



► CONSTRUCTION MATERIALS
► TRANSPORT SERVICES
► CEMENT, FLYASH & LIME
► PRECAST CONCRETE
► REINFORCING STEEL
► COMPOSITE FIBRE TECHNOLOGIES

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WAGNERS HOLDING COMPANY LIMITED
ACN 622 632 848



1 November 2018

ASX Market Announcements
ASX Limited
20 Bridge Street
SYDNEY NSW 2000

BY ELECTRONIC LODGEMENT

Wagners Holding Company Limited
2018 Annual General Meeting Addresses

In compliance with Listing Rule 3.13.3, please find attached the following addresses which will be presented at the Annual General Meeting of Wagners Holding Company Limited being held at 10:30am:

1. Copy of 2018 AGM Address from the Chairman, Mr Denis Wagner, together with FY19 Outlook / Guidance; and
2. Copy of 2018 AGM Address and presentation from the CEO, Mr Cameron Coleman.

Regards,

Karen Brown

General Counsel and Company Secretary

Wagners

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Chairman's Address

2018 Annual General Meeting

Could I take this opportunity to welcome everyone here today, welcome to Toowoomba and welcome to our region.

To my fellow Shareholders of Wagners Holding Company Limited (WGN).

Listing

In May of last year, my brothers and I decided to list the Wagners construction materials and services business as well as our New Generation Building Materials business on the Australian Securities Exchange. The Listing came to fruition on 8 December 2017.

Whilst the responsibilities and accountability of being a publicly listed Company is a quantum shift from a family owned enterprise, I can categorically say that as a business, a family and our management team, we were ready for this step. The listing has been beneficial to all shareholders, particularly those initial shareholders that showed confidence in the Board, our executive management team and our business strategy.

Our Executive Management Team, led by Cameron Coleman has adapted well to the rigors of running a successful enterprise with a much wider shareholder base. A key focus has been on maintaining our culture that has evolved over the past 29 years, a culture that fosters the ability to get things done and to do things smarter whilst always maintaining a safe environment for our people.

Safety, Environment, Quality

At the commencement of each Board meeting, we spend two hours with many of our staff from all levels of the operations, we talk about safety, the environment and the quality of our products and services. These sessions enhance the safety culture within the company and provide the Board with a real insight into the heart of the business.

FY19 Outlook / Guidance

Our FY18 results were in line with the financial forecasts detailed in the prospectus and have set a solid platform for business growth in the coming years. We had some successful projects that came to conclusion in the first half of 2018, which reflected positively on our first half 2018 results. In the first half of 2019 we have had no significant projects commence. The company has made significant investment in capability upgrades, in our concrete and quarry assets as well as offshore expansion for the New Generation Building Materials business. As such, the Company currently anticipates the first half 2019 results will be down on the corresponding 2018 period. However we expect to see the second half boosted by the commencement of project work resulting in a stronger second half. At this stage we believe the overall performance for FY19 will balance out compared to FY18. We expect earnings in the two halves will be reversed on comparison with the prior year.

We completed the concrete supply on the Sapphire Wind Farm, our first major supply into the renewable energy sector. We are currently supplying products to the Coopers Gap Wind Farm and we see significant opportunities in renewable energy infrastructure. Our transport business has benefited from the upturn in the mining sector and we have a positive outlook for years to come. The cement business performed well, first half 2019, has shown an increase in volume compared to first half 2018. The infrastructure program in Queensland has not rolled out as quickly as expected however we are confident that demand for cement will increase in line with infrastructure spend. There will be some challenges in this sector in FY20 however our position as a low cost producer with control over the manufacturing process will work well through this period.

Our plans to roll out a concrete plant network throughout South East Queensland is progressing, which will support cement volumes in the future.

New Generation Building Materials

The New Generation Building Materials division has set a good platform for growth into the future. We have a dedicated sales team based throughout Australia, New Zealand, UK and the United States. Our team has identified significant opportunities for our composite products in these markets and have recently supplied our first major project in Florida. There is a growing pipeline for our CFT products internationally. In New Zealand we have secured a long-term supply contract for power pole crossarms and have been successful on two large pedestrian structures in Auckland. We have supplied our first composite crossarms in the United Kingdom on a trial basis and are confident this market will also adopt our products going forward.



The development of our Earth Friendly Concrete technology progresses well with much interest in the technology in acid resistant applications. We completed the construction of the Pinkenba Wharf using integrated CFT girders with EFC decks. This work was all done in house, the fabrication of the piles and headstocks, the manufacture of the composite deck girders and the precast EFC decks. This technology is a world first and has received significant interest in the products from other infrastructure owners.

2018 has been a year where we have laid the foundations for Wagners to grow, in the heavy construction materials and services business as well as in composites and EFC. The Board remains positive on our outlook for FY19 which will depend on the timing of some large contracts and the roll out of infrastructure spending across Australia.

THANK YOU



CEO Address

2018 Annual General Meeting

Good morning ladies and gentlemen.

It's a pleasure to be able to address you today at our first Annual General Meeting.

