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17 April 2019

Manager, Company Announcements
ASX Limited
Level 4
20 Bridge Street
SYDNEY NSW 2000

Dear Sir

J P Morgan Emerging Companies Conference Presentation – 17 April 2019

Attached is a copy of a presentation to be given by Graeme Whickman, Managing Director and CEO, GUD Holdings Limited at the J P Morgan Emerging Companies Conference to be held in Melbourne today.

Yours faithfully

Malcolm G Tyler
Company Secretary

Enc

J.P. Morgan Emerging Companies Conference
17 April, 2019

GUD HOLDINGS LIMITED

Graeme Whickman
Managing Director

H1 FY19 Result key points

NPAT from Continuing Operations of $29.3m was up 14% on pcp

- Revenue from continuing operations up 13% to $220 million
- Underlying EBIT from continuing operations up 10% to $43.9m
- EPS up 13% on pcp

Automotive sales growth of 18%; organic growth 5%, acquired growth 13%

- Strong operational performance continues from established automotive businesses
- Six months contribution from Disc Brakes Australia and AA Gaskets (1 month in pcp)

Priority has been given to position businesses for medium term growth initiatives

- BWI stock build for the impending catalogue release
- Davey Microlene Dairy launch
- Other new products releases

Final fully franked dividend increased to 25 cents per share from 24 cents in pcp

Safety performance improvements recorded in the half year:

- Lost time injury frequency rate (LTIFR) reduced to 2.6 from 3.9 in pcp
- Total recordable injury frequency rate (TRIFR) reduced to 5.2 from 6.6 in pcp

Financial summary

GUD HOLDINGS LIMITED

$ million	H1 FY18	H1 FY19	% Change Reported
Revenue - continuing operations	194.7	219.8	13%
EBITDA	41.8	45.1	8%
Depreciation and Amortisation	(1.9)	(1.6)	
EBIT	39.9	43.5	9%
Underlying EBIT	40.1	43.9	10%
Net Finance Expense	(4.3)	(2.9)	
Profit before Tax	35.6	40.6	14%
Tax	(9.8)	(11.3)	
NPAT from continuing operations	25.8	29.3	14%
Discontinued Operations	2.5	0.0	
Reported NPAT	28.4	29.3	3%

EPS & Dividend - cents

Reported EPS from continuing operations	30	34	14%
Reported EPS	33	34	4%
Interim Dividend	24	25	4%

Revenue growth contributions from Automotive businesses

Organic profit growth from the Automotive segment including contribution from recent acquisitions

Excludes Davey sourcing restructuring costs ($0.5m)

Lower financing and higher Underlying EBIT dries growth

Oates NPAT in prior year

Fully franked dividend up 4%

Cash generation and financial position

Cash conversion restrained by medium term growth initiatives

- Cash conversion, operating cash flow before tax over Underlying EBITDA from continuing operations of 51% compared to 81% in pcp
- Net reduction of $11.1m versus pcp with $8.4m supporting new product releases, the Microlene Dairy launch, and the balance largely due to lower creditors
- Cash conversion expected to improve in H2 FY19 as we capitalize on growth initiatives and see inventory and creditor levels normalise

Net debt increased to $142.2m from $92.4m in June 2018

- Purchase of DBA was settled totaling $22.0m, and an IMG earn-out of $1.6m was paid
- Net debt to Underlying EBIT from continuing operations strong at 1.6 times
- Interest cover on underlying EBIT robust at 12.6 times

Strong capacity to support mid term acquisitions

- Unused bank borrowing lines in excess of $80m

Automotive

$ million	H1 FY18	H1 FY19	% Change
Sales	142.4	167.6	18%
Underlying EBITDA	41.0	45.5	11%
Depreciation and Amortisation	(0.8)	(1.1)	
Underlying EBIT	40.2	44.4	10%
Underlying EBIT/Sales %	*28%*	*26%*	

Sales growth of 18% consisted of 5% organic growth and the balance from the acquired businesses

- 6 months contribution from AA Gaskets (1 month in pcp)
- Initial 6 month contribution from Disc Brakes Australia

