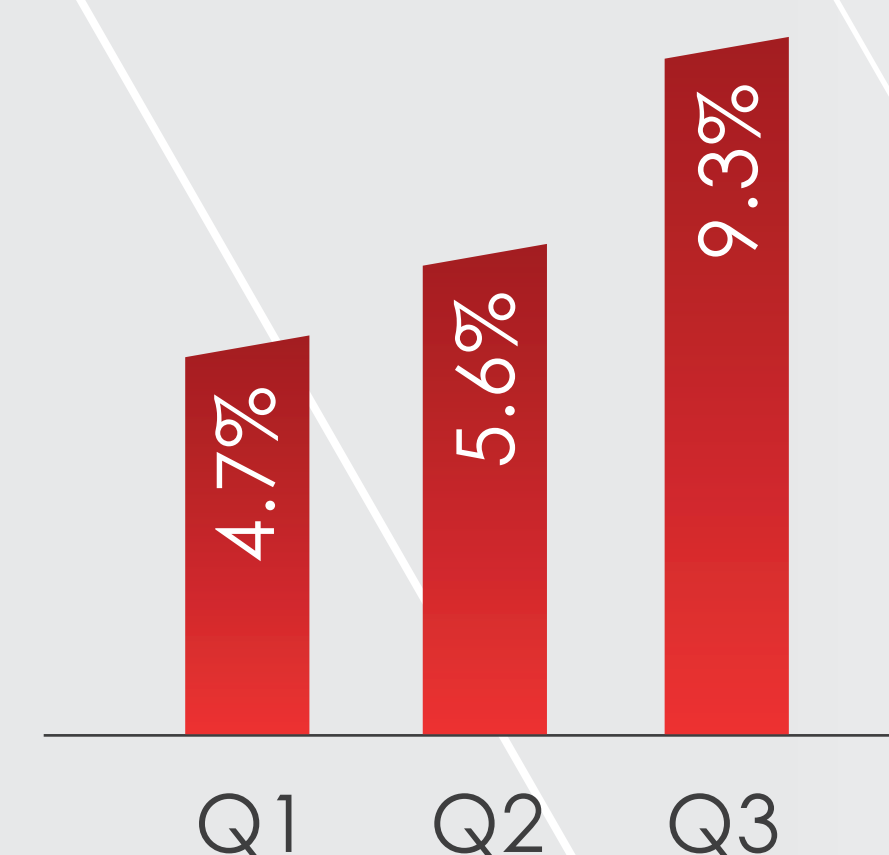




FY19 Third Quarter Trading Update

17 April 2019

FY19 YTD Highlights



GROUP YTD SALES GROWTH

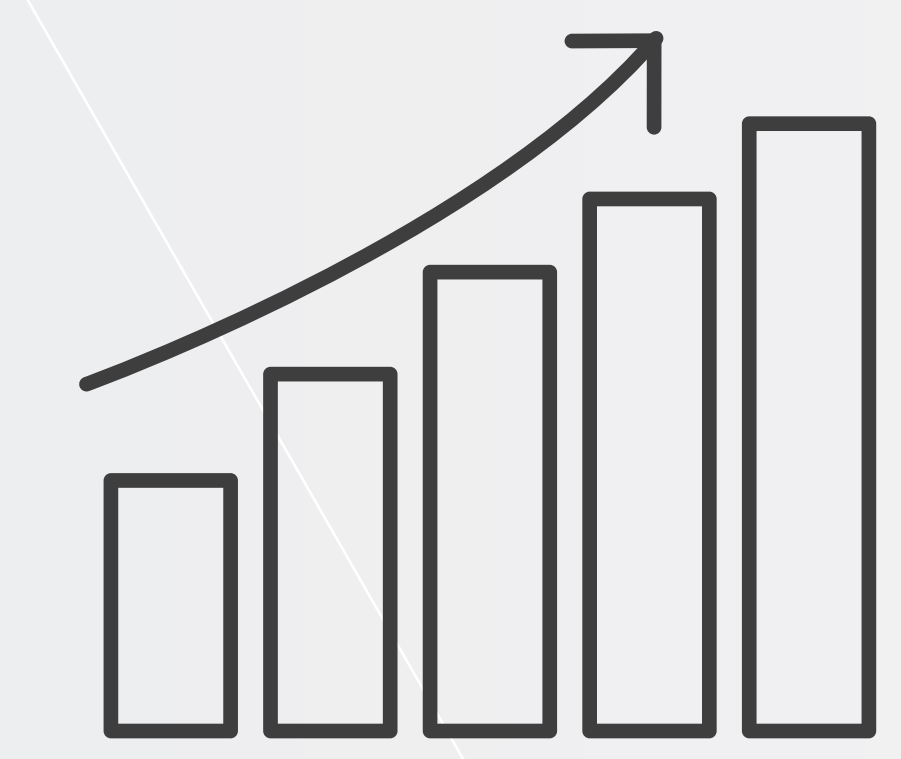
6.5%

(Excluding discontinuing operations & acquisitions)



ACQUISITIONS UPDATE

Trading for Torque and Nubco are in line with expectations



SALES GROWTH

- Including acquisitions, the Group delivered sales for March of \$20.7m. The Group last achieved \$20.0m sales for a month in October 2012
- All business units have incremental sales projects for delivery in Q4 FY19 and a strong pipeline of prospects
- Market conditions remain positive in our key markets of construction, industrial and mining and resources