As we highlighted in our end of financial year results announcement, the business performed well in the 2018 financial year. Given it was our first annual results release since listing, it was pleasing to be able to confirm that our financial results were consistent with our prospectus forecast.

Before I go into further details on Wagners business performance and outlook, I wanted to touch on our people and say thank you.

It has been a big year for everyone here at Wagners – transitioning from private ownership to a public company. There is an amazing work ethic right across the Wagners organisation which has enabled this transition to take place with ease and is evident in the results we have achieved for 2018. There is a genuine passion for the business and an entrepreneurial spirit amongst all of our staff with an ongoing commitment to our safety, environment and quality culture.

As our business grows, so too do the employment and career opportunities we can offer as an industry leader. Our ability to continue to attract, retain and engage committed and skilled employees is critical to our future success. In 2018 we commenced a number of initiatives to meet the challenges set for ourselves in this regard including to be known as an employer of choice. We also made significant progress on a range of initiatives including:

- A new Wagners induction program

- A new payroll and time attendance system – bringing time-clocking, rostering and real-time workforce data online which has resulted in significant payroll efficiencies
- Graduate engineers program
- Career development coaching for leaders in our business
- The Wagners Health and Wellbeing program; and
- We recently had our annual 10 and 20 year club dinner for those employees who celebrated the milestones of 10 and 20 years of service with Wagners business, generously hosted by John and Liz Wagner at their home.

Our people and culture are fundamental to our ability to deliver on our strategy. It is our people – always looking for ways to innovate, to do things better or differently – who achieve great results.

Another critical focus of our business is our commitment to Safety, Quality and the Environment.

At Wagners we talk about Safety not just being a business priority, but a commitment. While organisational priorities can change, our constant commitment to safety does not. Working together safely to ensure no harm to people or the environment, no accidents, and no damage to assets or equipment is our number one value. We strive to produce quality products and deliver exceptional service – first time, every time.

Our commitment to safety is evidenced in our safety performance. We have had zero LTI's for 2 ½ years now. We have a robust safety management system, which includes hazard reporting, safety conversations, and the requirement to adhere to our 'Golden Rules'.

Moving onto our financial results.

As we have previously advised, our 2018 performance was in line with our expectations and as forecast in our prospectus. On a pro forma basis, 2018 saw significant growth of over 20% in both revenue and EBITDA which resulted in NPAT growth of 50.7% to \$23.2 million. By comparison to the prior corresponding period, our Construction Materials and Service business saw over 21% growth in revenue and our New Generation Building Materials business had strong revenue growth of 26%.

We were pleased to be able to pay dividends to our shareholders for 2018, with a 1.5 cents per share interim dividend declared and a further full year dividend of 3.5 cents per share.

The growth in revenue in our Construction Materials and Services business was due to growth in cement volumes and increased utilisation of our transport, quarry and precast assets.

The revenue growth in our New Generation Building Materials business – which is our Composite Fibre Technologies business and Earth Friendly Concrete – was due to growth in both crossarm volumes and increased activity in the pedestrian infrastructure and road bridge markets.

2018 Operational Highlights

Turning now to some of the operational highlights for 2018 that underpinned the strong financial performance:

1. In our cement business, we saw an increase of 14.8% in volumes on the previous year.
2. Our transport business experienced solid growth in the North West minerals region and benefited from increased opportunities that were presented in Central Queensland.
3. Our quarries and concrete business both benefited from infrastructure, general domestic growth and participation in the renewable energy sector. Our Wellcamp Quarry is now fully operational. We purchased a quarry in Cloncurry to support our bulk haulage operations and have also purchased a greenfield quarry site allowing us to service the greater Brisbane region. We also commenced our re-entry into the South East Queensland concrete market in line with our strategy.
4. 2018 saw us expand our CFT business into overseas markets while continuing to secure a strong position in the domestic market. In the crossarms space, we renewed a supply contract for a Western Australian transmission authority, secured a crossarm contract into New Zealand. Along with numerous domestic projects, in 2018 our custom build team secured:
 - (a) a contract for a boardwalk in the City of Ocala, Florida, USA
 - (b) two large pedestrian bridges into the Royal Auckland Golf Club, and
 - (c) its first bridge project in the UK.



2019 Update

Now moving to 2019.

Cement sales to date have been strong despite the recent wet weather.

We have continued with the roll out of our concrete plant network, with plants now operational in Toowoomba, Wacol and Pinkenba. Four additional sites secured with both the development application process and the construction of the plants themselves underway. The construction of the plants is taking place inhouse at our Toowoomba Workshop facility – demonstrating the depth of the inhouse capabilities our business can provide.

We are supplying concrete to the Coopers Gap Wind Farm project for over 130 wind tower foundations. This is another project where we have been able to enjoy the pull-through benefits for other parts of our business such as the supply of aggregates, transport, cement and flyash.

The projects that we had identified for the transport business have all now been safely mobilised and the productivity achieved is as we expected. These projects have required an expansion of our haulage fleet with some 32 quad and triple road-trains moving significant volumes of products for our clients throughout the period.

