 4680

**NEW SOUTH WALES**

COFFS HARBOUR  
178 Pacific Highway, Coffs Harbour NSW 2450

BALLINA  
2/10 Kerr St, Ballina NSW 2478

SYDNEY  
Unit 3/142 James Ruse Drive, Rosehill NSW 2142

NEWCASTLE  
137 Melbourne St, East Maitland NSW 2320

**Coming soon**

PORT MACQUARIE  
2/141 Gordon St, Port Macquarie NSW 2444

ILLAWARRA

**Franchisees**

CAIRNS  
172-174 Mulgrave Rd, Wescourt, QLD 4870

MACKAY  
19c Juliet St, Mackay, QLD 4740

HERVEY BAY  
42 Watson St, Pialba, QLD 4655

WESTERN DOWNS  
Unit 7/17 Enterprise St, Toowoomba, QLD 4350

NEW ENGLAND  
49 Roger St, Stanthorpe QLD 4380

NORTH-WEST NSW  
46 Ring St, Inverell NSW 2360

DUBBO  
14 Baird St, Dubbo NSW 2830

ACT  
Unit 8/289 Canberra Ave, Fyshwick ACT 2609

MILDURA  
75 Deakin Ave, Mildura VIC 3500

GIPPSLAND  
Shop 1/43 Monash Rd, Newborough VIC 3825

MELBOURNE NORTH-WEST  
113 Maribyrnong Road, Ascot Vale VIC 3032

BALLARAT  
806 Wilsons St, Ballarat VIC 3350

**Coming soon**

SHEPPARTON/ALBURY/WODONGA  
P.O.Box 1151 Sherrarton VIC 3632

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