SHARE PRICE

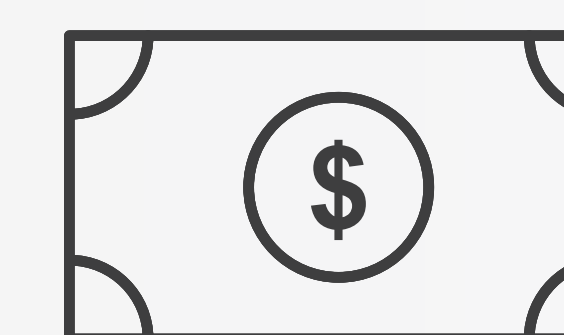
17 APR 2019

\$0.84



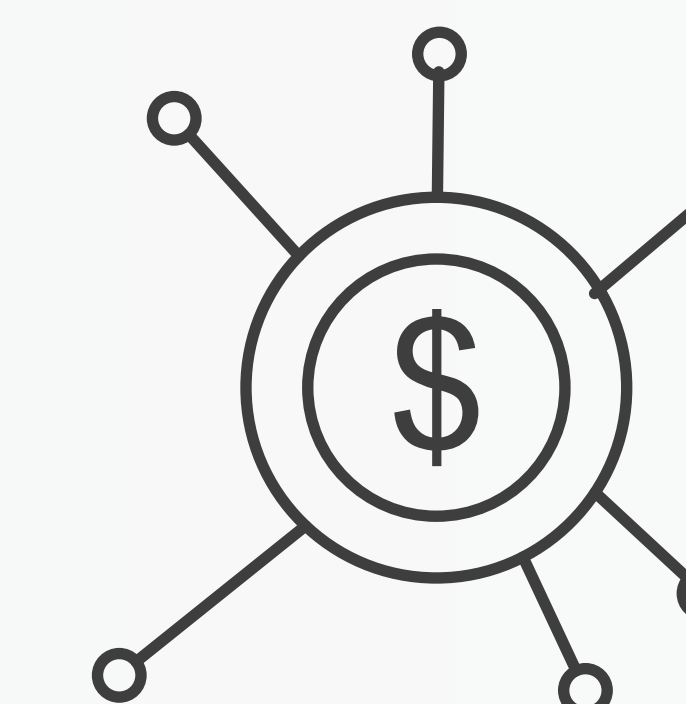
MARKET CAPITALISATION

\$75.3M



MARCH 2019 GROUP UNAUDITED EBITDA

\$945K



NET TANGIBLE ASSETS

\$53.3M



CASH **DEBT**
31 MAR 2019
\$4.7M \$12.6M



SUBSTANTIAL SHAREHOLDER SUPPORT

VIBURNUM FUNDS	SPHERIA ASSET MANAGEMENT	SANDON CAPITAL	LANYON ASSET MANAGEMENT