We have seen the Wagners CFT team working across projects throughout Australia, New Zealand, United States of America and the United Kingdom which is reflecting in a significant increase in the demand for the product. We have also seen record demand for our composite crossarms throughout Australia and New Zealand.

Preliminary EFC token samples have been cast in conjunction with our partner JSW in India in preparation for obtaining BIS approval, which would enable us to commercialise our EFC technology throughout India.

Business Focus

We invest significantly in Research and Development – not just in our New Generation Building Materials, but right across the business including in our inhouse capabilities which I have touched on. Every organisation talks about innovation but at Wagners we are constantly challenging ourselves to look at better and different ways of going about production and identifying growth opportunities. This positions us well for future growth and continued success.



In 2019 and beyond, we see many opportunities coming from a resurgence of the Australian resource sector, the continued expansion of our concrete and quarries business in South East Queensland, and the future planned major South East Queensland infrastructure projects.

Our strategy to re-enter the concrete market across South East Queensland is well underway and our team will be busy building and commissioning a further six concrete plants in the coming years. These assets also provide an opportunity to increase our cement, flyash and aggregate sales. Our haulage business will also benefit from this activity.

We will continue to build our domestic CFT business in both crossarms and custom build projects whilst we strive to maximise on the international opportunities for our New Generation Building Materials. As I mentioned earlier, we are already seeing some success on this front with contracts secured in US, New Zealand and UK.

Wagners Earth Friendly Concrete also has significant opportunities internationally. We will continue to develop and commercialise our EFC technology so that we can secure these opportunities. We are currently tendering for two projects in Singapore and New Zealand and as mentioned earlier working through an approvals process for the use of our EFC technology in India, throughout Europe and beyond.

In summary, we are happy with the performance of the underlying construction materials business, the growth of our CFT business and the progress we are making in our EFC business. Unfortunately the timing of some of the projects in the infrastructure space will impact our performance in the first half of FY19, as highlighted by Denis.

Finally, I would like to thank the Wagners management team as well as our 520 employees right across the business for their absolute hard work and dedication throughout the year. I would also like to take this opportunity to thank the Board of Directors for their guidance and support in this crucial year as we have taken our first steps as a public company.

I will now hand back to Denis to take you through the formal aspects of the meeting.



CEO's Address
Cameron Coleman



Our People



Employer of
Choice



New induction
program



New payroll and
time attendance
system



Graduate
engineers
program



Career Development



Wagners Health
and Wellbeing



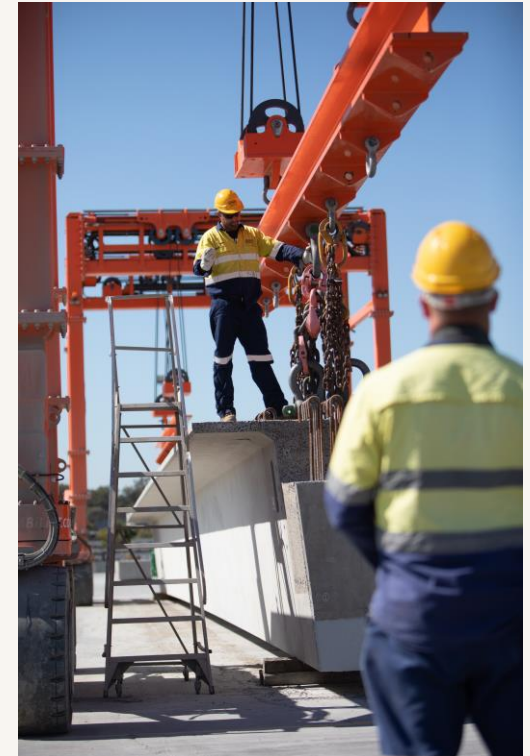
10 and 20 year
club



WAGNERS



- Commitment to Safety
- Zero LTI's for 2 ½ years
- Zero harm to people and environment
- Quality Products and Services



WAGNERS

FY 2018 Financial Performance

Revenue
\$231.5m
↑20.2%

EBITDA
\$50.3m
↑25.4%

NPAT
\$23.2m
↑50.7%

Final
Dividend
3.5cps

WAGNERS

2018 Operational Highlights



14.8% increase in
cement volumes



Solid growth in
transport



New quarry
acquisitions



International
expansion of CFT
business



2019 Update

- ✓ Strong cement sales to date
- ✓ Concrete Plant Network roll out
- ✓ Projects throughout Australia, NZ, USA and UK
- ✓ Record cross-arm demand
- ✓ EFC Technology approvals progressed

Business Focus



Investment in Research and Development



Opportunities in resource sector



Continued expansion of concrete and quarries business



Continued expansion of CFT

- Domestically
- Globally – US, NZ and UK



Develop and commercialise EFC technology

WAGNERS

The logo features the word "WAGNERS" in a bold, italicized, black sans-serif font. The text is centered within a yellow rectangular field with rounded corners. This yellow field is enclosed by a thick black border, also with rounded corners. The entire logo is positioned in the center of the image, which has a background of diagonal stripes in two shades of yellow and a white area on the right.

WAGNERS