



7 June 2019

**Tamawood Investor Presentation – June 2019**

Please find attached the Tamawood Investor Presentation from February 2019 with additional graphs reflecting improvements in appointment and sales consistent with previous announcements.

Tim Bartholomaeus  
Managing Director

MORE4LESS SINCE 1959  
**DIXON HOMES**  
 1300 10 10 10  
 www.dixonhomes.com.au  
 HOME TO 80,000 AUSTRALIANS

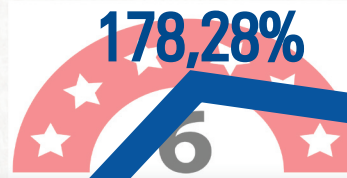
**SAVE** from \$750\*\* per year on on-going living costs.

**HOW?**

SOLAR PV SYSTEM

SOLAR HOT WATER SYSTEM

6 STAR ENERGY RATING



**MORE 4 LESS**

SINCE 1959

174.51%  
 1000 INDUSTRY AWARDS

PREMIUM KITCHEN APPLIANCES



\* INCLUDED IN RESORT SPEC

**QUALITY ASSURANCE**

THIRD PARTY CERTIFIED TO ISO 9001:2008

6 STATUTORY BUILDING INSPECTIONS

20 ADDITIONAL BUILDING INSPECTIONS

15 COMPULSORY THIRD PARTY CERTIFICATES

35 ADDITIONAL THIRD PARTY CERTIFICATES

STEEL FRAMES AND BRISSES



152.13%

129.87%

**WARRANTIES**

DIXON

STATUTORY

STRUCTURAL  
 30 YEAR LIMITED  
 +  
 7 YEAR LIMITED

STRUCTURAL  
 6 YEAR 3 MONTHS

NON-STRUCTURAL  
 17 MONTHS

NON-STRUCTURAL  
 12 MONTHS



ASK YOUR CONSULTANT FOR DETAILS

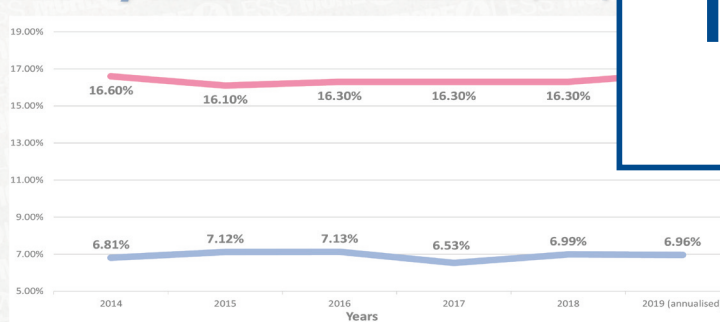
**DIXON HOMES**  
**BEST PRICE GUARANTEE**  
 We save you a minimum of \$5,000 for every \$100,000 on a home of a similar size & design with equal or better inclusions, or we will refund your preliminary fees in full, up to 30 days from paying preliminary fee or up to 5 days from signing contract.

97.20%

OVER 1000 DESIGNS, PLANS & PRICING ONLINE

24/7 WEB INFORMATION ACCESS DURING, PRIOR & AFTER CONSTRUCTION

TWD Payroll\* as a % of Total Revenue (Industry)