30.8%	7.7%	7.1%	6.4%

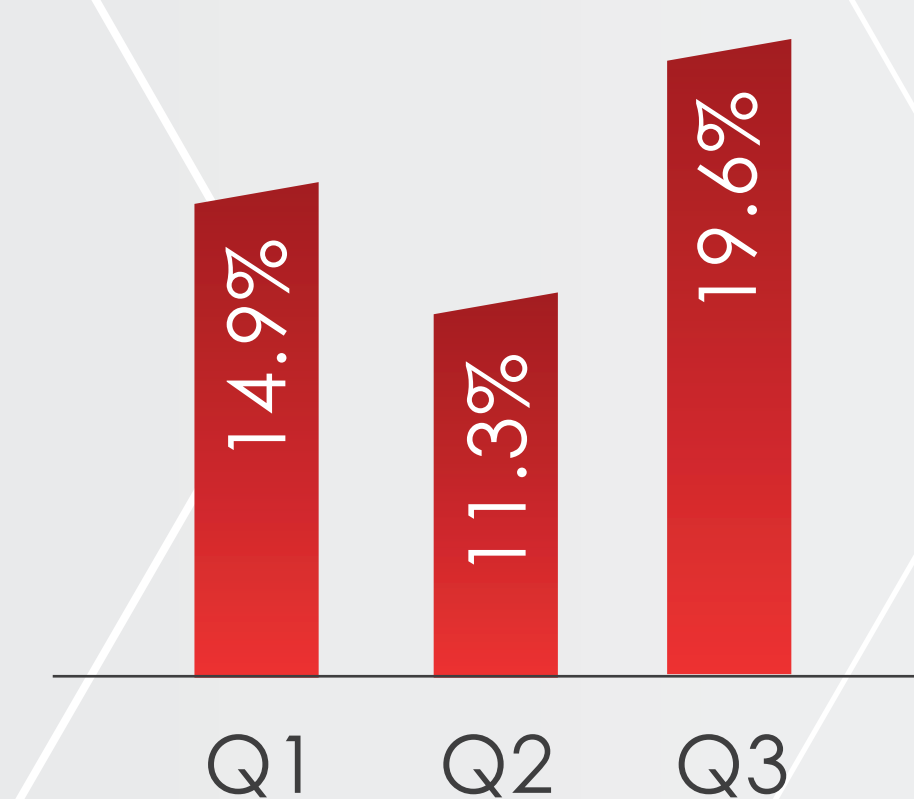


Coventry Group Ltd

ASX: CYG

SOLID GROWTH

- Sales growth continues to be driven by a strong value proposition and increases in service, maintenance, upgrades and new equipment activity in the mining and resources sector
- Torque integration progressing to plan and trading in line with expectations



