

FY20 RESULTS

25 AUGUST 2020



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FY20 Overview

**John Paul
Marcantonio**

Chief Executive Officer
& Managing Director

GALE Pacific FY20 Overview

Finishing the year with positive H2 momentum

4.8% Revenue Growth

Driven by 2H20 business expansion in the Americas, ANZ & Eurasia



Americas

Revenue up 3.2%

New products, new placements, expanded distribution, and demand growth

\$4.8M Profit Before Tax

Decline to FY19 influenced by cost headwinds



ANZ

Revenue up 11.4%

New products, new customers and increased demand in retail and commercial

2H20 Revenue Acceleration

Increased fourth quarter trading in the US, ANZ & Eurasia



Eurasia

Revenue up 8.1%

New project wins, new markets and new customers

2H20 Profit Acceleration

Profit growth vs 1H20 with acceleration in Q4



MENA

Revenue down 18.6%

Challenging regional trading conditions

GALE Pacific FY20 Overview

Finishing the year with positive H2 momentum

Challenging Global
Operating
Conditions

Prioritized
Health, Safety
& Service

Improved
Operating
Rhythm

Global Supply
Chain Risk
Mitigation

Increased Input
Cost Inflation &
Continued Tariff
Impact

Positive Fourth
Quarter Consumer
Spending Shifts in
US & AUS

Increased
Ranging Both
In-store and
Online

Continued
Innovation &
Growth
Investments

GALE Pacific FY20 Overview

Finishing the year with positive H2 momentum

New Consumer and
Commercial
Product Launches

Eurasia Resilience
and MENA
Challenges

Australia
Restructuring
Implemented

COVID-19
Global
Response

Finished FY20 with
Momentum in
Most Markets

Progress on our
Global Growth
Strategy in FY20

THANK YOU
GALE Pacific Team

FY20 Financial Results

**Domenic
Romanelli**

Chief Financial Officer

FY20 Results Summary

Key Measures

	FY20 A\$ million ¹	FY19 A\$ million	Change %
Revenue	156.3	149.2	4.8
EBITDA	18.7	19.3	(3.1)
EBIT	7.0	13.1	(46.6)
Profit before tax	4.8	11.2	(57.1)
Profit after tax	3.7	9.2	(59.8)
Operating Cash Flow	7.2	15.3	(52.9)
Net debt	15.3	10.9	(40.4)
Basic earnings per share (cents)	1.34	3.21	(58.3)
Dividend per share (cents) (unfranked)	1.0	1.0	-

1 - FY20 financial numbers are inclusive of the impact of AASB16

Revenue of
\$156.3m million,
up 4.8% vs FY20

Profit growth vs
1H20 with
acceleration in Q4

Net debt increase
due to increased
working capital

Receivables
increase due to
increased Q4 sales

FY20 final
dividend of 1.0
cent per share

FY20 Regional Overview

**John Paul
Marcantonio**

Chief Executive Officer
& Managing Director

Americas

Strong second half momentum drives record second half revenue

	FY20 A\$ million	FY19 A\$ million	Change %
Revenue	73.3	71.0	3.2
EBITDA	11.8	13.8	(14.5)
PBT	4.2	8.5	(50.6)

Significant positive shift in consumer purchasing behaviour in Q4

PBT impacted by input cost inflation, import tariffs and COVID-19 safety initiatives

Increased distribution, new ranging, new product placements and strong sell-through across core product categories both in-store and online, accelerating in Q4

Sell-out rates in core retail product ranges stronger than the market and category averages at major customers

Commercial fabrics broad market challenged but remains a focus; new business as a result of FR shade fabrics range launch

Increased investment in selling, marketing, and service capability in line with growth strategy in the region



Australia & New Zealand

Strong second half momentum with growth across retail and commercial

	FY20 A\$ million	FY19 A\$ million	Change %
Revenue	64.6	58.0	11.4
EBITDA	5.4	2.8	92.9
PBT	0.2	1.1	(81.8)

Significant positive shift in consumer purchasing behavior in retail in Q4

PBT impacted by input cost inflation, COVID-19 safety initiatives and one-time restructuring costs

Significant new product ranging and successful sell-through in core retail categories coupled with consumer spending increases

In commercial, demand increases across core coated products ranges and a strong, early start to a promising upcoming grain season

ANZ restructuring plan implemented to improve profitability, enhance operational efficiency and increase capability

Broad market demand increases for both consumer and commercial sectors coupled with new product placements in retail and new customers in commercial



Middle East & North Africa

Persistence of challenging regional trading conditions in second half

	FY20 A\$ million	FY19 A\$ million	Change %
Revenue	10.5	12.9	(18.6)
EBITDA	2.2	4.0	(45.0)
PBT	1.6	3.5	(54.3)

————— Gale remains committed to its partners in the region and remains optimistic about returning to growth over the coming periods

Challenging macroeconomic conditions and overall instability in the region

Trading conditions further challenged by COVID-19 restrictions in 2H20

Credit policy tightening continues to affect regional revenue and profit

Changes in provisions impacting profit before tax



Eurasia

Top and bottom line growth despite challenging trading conditions

	FY20 A\$ million	FY19 A\$ million	Change %
Revenue	8.0	7.4	8.1
EBITDA	2.7	2.3	17.4
PBT	2.2	1.8	22.2

Continued investment to drive regional growth and to open new markets for differentiated commercial fabrics ranges

Large scale, new project wins for commercial fabrics and new distribution expansion

COVID-19 restrictions negatively affected key partners and markets differently and at different times

Improving trading conditions across key markets in Q4



Strategy & Outlook

**John Paul
Marcantonio**

Chief Executive Officer
& Managing Director

Our Core Strategy

Build **GALE Pacific** into a more quickly growing, world-class, global fabrics technology business

**Product
Innovation**

**Grow Our
Categories**

**Improved
Operations**

**New
Markets**

Outlook

The health, safety and wellbeing of our team is, and always will be, our top priority.

We'll continue to develop and evolve our work practices in-line with leading global recommendations

We'll further develop and implement productivity and efficiency initiatives to offset headwinds associated with the pandemic and import tariffs

We are making progress against our strategy and our global business is healthy, stable, profitable, & growing

Our brands, products and partners are well positioned to win based on the current consumer and commercial market dynamics

In the United States, we'll continue to invest to further accelerate business development and market expansion throughout FY21

In Australia, we'll drive profitable growth in retail while delivering cost efficiency and servicing encouragingly high grain handling fabrics demand

In Eurasia, we'll continue our commercial fabrics expansion plan and in MENA we'll work to return to growth despite challenging trading conditions

1H21

Anticipated 1H21 improvement in both revenue and profit before tax as compared to 1H20

Thank You

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