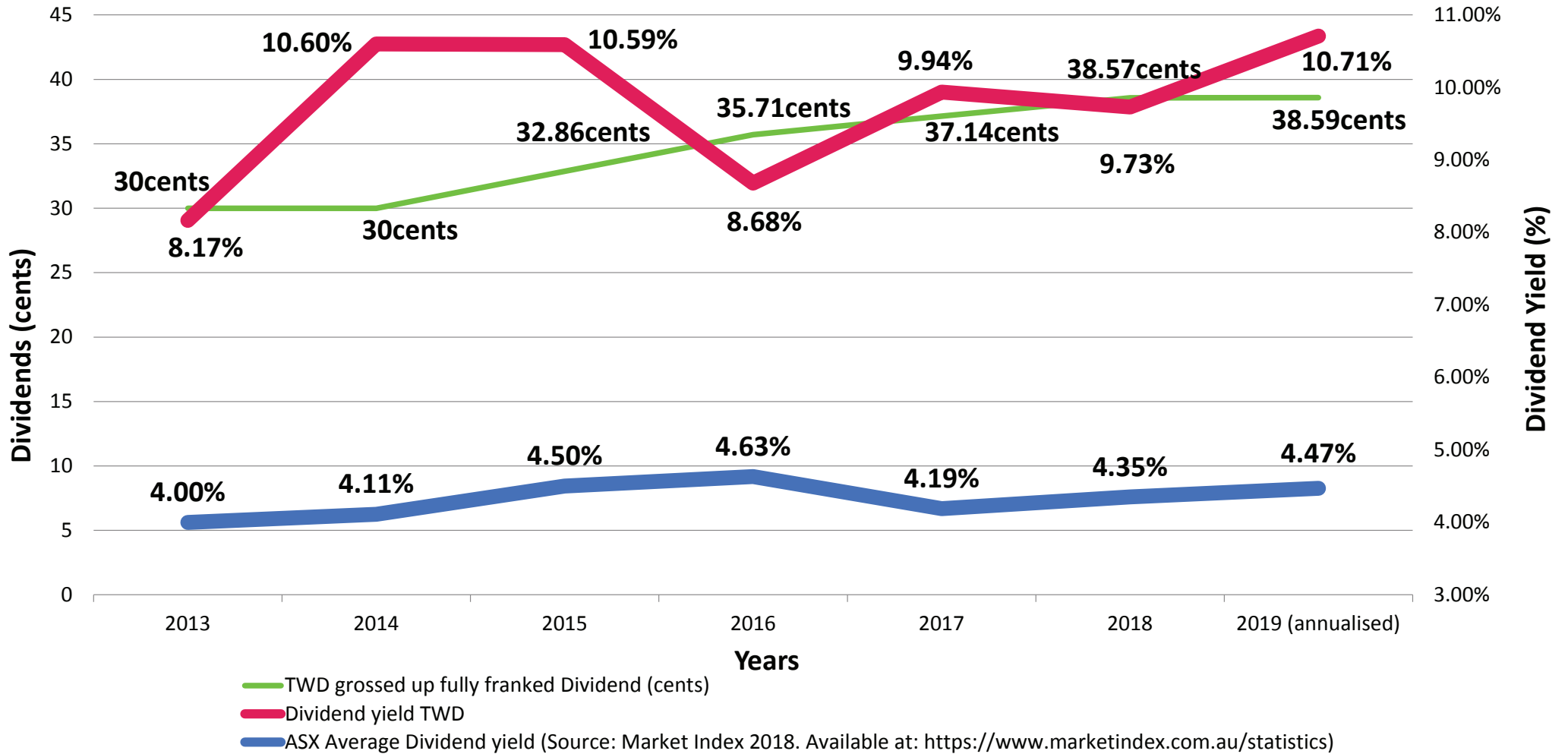
**TWD Investor Presentation**

June 2019

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 FY20.