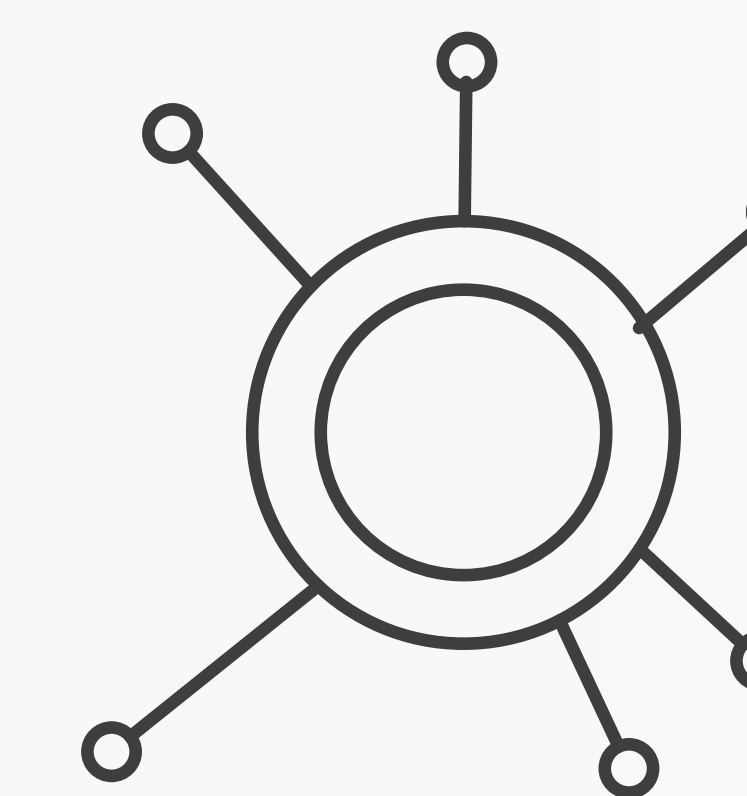
SALES GROWTH

15.4%
on PCP



MAJOR SALES WINS

Excellent pipeline of prospects and wins for delivery in Q4



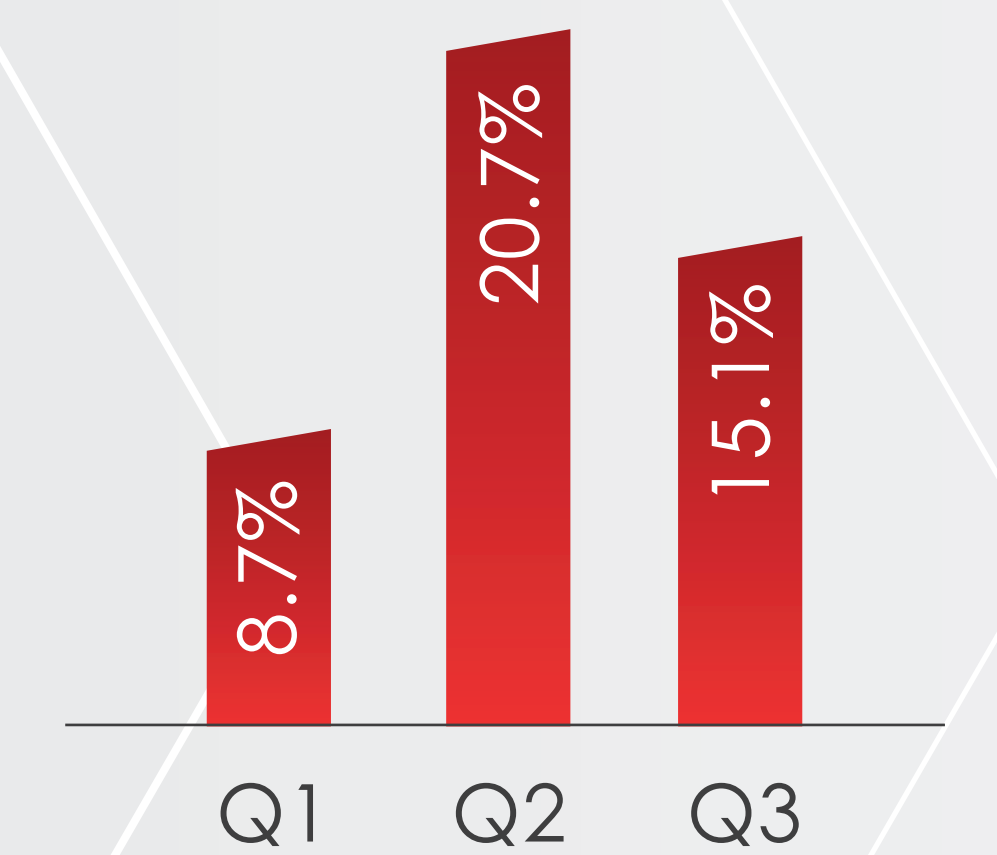
EXPANSION

Hunter Valley expansion through relocation to larger custom built facility



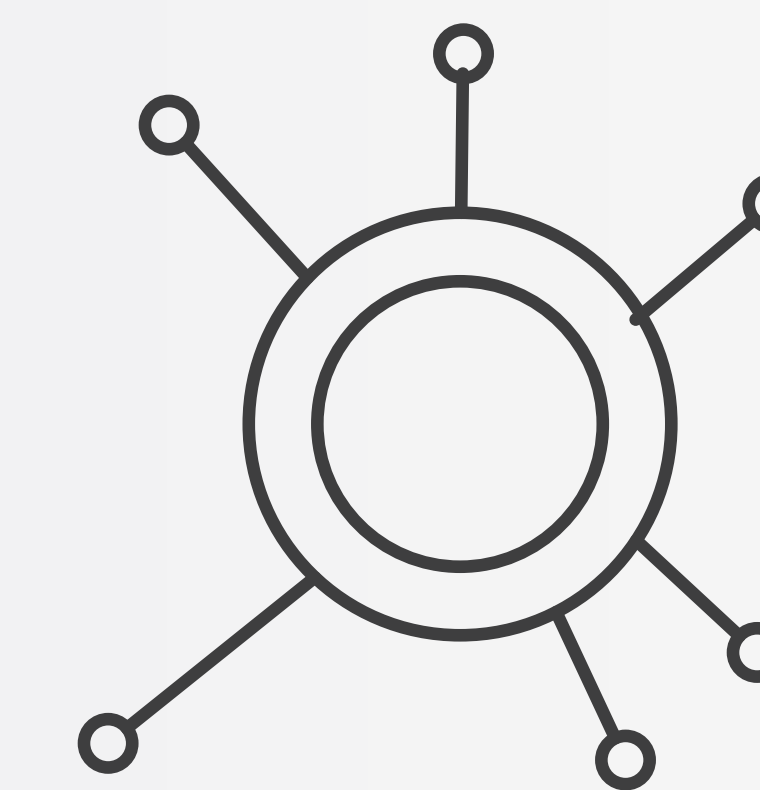
MARKET LEADER