Solid 10% underlying EBIT growth

- Organic and acquired growth across the portfolio

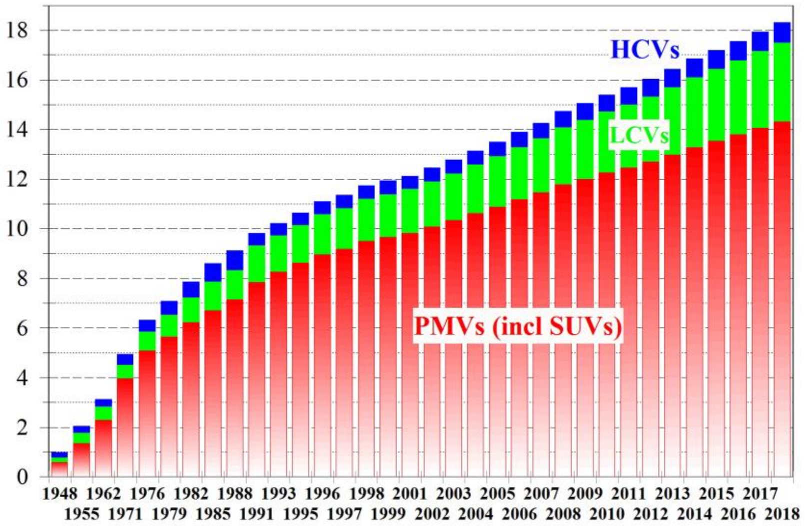
Change in EBIT/sales ratio primarily driven by acquired businesses operating at lower margins

- Scope to improve margins as businesses become fully integrated

Vehicle population growth to underpin sales uplift

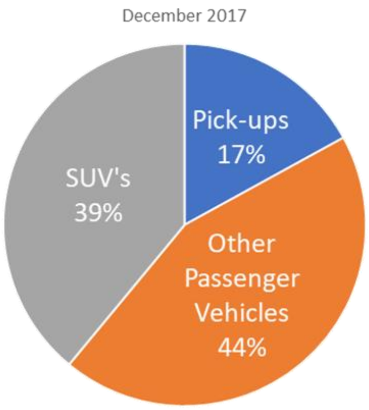
Australian registered car parc continues to grow:

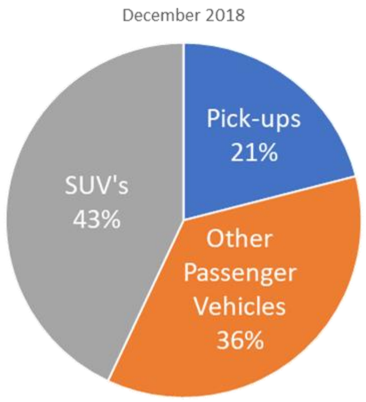
- Registered road vehicles +2.1% to 18.6m at 31 December 2018
  - Electric vehicles remain less than 1% of total
- 2018 new vehicle sales of 1.2m, 4th highest on record
- Diverse new vehicle landscape
  - 71 makes and 400 models sold
- Car parc growth rate expected to remain at 2%
- Current slowing of new car sales not detrimental
  - Will further age car parc profile
  - GUD principally serves 5+ year old cars



Source; Australian Automotive intelligence report, Dec 2018.

SUV and Pick-up Sales continue to grow





- Strong and consistent growth in SUV’s and PU’s
- Trend continued over the last 5 years
- Trend continues into 2019
- SUV’s and pick-ups often involve customisation which plays to GUD’s products, particularly electrical, lighting and brake upgrades

GUD well positioned in Automotive and aftermarket

Strong position in after market non discretionary segments

- Ryco, Wesfil and DBA leaders in wearing parts segment
- AAG and IMG well positioned in critical repair
  - parts and services
- BWI well positioned in safety related replacement parts

Expanding position in new growth segments

- Entry into OE supply to Toyota, PACCAR, and others
- SUV fitted electrical accessories

Ability to grow through further bolt-on acquisitions

- Substantial industry segments remain fragmented
- Pipeline of attractive potential targets
- Strong GUD acquisition competency
- Potential to add long term shareholder value

Automotive
Initial CEO observations and update on strategy

Initial observations

- Attractive runway for organic growth to operate within
  - Car parc growth, complexity and composition. ‘Right of repair’ opportunities.
- Strong delivery focus backed with great calibre people
- Strong brands that are being leveraged well
- Clear customer focus and centricity
- Further potential acquisition growth as industry consolidates