AUSTRALIAN STOCK EXCHANGE LISTED COMPANY

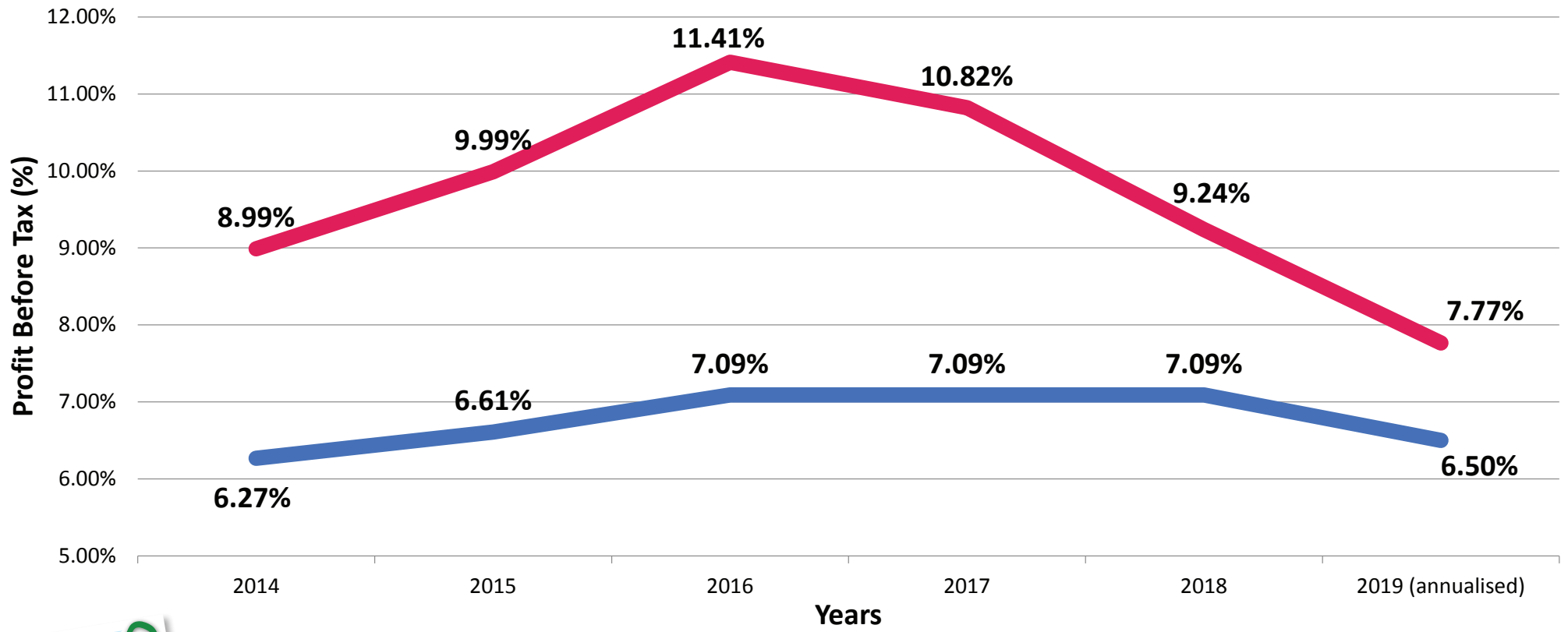
# Grossed up Fully Franked Dividend Yield for FY19 Annualised



**Dividends are under review, but January level of enquiries is in line with the same period last year.**

\* Based on share price of \$3.60.

# TWD Profit Before Tax after Interest Expense as a % of Total Revenue vs HIA Industry Statistics for First Half FY19 Annualised



— TWD Profit Before Tax  
— HIA Industry adjusted for estimated industry costs (Source: Housing Industry Australia Ltd Economic Group Industry performance 2011-2012 for residential construction industry)

**Margin has been affected by expansion into new areas and impact of numerous factors affecting Homebuyer sentiment.**

\* Based on current news / information – no statistics have yet been released.

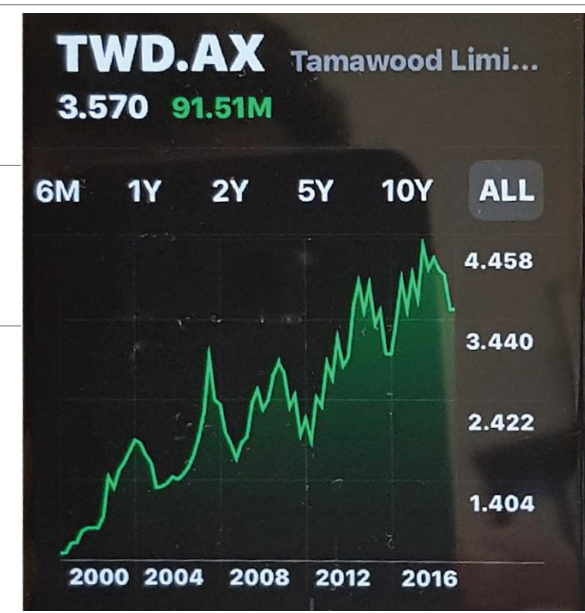


**QUALITY ASSURED**     **6 STATUTORY BUILDING INSPECTIONS**     **20 ADDITIONAL BUILDING INSPECTIONS**     **15 COMPULSORY THIRD PARTY CERTIFICATES**     **35 ADDITIONAL THIRD PARTY CERTIFICATES**  
 THIRD PARTY CERTIFIED TO ISO 9001