- Now market leader in New Zealand in fastening systems
- Strong value proposition
- Large pipeline of construction projects for future growth



SALES GROWTH

14.6%
on PCP

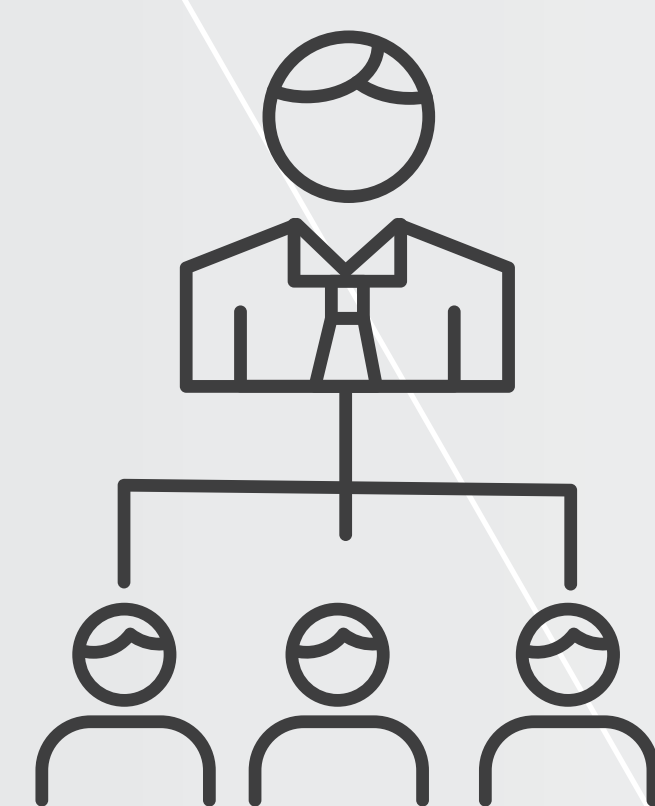


NEW BRANCHES

Rotorua
opened 1 March

Auckland CBD
branch approved for relocation to
larger facility to allow for growth