Strategic direction

- Maintain successful formula, especially around delivery focus and further acquisitions
- Strengthen relationships, both suppliers and customers
  - Update long term supply security and economics under review
- Operating efficiencies
  - Update: Group wide Logistics Council initiated
- ”Future proof” the business
  - Update: Chief Innovation Officer appointed January 2019
  - Update: Chief People Officer commencing May 2019

Penetration of EV's unlikely to erode revenue base in mid term

Car parc growth:

- Population growth expected to be sustained, underpinning car parc growth rates around 1-2%

Path of electrification not yet clear:

- OEM's introducing more hybrids and plug-in-hybrids in current models at a greater rate than Battery EV's (BEV)
- Government view on battery electrification (BEV) versus hybrid electrification not yet articulated

Two speeds of adoption possible:

- Incentivised compliance
- Unassisted compliance

Outlook for GUD:

- GUD aftermarket "addressable market" to remain robust beyond 2030+ even at high EV adoption rates
- GUD will have time to pivot into new "EV" specific parts

Potential Battery Electric Vehicle Adoption – Incentivised compliance Scenario

Key Assumptions:

- Progressive increase over time of EV new sales
- Government supports introduction through tax or other incentives
- Annual sales growth of 2%
- Some car parc moderation due to car sharing
- New vehicle sales 50% BEV by 2030

Requires:

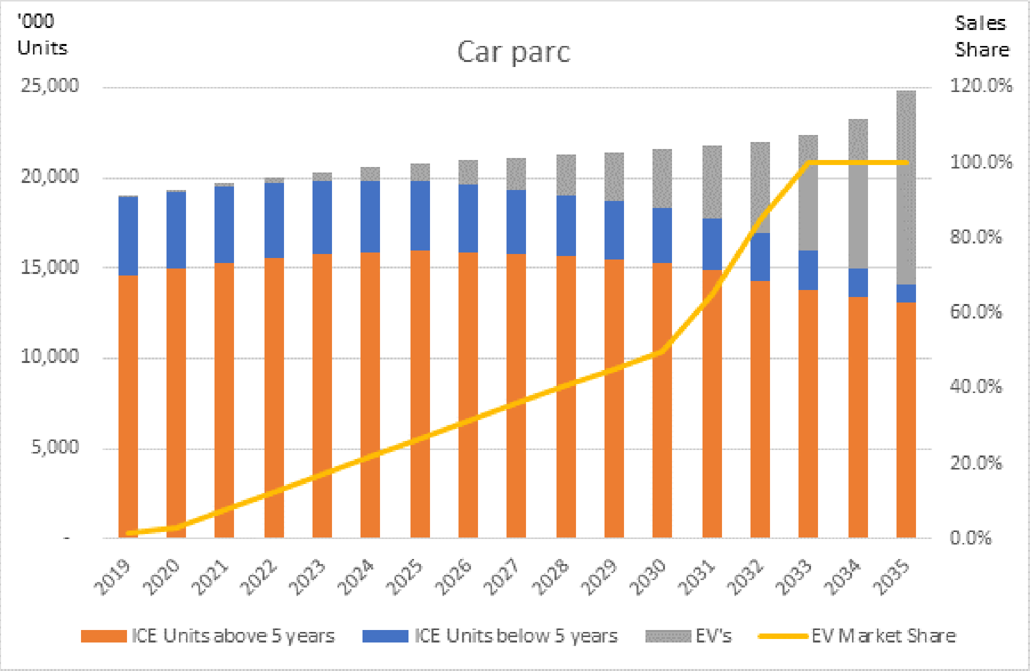
- Government funding

Energy:

- Needs renewable production and storage for EV's to eliminate Co2 versus ICE vehicles

Outcome:

- ICE car parc of above 5 years remains significant
- Addressable car parc: 14.5m in 2019, 15.2m in 2030 and 13.0m in 2035



Potential Battery Electric Vehicle Adoption – Unassisted compliance adoption scenario

Key Assumptions:

- No Government support other than legislation
- Late in cycle adoption likely
- Annual growth of 2%
- Some car parc moderation due to car sharing
- New vehicle sales 50% BEV by 2030

Requires:

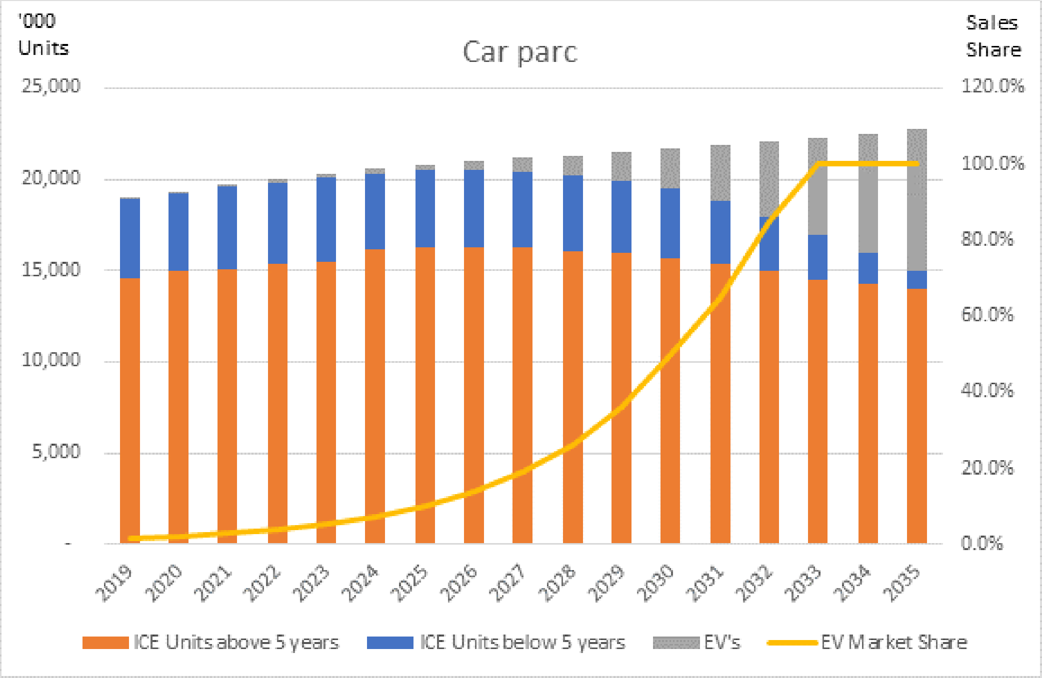
- Government policy

Energy:

- Needs renewable production and storage for EV's to eliminate Co2 versus ICE vehicles

Outcome:

- ICE car parc of above 5 years remains significant
- Addressable car parc: 14.5m in 2019, 15.7m in 2030 and 14.0m in 2035



EV’s aftermarket will change but remain relevant

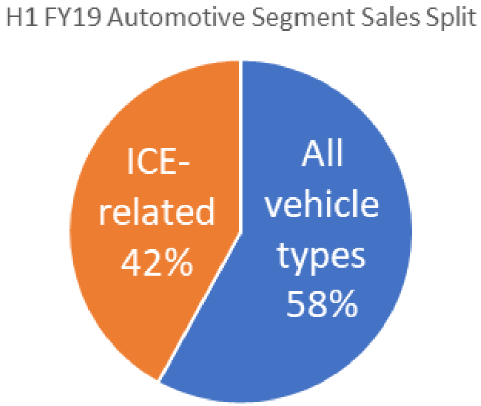
Traditional parts/services:

- Equal or greater impact on some wear parts
- Specialist (replacement) vehicle specific SKU’s (DBA)
- Greater demand for repair of electronic control units (IM Group)
- Cabin air filters will continue to prosper (Ryco/Wesfil)

New parts and service opportunities will evolve (e.g.):

- Repair/replacement of battery cells
- Non OEM charging units for office/second home, etc.
- Battery health monitoring and other diagnostic tools

GUD continues to reduce Internal Combustion Engines (ICE) exposure



Currently 58% of GUD's automotive segment sales are common to all vehicle types:

- Narva - lighting and electrical
- Griffiths (NZ) with other common merchandise
- Projecta - most products with the exception of jump starters
- Ryco and Wesfil - cabin air filters, and other common merchandise
- DBA - braking products

ICE-related sales % continues to trend down from 48% first reported in December, 2017

