

FLEETWOOD
AUSTRALIA

Euroz Hartleys Rottnest Conference

March 2021



Operating Segments

FLEETWOOD
BUILDING SOLUTIONS

WA

SA

VIC

NSW

QLD

FLEETWOOD
ACCOMMODATION SOLUTIONS

*Searipple
Karratha*

osprey
village

FLEETWOOD
RV SOLUTIONS

CAMEC

NRV

RVC

Building Solutions

**FROM
THEN**



Standard demountable classroom

**TO
NOW**



Balwyn High School,
Victoria



Barramurra
(Catherine Field) Public
School, New
South Wales



Fernbrooke State
School, Queensland



Building Solutions



Special options learning environments,
South Australia



Victorian
Prisons
Expansion
project



Jimmy's Pavilion, Victoria



Building Solutions Strategy and Outlook

Strategy

- + Diversify and grow the revenue base
 - + Expand existing industry market segments to increase revenue
 - + Generate more balanced and sustainable revenue sources at each operation to optimise State-by-State capacity
- + Nationalise and integrate the business
- + Implement a framework of operational excellence

Outlook

- + Well placed to benefit from anticipated Government stimulus spending
- + Investing in facilities to take advantage of growth opportunities



Accommodation Solutions



Searipple Village, Karratha



Osprey Village, Port Hedland

Accommodation Solutions Strategy and Outlook

Outlook

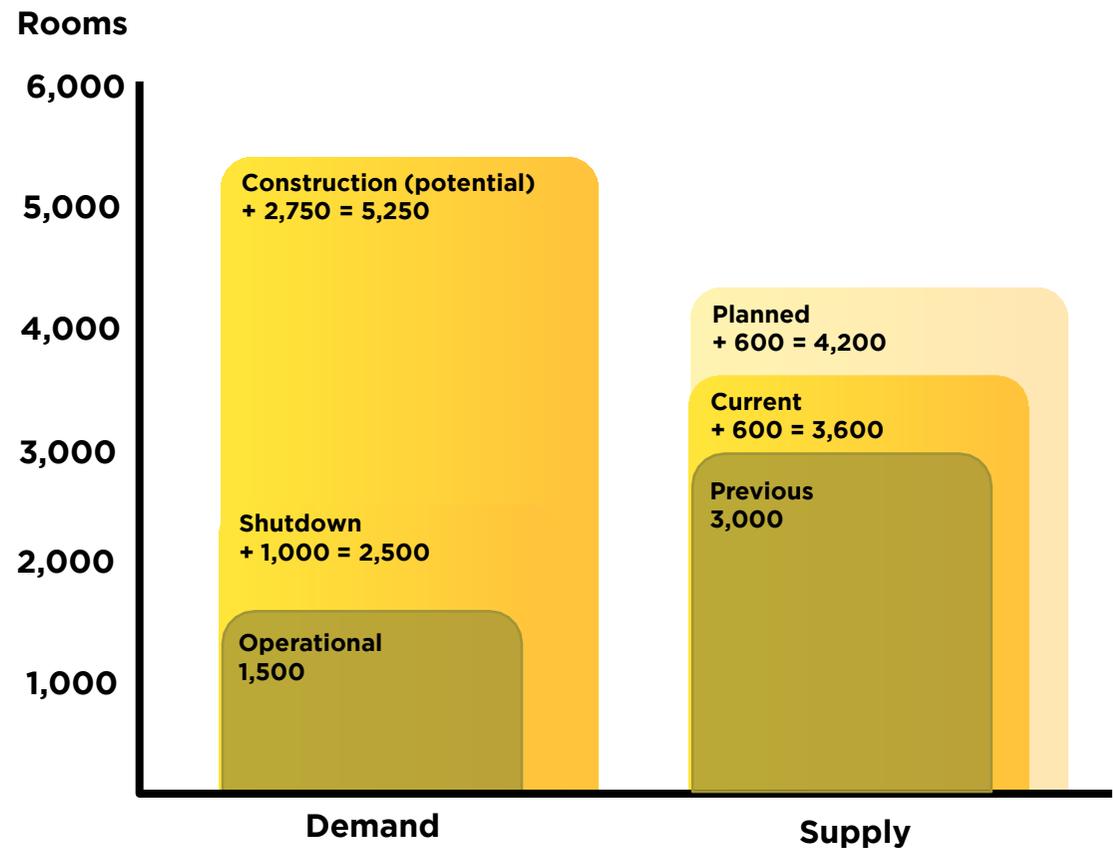
- + H2 results not expected to match strong H1 earnings on the back of rostering stability and additional village capacity at Karratha
- + Significant construction activity is expected to drive strong demand for fly-in fly-out (FIFO) rooms over the medium term

Strategy

- + Identify select project opportunities as Build, Own, Operate and Transfer
- + Target sectors include mining, residential and aged care sectors
- + Building Solutions provides the opportunity to build new villages at a competitive cost

Karratha FIFO market (Rooms)

- + Short term market oversupply
- + Significant medium term opportunities available



RV Solutions



Machinery & factory Floor



Sample products



RV Solutions Strategy and Outlook

Strategy

- + Expansion of aftermarket offering
- + Commercialise intellectual property retained by Fleetwood from the former caravan manufacturing business

Outlook

- + Surge in domestic travel driven by international shutdowns to continue into the second half
- + No clear timeline for when international travel will be reintroduced for Australians



Summary and Outlook

FLEETWOOD
AUSTRALIA

FLEETWOOD
BUILDING SOLUTIONS

- + Well placed to benefit from anticipated Government stimulus spending
- + Investing in facilities to take advantage of growth opportunities

FLEETWOOD
ACCOMMODATION SOLUTIONS

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FLEETWOOD
RV SOLUTIONS

- + Surge in domestic travel driven by border shutdowns to continue into the second half
- + No clear timeline for when international travel will be reintroduced for Australians

OVERALL

- + Focus on revenue growth, sustainably improving margins, increasing utilisation and reducing overheads
- + Annual dividend payout 100% of profits (NPATA basis)

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