2019
Planning commenced for a new
store by end of calendar year



SALES GROWTH

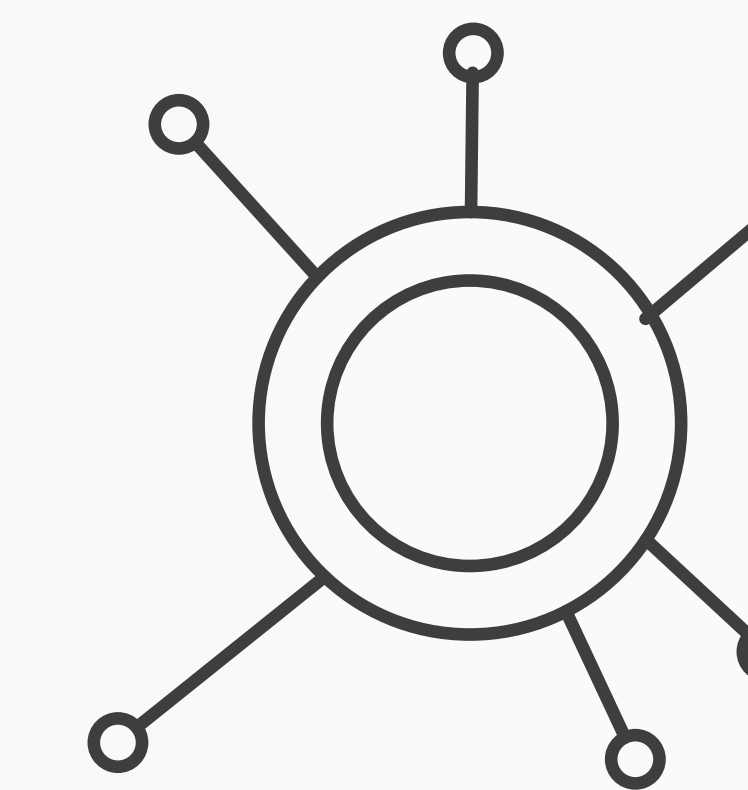
In line with PCP
(Excluding one-off Chevron
project sales and impact of
unprofitable store closures
totalling \$2.3M)

\$1.2M
of large project wins
for delivery in Q4



MAJOR SALES WINS

- Melbourne metro tunnel
- ANI ship building facility SA
- Ribbon project Sydney
- Sydney North Tunnel
- Roads and bridges upgrade NSW South Coast
- Gorgon Mine shutdown



NEW BRANCHES

Kalgoorlie
opened 1 April 2019

Planning commenced
for two new stores by
end of 2019

IMPROVING THE TEAM/KEY APPOINTMENTS

- Key appointments in the Qld Regional Manager and Artia Regional Manager roles
- Business Development Manager appointments in NSW, FNQ, VIC and WA
- Building strong sales capability integral to sales growth strategy

MAJOR PROJECTS

- DC optimization project has delivered \$2.5m savings. Further \$2.0m savings opportunity over FY20 and FY21
- Joint buying benefits resulting from the Nubco acquisition to be fully realised in FY20
- Digital customer engagement project commenced to deliver e-commerce, mobility and CRM solutions



INTEGRATION

- Progressing to plan
- Buying synergies being delivered
- Closure of Konnect Launceston and Burnie locations with customers transferred to Nubco

SYNERGY OPPORTUNITIES

Increased buying power

Both Konnect and Nubco will benefit from increased buying power across the full range of products

Sale of Konnect systems in Nubco network

Nubco will now be able to sell CYG's full range of Konnect fastening systems

Expand product range

CYG will be able to expand its product range with products sold at Nubco. Supported by Nubco style store merchandising and marketing

Expansion opportunities in other states

CYG will assess expansion opportunities for Nubco in other states



GROWTH STRATEGY - CFS

- ① Increase market share the Hydraulics, Fuel Dispensing, Re-fueling, Technical Services and Training markets. Further diversification into Agriculture, Oil and Gas, Forestry, Defense, Manufacturing and Transportation markets.
- ② Target new sectors –hydraulic cylinder repair market
- ③ Greenfield expansion
- ④ New products
- ⑤ M&A
- ⑥ E-commerce

GROWTH STRATEGY - TDA

- ① Increase market share in the Construction, Cabinet Making, Industrial Customers and Manufacturers (OEM markets)
- ② Joint targeting with suppliers of potential customers
- ③ Greenfield expansion
- ④ New products (New products and Nubco range)
- ⑤ M&A
- ⑥ E-commerce
- ⑦ DC optimisation