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



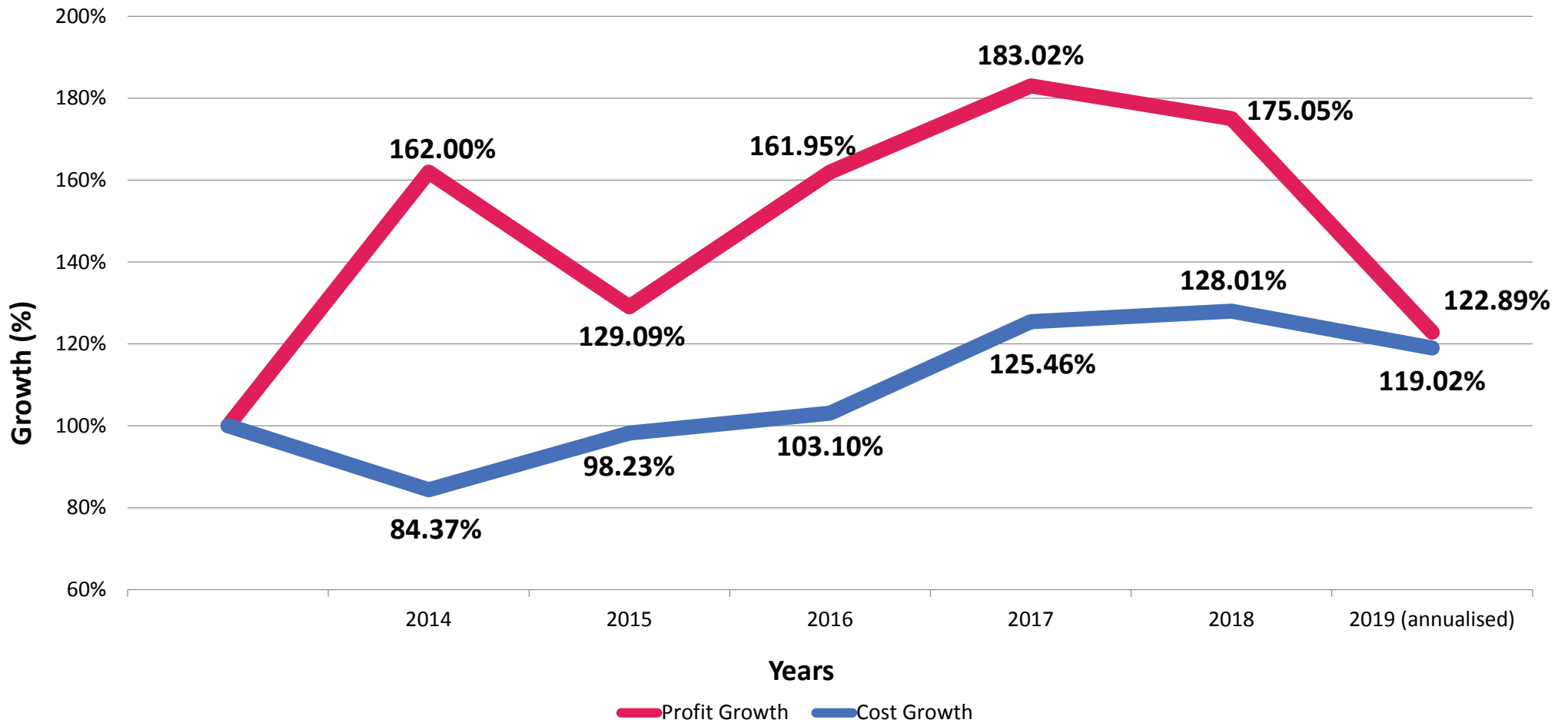
# TWD Share Price from 31st Dec 2013 to 31st Dec 2018



TWD Share price since 2000

\* Source: Market Index 2019. Available at: <https://www.marketindex.com/>)

