

Peter Springford, Chairman

## **FY14 financial outcomes**

Sales revenue \$1,639.9m	down 1.5%	<b>Earn</b> 26.4
Operating EBITDA <sup>1</sup> \$125.7m	down 0.6%	Divio
Profit <sup>2</sup> after signification \$52.4m	<b>Retu</b> 11.09	

Earnings per share
26.4 cents up 17.7%

Dividends per share
21 cents unchanged

Return on funds employed³
11.0% steady

- 1 Earnings before interest, tax, depreciation, amortisation, significant items, associates and minority interest.
- 2 Profit available to equity holders of the parent company
- 3 As defined by earnings before interest, tax and significant items divided by average funds employed. All amounts are presented in NZD unless stated otherwise.



# **Strategy focused on strengthening and growing Nuplex**

Our ambition	To be a leading, trusted independent resins manufacturer globally					
Our strategy	To achieve superior shareholder returns by delivering high quality products to our customers through pursuing operational excellence, innovation and building market leading positions					
Perform & grow	Strengthening through operational excellence		Growing through building market leading positions			
Key initiatives	Safety	People	NuLEAP	R&D	Strategic acquisitions	Emerging markets



# Nuplex Russia – Shebekino



Quality Control and R&D labs adjacent to the old production plant



Loading area and the new production plant



Raw material storage



Shebekino staff and EMEA management



# **Nuplex China - Changshu**



Production plant



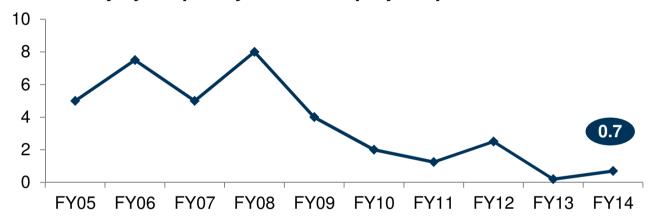
Administration building



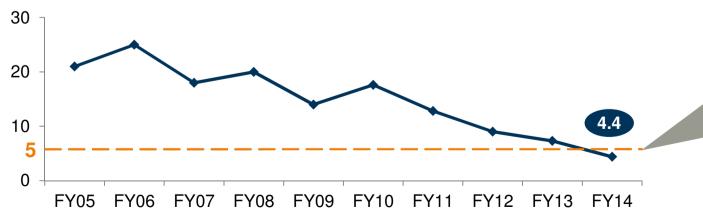
## **Safety**

## World class safety performance as TRIFR <5

#### Lost time injury frequency rate for employees per million hours worked (LTIFR)



#### Total reportable injury rate for employees per million hours worked (TRIFR)



In FY2010: set target to reach world class performance as defined by a TRIFR of <5