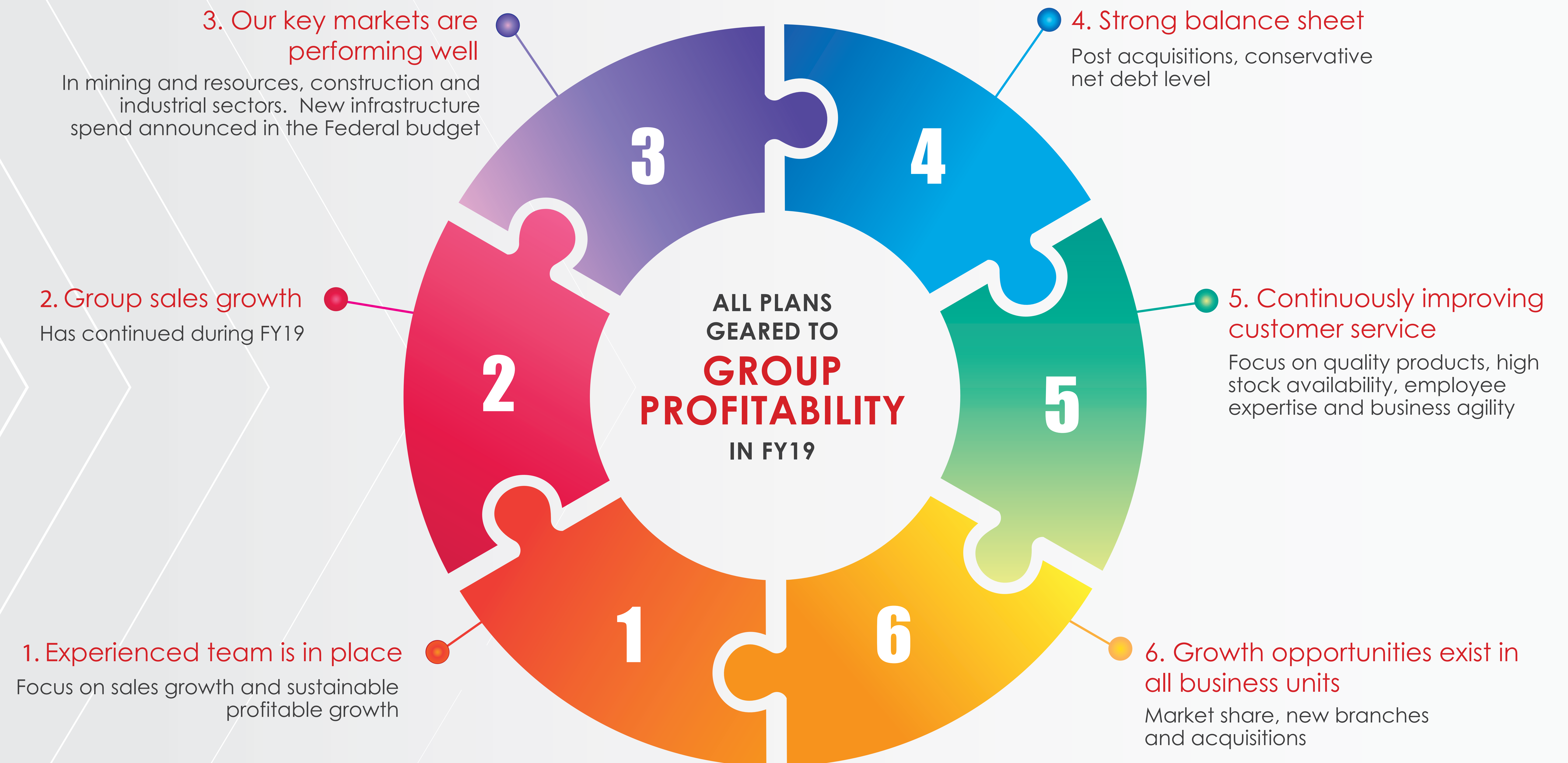
GROWTH STRATEGY - TDNZ

- ① Increase market share in the Construction, Cabinet Making, Industrial Customers and Manufacturers (OEM markets)
- ② Greenfield expansion
- ③ Existing network expansion
- ④ New products (New products and Nubco range)
- ⑤ M&A
- ⑥ E-commerce

GROWTH STRATEGY - NUBCO

- ① Increase market share in the utilities, infrastructure, manufacturing, agriculture and aquaculture markets.
- ② Increase in store footprint and capacity
- ③ Store upgrade and refurbishment
- ④ New products
- ⑤ M&A
- ⑥ E-commerce





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