# Growth in Profit as a % versus Cost Growth as a % for First Half FY19 Annualised



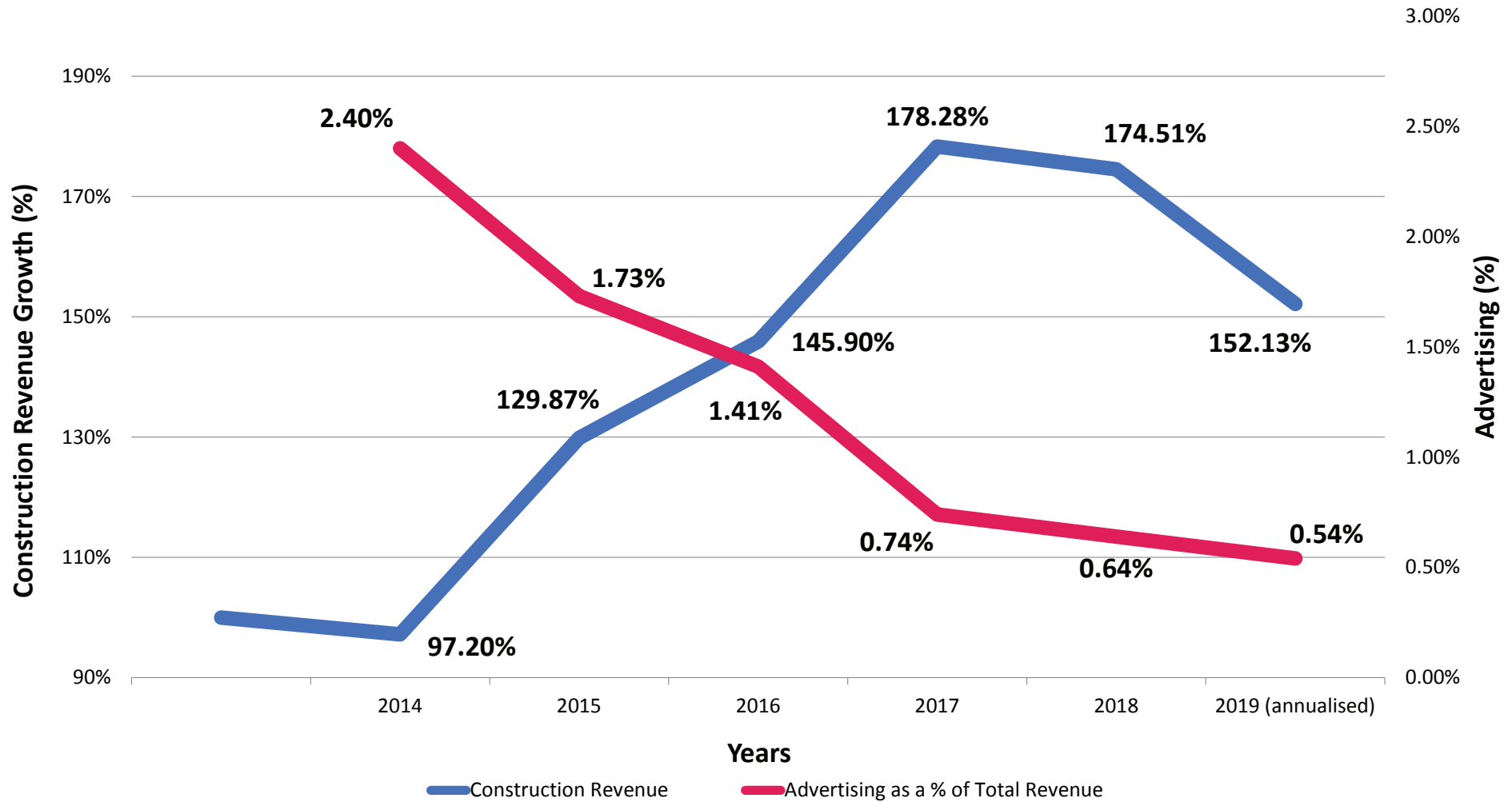
\* The drop is due to fixed cost overheads with the expansion into regional areas, where the full positive impact from sales will not be witnessed until FY20.

