



Annual General Meeting

29 November 2019

Group Managing Director

Nick Pritchard





We are focused and clear on what we want to be

A global fabrics technology business





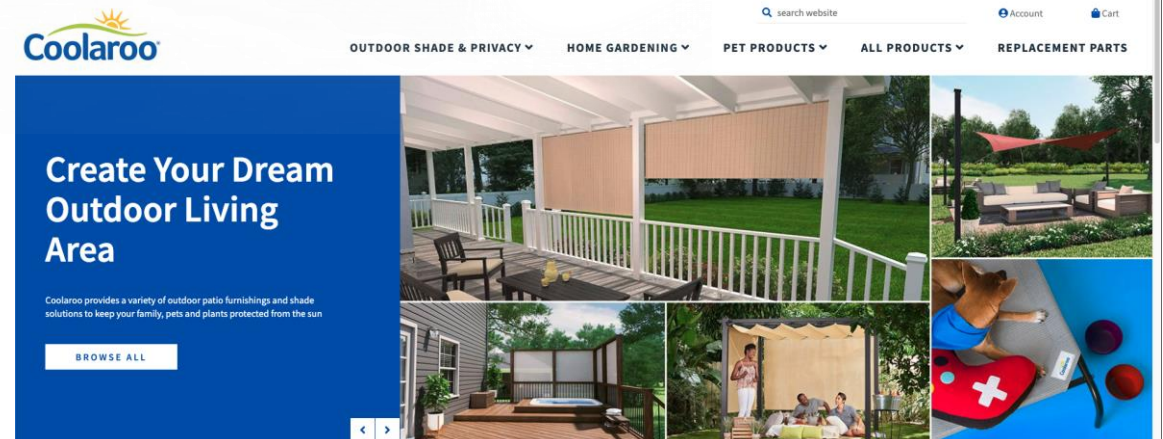
We now have the right infrastructure

We have invested to build the right infrastructure; with a smaller number of facilities, but facilities better able to support our customers and our growth.



Branding & Marketing

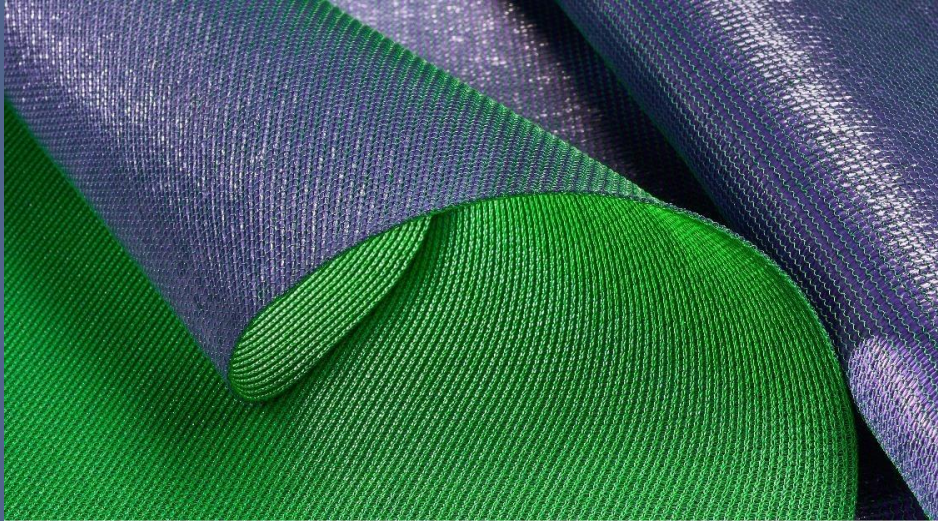
Our brands are strong, recently refreshed and globally consistent, and we have a well-defined strategy with an exciting new product pipeline.



