

Joyce Corporation Ltd 2017 Annual General Meeting

30 November 2017



By Anthony Mankarios, Executive Director

AGENDA

2017 Review

Dividends

BU performance update

Key Objectives

Summary



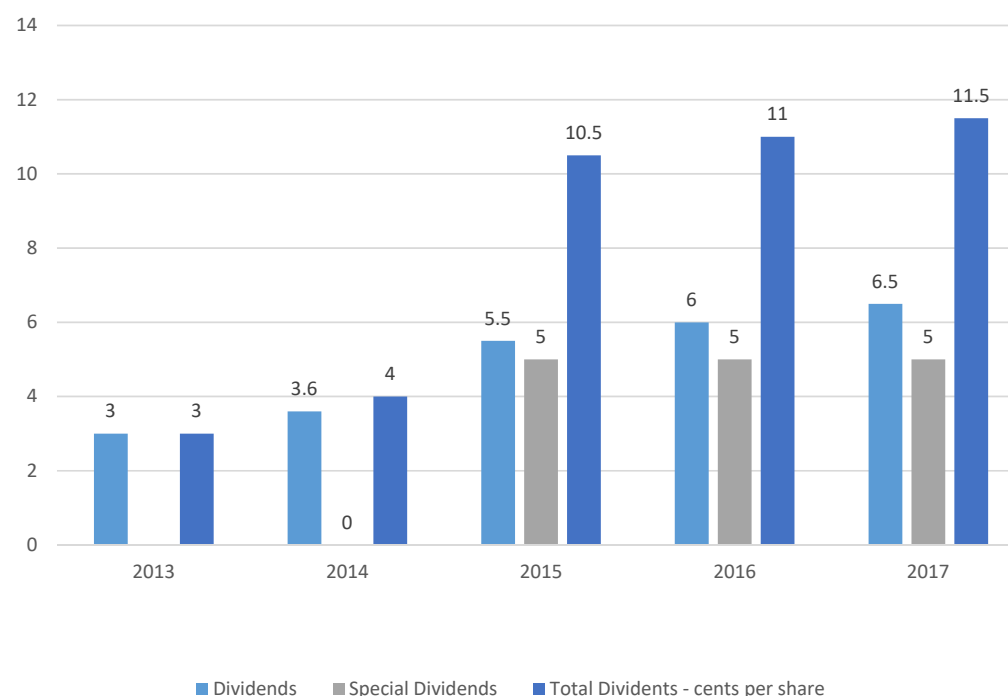
Joyce Corp-Review F17

- F17 revenue increased to \$81.1 million, up 43.5% on F16;
- Network sales including fees, auction turnover up to \$211M up +80% on F16.
- Total group EBITDA (inc NCI) up +73% to \$9.35 Million F17.
- Statutory net profit after tax (NPAT) after non controlling interest of \$2.76million; up +20.1%
- Fully franked final dividend of 6 cents per share, for a full year dividend of 11.5 cents per share;
- KWB group F17 sales revenue up 16% on prior year to \$47.4 million; and
- Lloyds Online Auctions Pty Ltd grew F17 commissions and fee revenue by + 56% to \$16.3 Million.
- National expansion commencement in F17.
- KWB Property Holdings property acquisition completion at Lytton.
- Property construction completion and relocation of central office in Osborne Park WA.

Dividends

- The Company declared a final 6 cents per share fully franked Dividend.
- The total franked Dividends for F17 increased to 11.5 cents per share fully franked.
- The nature of our fast growing Business Units are counter cyclical, exclusive product centric and require prescriptive assistance by qualified staff in most and as such is not expected to be significantly impacted by the arrival of Amazon.

Dividend History



Bedshed Q1 Overview

- Bedshed Network sales up + 5% .
- VIC and NSW expansion in F18 poised to improve market share.
- Earnings expected to exceed last year F17.
- “Evolution- fit-out” finalising in F18.
- Exclusive “Kingsdown” superior US bedding technology roll-out with Bedshed Australia.
- Investment in IP and enhanced online capabilities.



Kitchens Q1 Overview

- Revenue Growth on LYR of +13.2 % Q1.
- New Supply agreement completed to service all QLD sites with significant costs savings delivered.
- F18 Earnings now expected to exceed Last year F17- with double -digit growth
- New Showrooms planned with;
- Robina QLD now open
- Rutherford NSW due to open in Dec-17
- West Gosford NSW due to open F18
- 2 other sites in advanced development stage now.



Lloyds Online Auctions F18 -Q1 Overview

- Revenue up +61% on F17 to date.
- Major investment in trademark, IP and integration of Fine Art business- with new revenue stream.
- Online Auctioneer of choice with over 150,000 Facebook likes and 3 million registered views.
- Classic car and portable buildings reach new market heights with revenue expected to exceed F17.
- Strong investment in trademark and IP with over \$1M F18 YTD.
- Live online platform -Lloyds positioned well to improve market share in Australia over next few years.



JOYCE CORPORATION LTD

Key objectives this year

- Expectation to increase earnings per share on F17.
- Continue cost effective intrastate and interstate growth of the business units; increase market share in all businesses.
- New corporate owned sites in WA and QLD contributing rent income and cost savings.
- Enhance corporate strategy communications.
www.joycecorp.com.au
- Declared dividends to be normal operating fully franked dividends in future. Ceasing special Dividends.
- Maintain relatively low Bank debt to enhance opportunity to leverage growth.



Summary

- Lytton QLD now open with exclusive KT3, supply agreement commenced with Kitchen Connection and Wallspace Kitchen and Wardrobes expected to exceed expectations in 2018 based on YTD results.
- Lloyds Online Auctions poised to increase revenue in F18 by increasing national footprint and investment in IP and trademark.
- WA Osborne Park site now earning revenue streams.
- KWB Group currently exceeding Revenue and Profit expectations YTD.
- Bedshed on track with NSW expansion plan.
- Lytton QLD Property in H1 begins earning revenue streams, expecting valuation gains F18.
- Bedshed set to roll-out “Kingsdown” with Body science technology in 1HF18.

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