## 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.



# Advertising Spend as a % of Construction Revenue and Construction Revenue growth as a % for First Half FY19 Annualised



**More designs**

Over 1300 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 glass**

80% thicker than minimum, tinted window glass

**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**

14 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

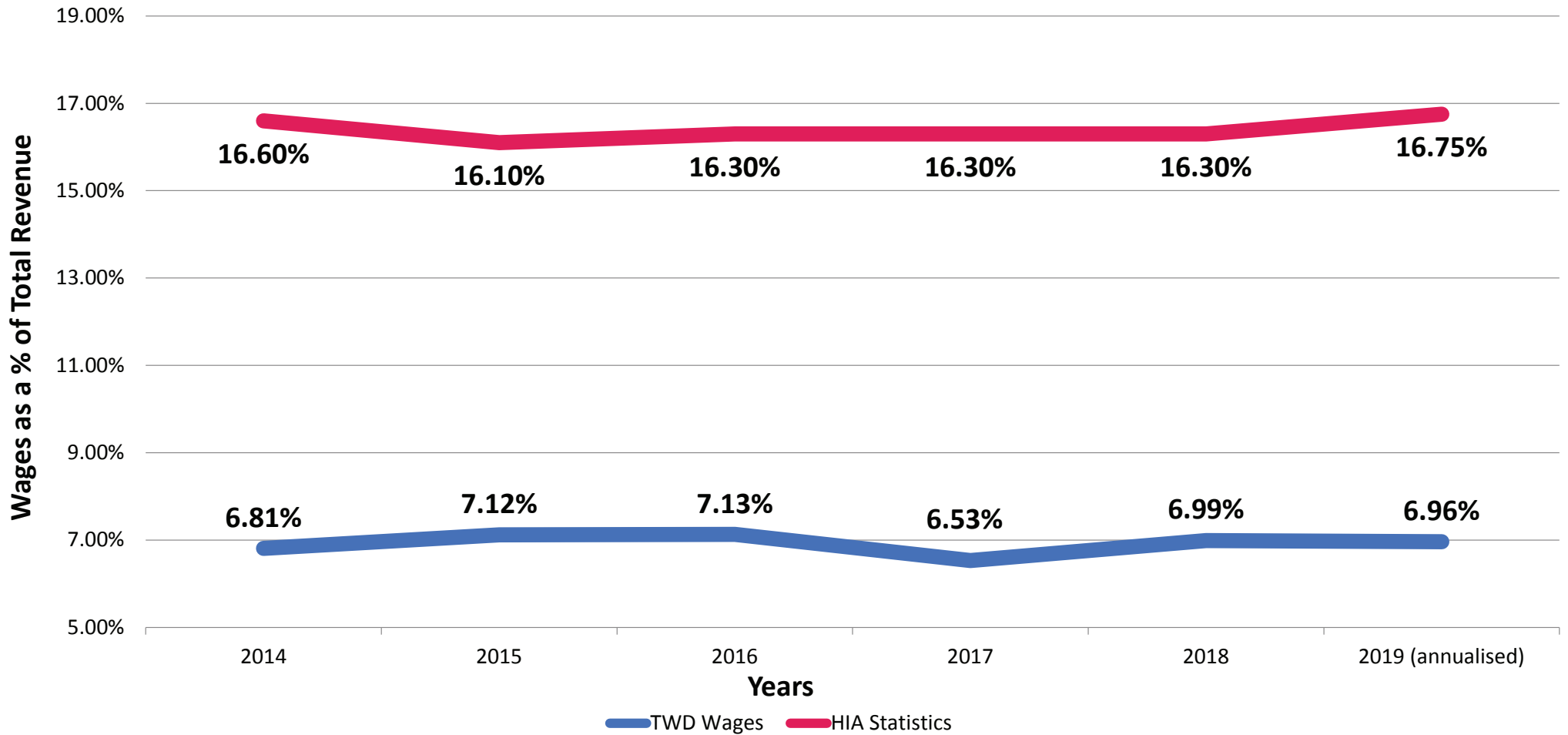
**Less living costs**

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

**Less risk**

ASX Listed debt free Australian owned company

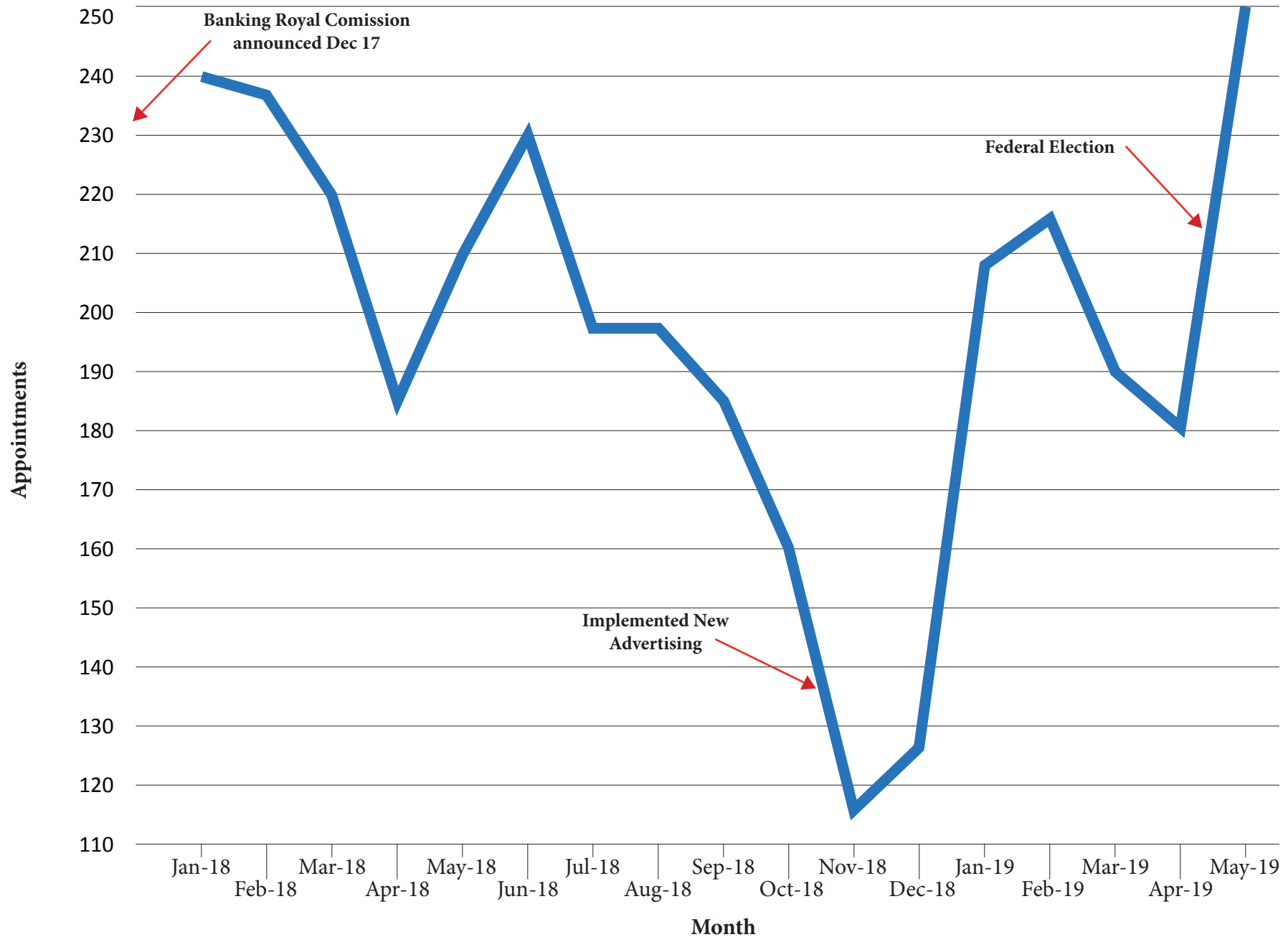
# TWD Wages as a % of Total Revenue versus HIA Statistics for First Half FY19 Annualised



\* Based on media releases / information – HIA yet to release final statistics.