Technical Alliances

Supporting this new product development are important new technical alliances which, when combined with our own team, are beginning to produce outstanding results





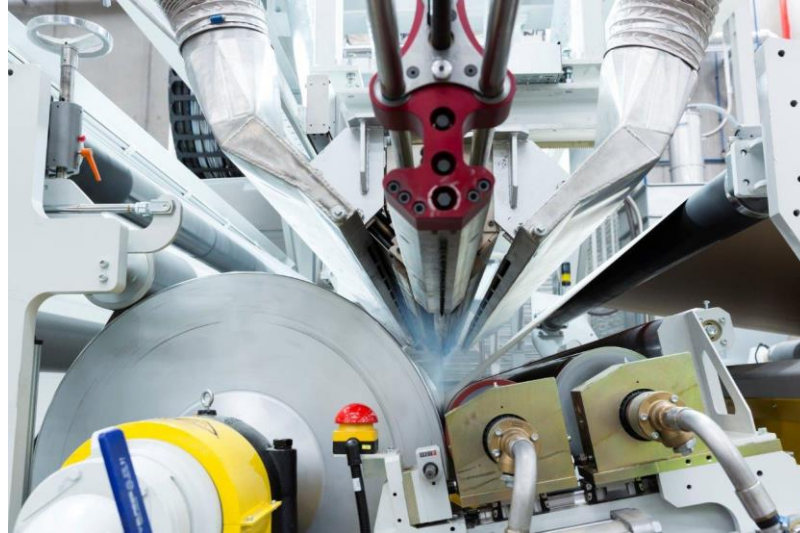
Innovative New Products

We are launching innovative products that have our customers excited and, in many cases, are supported by global patents.



Commercial DualShade 350 and a range of Flame Retardant architectural fabrics were recently launched at the IFAI Show in Orlando, Florida, USA.

Manufacturing Advancement



Manufacturing and warehousing facilities are safer and more efficient, with significantly reduced lead times and improved service levels. We are more able to sell with confidence.

Our People



A team thinking and operating globally, reflecting the more global nature of our business today. Leveraging scale where possible, but recognising the uniqueness of our customers and consumers in each market.

Customers & Distribution



We have strengthened relationships with customers, built considerable new distribution and exited unprofitable and non-core geographic markets and customers.