## Working together, living our values

What We Value















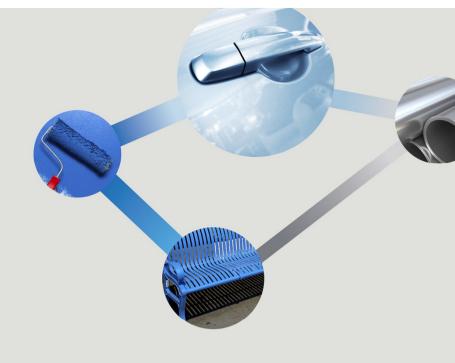
**Diversity** 



Integrity



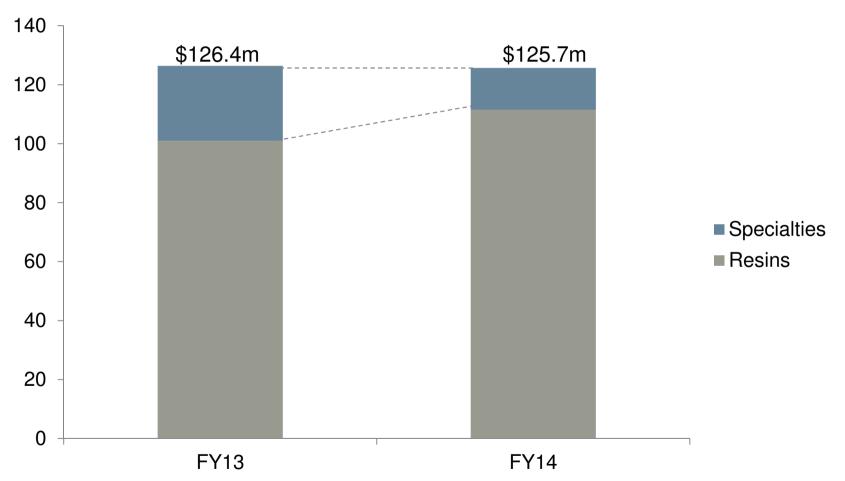




**Emery Severin Chief Executive Officer** 

## Resins segment growth offset by weakness in Specialties segment

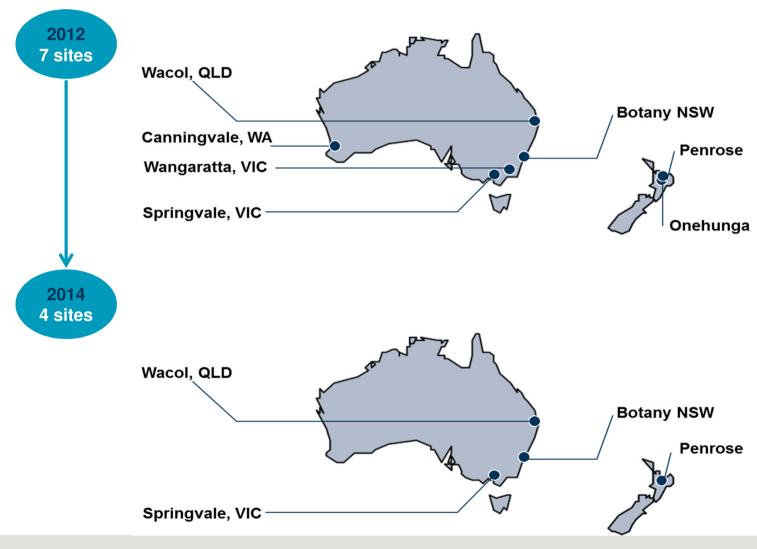
#### Operating EBITDA<sup>1</sup> by segment – FY13 vs FY14 (NZ\$m)



1. Earnings before interest, tax, depreciation, amortisation, significant items, associates and minority interests



# Restructure will be completed by the end of 2014





## **Divesting Nuplex Specialties and Nuplex Masterbatch**

#### **Nuplex Specialties**

- Selling agent and distributor in Australia and New Zealand for Principals
- 93 people



#### **Nuplex Masterbatch**

- Manufacturer of colour and performance additives for plastic
- 186 people





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## Strategy remains to deliver ROFE >16% between FY16-FY18

#### Return on Funds Employed<sup>1,2</sup>

	FY14	FY16-18	Progress
Group	11.0%	>16%	On track
ANZ	Resins 0.8%	> 10 %	
Asia	> 18%	> 18%	
EMEA	14.4%	> 16%	
Americas	> 18%	> 18%	

<sup>1.</sup> ROFE defined as earnings before interest, tax and unusual items divided by average funds employed

<sup>2.</sup> Forecast subject to unforeseen circumstances and economic uncertainty



## 2015 Financial Year operating EBITDA guidance

#### Operating EBITDA expected to be between \$127 and \$137 million<sup>1</sup>

- ANZ
  - New Zealand steady
  - Australia Coating Resins remains challenging
  - Restructure on track to deliver \$10m in cost benefits
- Asia
  - Growth in China, Vietnam and Indonesia
  - Commissioning new site in China and capacity in Indonesia
- Europe
  - Modest growth
  - Cautious about second half
- Americas
  - Steady

# Post completion of the sale of Specialties and Masterbatch<sup>2</sup> operating EBTITDA expected to be between \$115 and \$125 million

1. Based on 30 September 2014 exchange rates

2. Expected to be end of November 2014





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