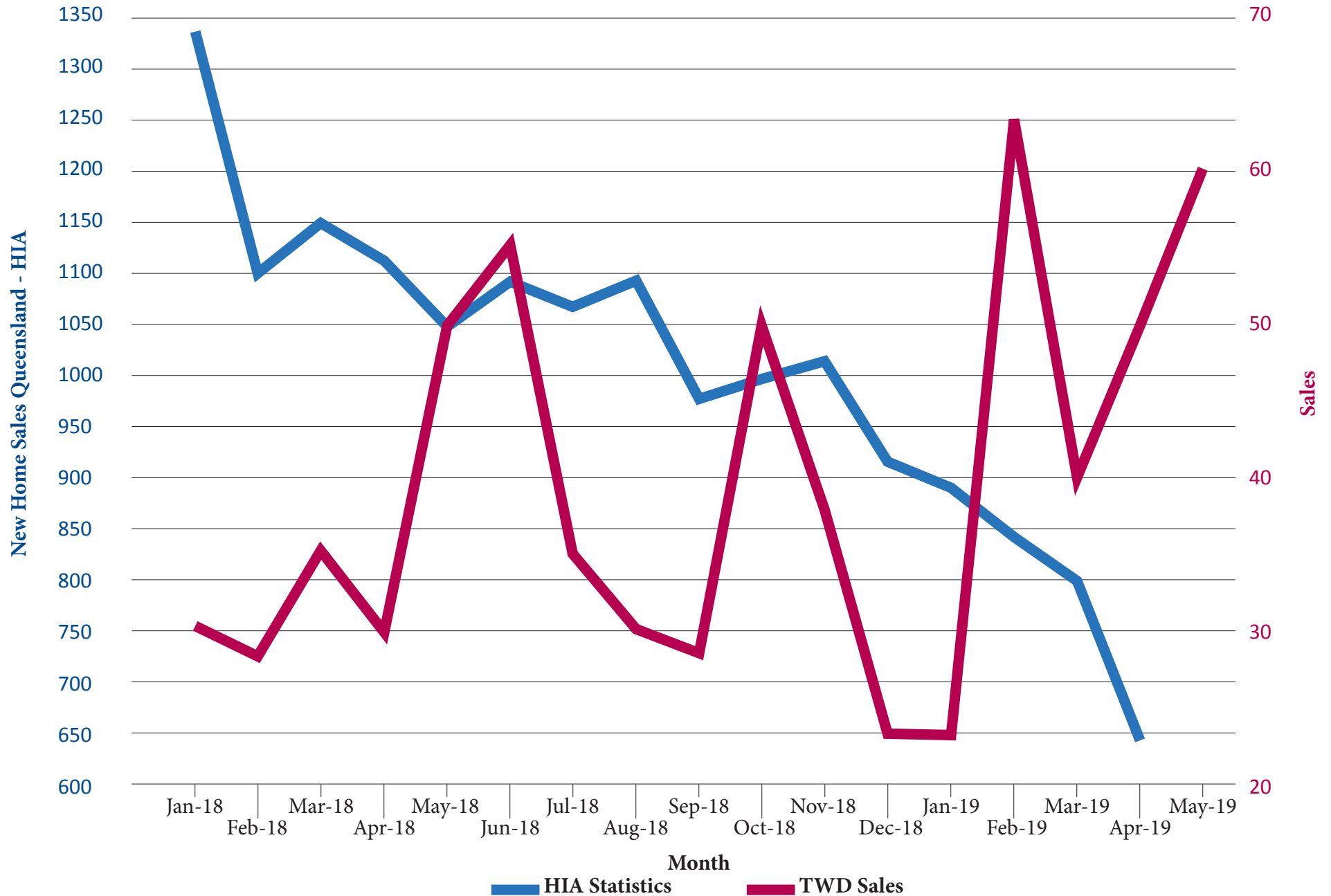


# TWD Appointments



\* TWD appointments include SEQ and NSW regional but do not include Franchise areas.

# TWD Sales vs HIA Private House Sales QLD (Seasonally Adjusted)



\* HIA statistics obtained from HIA New Home Sales April 2019 (a monthly update on the sales of new homes)

\*\* TWD sales include SEQ and NSW regional but do not include Franchise areas

\*\*\*TWD sales for past 2 months adjusted based on historical data of gross vs net.

**QUEENSLAND**

ROCKLEA  
1821 Ipswich Road, Rocklea QLD 4106

GOLD COAST  
1/50 Lawrence Drive, Nerang QLD 421

TOOWOOMBA  
12a 189 Anzac Ave, Harristown QLD 4350

PLAINLANDS  
4423 Warrego Highway, Plainlands QLD 4341

GYMPIE  
2/5 River Road, Gympie QLD 4570

SUNSHINE COAST  
684 Nicklin Way, Currimundi QLD 4551

CAPALABA  
11/ 39 Old Cleveland Rd, Capalaba QLD 4157

CHERMSIDE  
992 Gympie Road, Chermside QLD 4032

JIMBOOMBA  
Unit 4/ 19 Tamborine St, Jimboomba QLD 4280

**NEW SOUTH WALES**

COFFS HARBOUR  
178 Pacific Highway, Coffs Harbour NSW 2450

BALLINA  
1/10 Kerr St, Ballina NSW 2478

EAST MAITLAND  
1370-0139 Melbourne Street, East Maitland NSW 2323

ALBION PARK  
Shop 3, 245 Princes Hwy, Albion Park NSW 2527

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

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