Closing Comments

- Looking Ahead
- Transforming GALE
- Market Conditions
- Leadership Change





THANK YOU



Incoming Chief Executive Officer

John Paul Marcantonio





GROWTH

GROW OUR CATEGORIES



MORE USERS

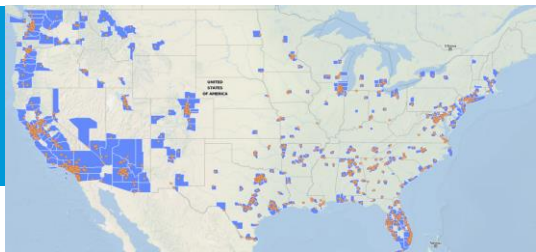


MORE USAGE

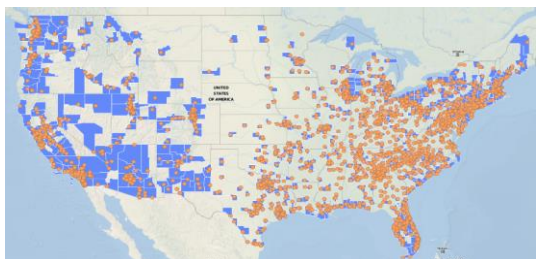


MORE BENEFITS





Americas Distribution
2015 vs. 2019



— Grow Distribution






Commercial
DualShade®
350



Commercial
Heavy
430FR

Commercial
NinetyFive
340FR

Commercial
DualShade
350FR





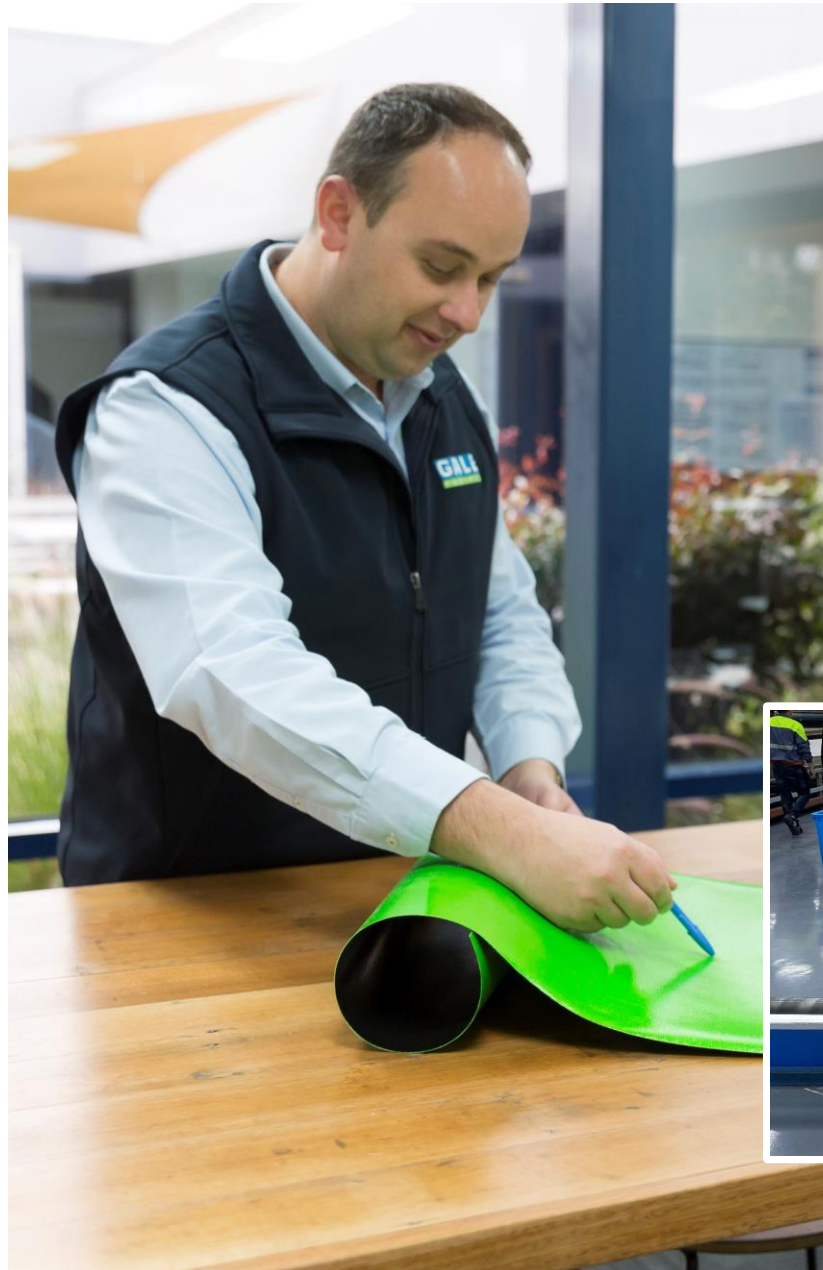
Coated Fabrics Innovation





Customer Partnerships



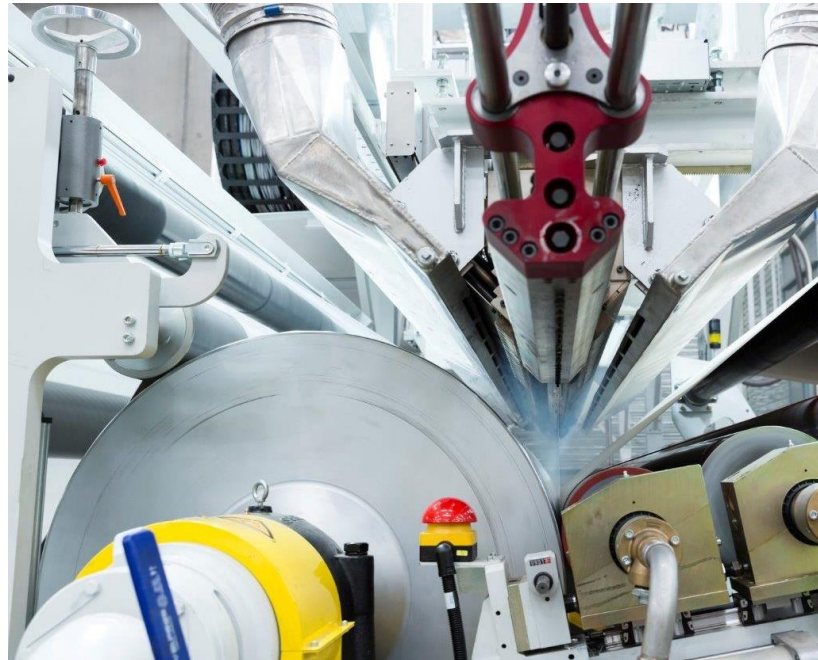


Research & Development





New Geographies



— Improve Manufacturing & Operations





Grow our People



**THANK
YOU**