Davey

GUD HOLDINGS LIMITED

$ million	H1 FY18	H1 FY19	% Change
Sales	52.3	52.2	0%
Underlying EBITDA	5.8	4.6	-21%
Depreciation and Amortisation	(1.1)	(0.5)	
Underlying EBIT	4.7	4.1	-12%
Underlying EBIT/Sales %	*9%*	*8%*	

- Impact of East Coast drought conditions suppressed market demand especially through the summer sell-in season; hence revenue was flat
- Maintaining innovation agenda and spend including modular water treatment and 'design for manufacture' cost reduction initiatives
- Restructuring costs in the half ($0.5m) from outsourcing some manufacture

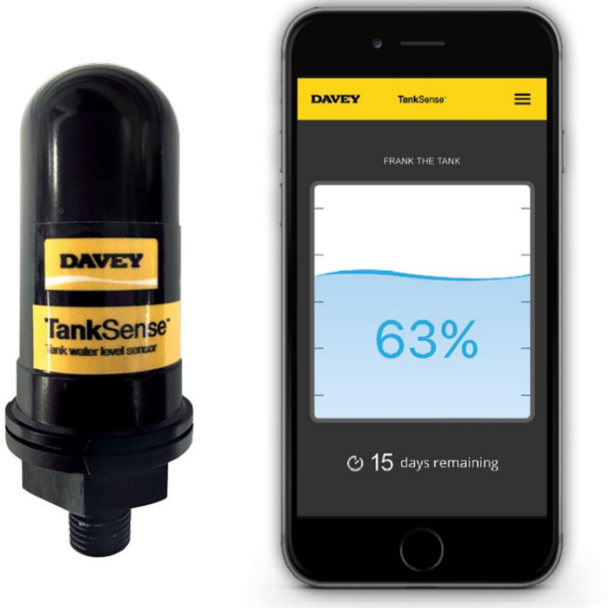
Water
Initial CEO observations and update on strategy

Initial observations

- Great brand and OEM heritage
- More seasonal and cyclical than Automotive
- Larger global revenue footprint than Automotive
- Very interesting innovation themes
- Organic growth needed to achieve economies of scale and desired returns

Strategic direction

- In process of reshaping the business, focusing on:
  - Refresh of traditional products to drive profitable organic growth
  - Update: new Nipper Chlorinator very well accepted in Europe
  - Operational efficiency including supply chain optimisation
- New growth business within the business
  - MWT: Modular Water Treatment
    - Update: Created a dedicated business unit within Davey
    - Update: Further customer trials commenced



Overall GUD outlook

Further improvement in financial performance expected in H2 FY19 from:

- The Narva Catalogue release in Q4
- Full year contribution from other new Automotive products
- Stronger cash conversion anticipated in H2 FY19
- Improved Davey result following H1 FY19 driven by sales initiatives

GUD remains well positioned to deliver continued strong returns for shareholders

APPENDICES

Automotive operating performance - Ryco Group

Ryco Filters

- On target to achieve 400 customer “Conquests” and release over 300 new parts in FY19
- Released universal diesel emission ‘catch can’ late in FY19 Q2
- Heavy duty segment continued to grow

DBA

- Integration is well advanced – business is on track

IM Group

- Goss fuel pumps removed from one major distributor; FY19 H1 impact approximately $0.5 million
- Counter measures in place to compensate in the mid term. On target to release over 850 new gasket parts in FY19

AA Gaskets

- Product range broadening program well advanced
- Entered Bapcor exclusive supplier agreement and purchased Pro-torque brand; sales below expectations as Bapcor work through DC inventory. Meanwhile FY19 H1 impact approximately $0.9 million
- Operational, procurement, supply chain and delivery performance improvement actions are getting solid traction

Automotive operating performance - BWI & Wesfil

BWI

- Appointed as a distributor for Phillips automotive lighting
- Successful new LED forward lighting program released
- Expanding new product development skills capability and capacity
- New Narva catalogue prepared and on track for Q4 launch

  - Pre launch stock build

  - Update: 720 new SKU's

Wesfil

- Solid market share gains in engine management segment
- Filtration segment continues to grow
- Further success in growing non-traditional products such as Cooper Kleen
- Positioned for further non-traditional product launches
- New Western Sydney branch performing ahead of expectations approaching first anniversary - decentralized distribution model reaffirmed