

# AGM2016

**reece**  
group™

## **Our purpose**

To improve the lives of our customers and our people by striving for greatness every day.

Daily mantra

**Strive for greatness every day.**

# FY16 Major Activity

**Financial  
Performance**

**Customer**

**Leadership**

**Supply Chain**

**Technology**

**Branch  
Network**

# FINANCIAL PERFORMANCE



**Sales (\$m)**

FY15 - \$2,085

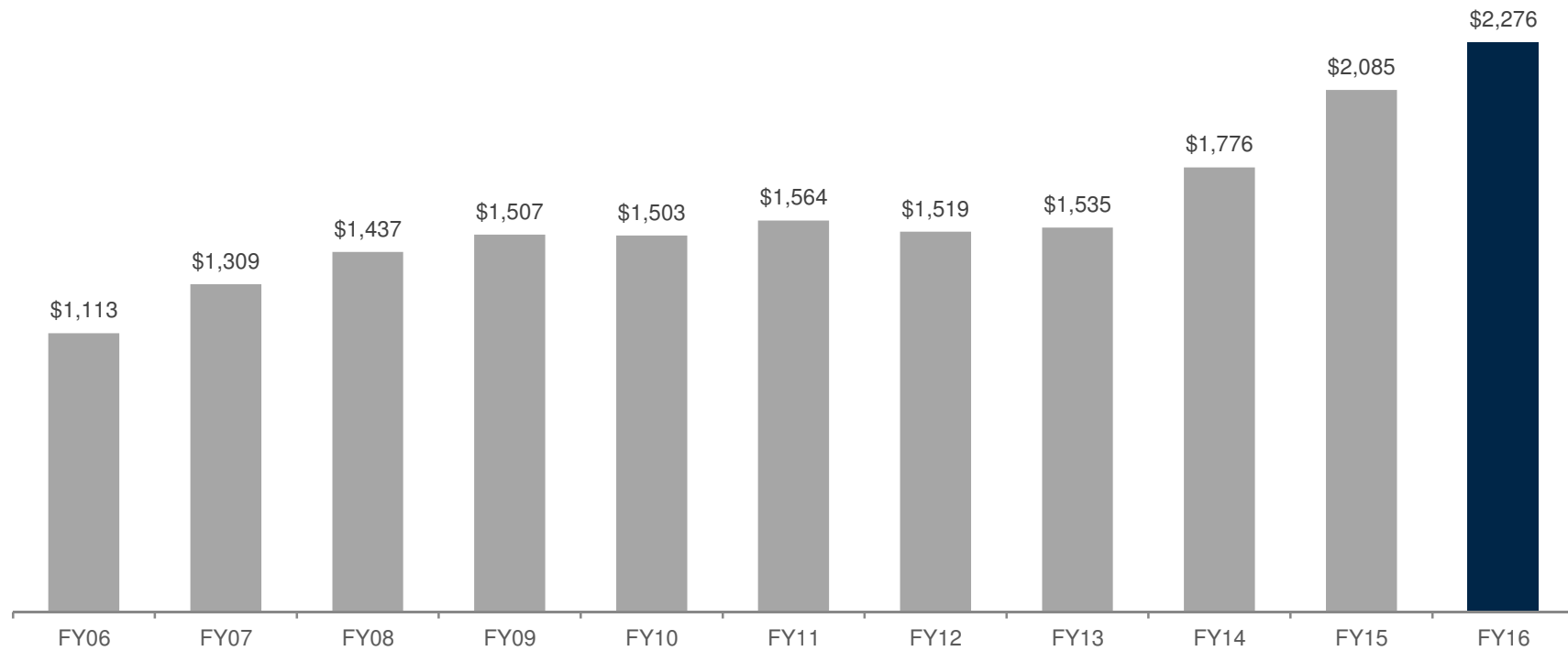
FY16 - \$2,276



9.2%

## Sales (\$m)

9.2%



**EBIT (\$m)**

FY15 - \$237

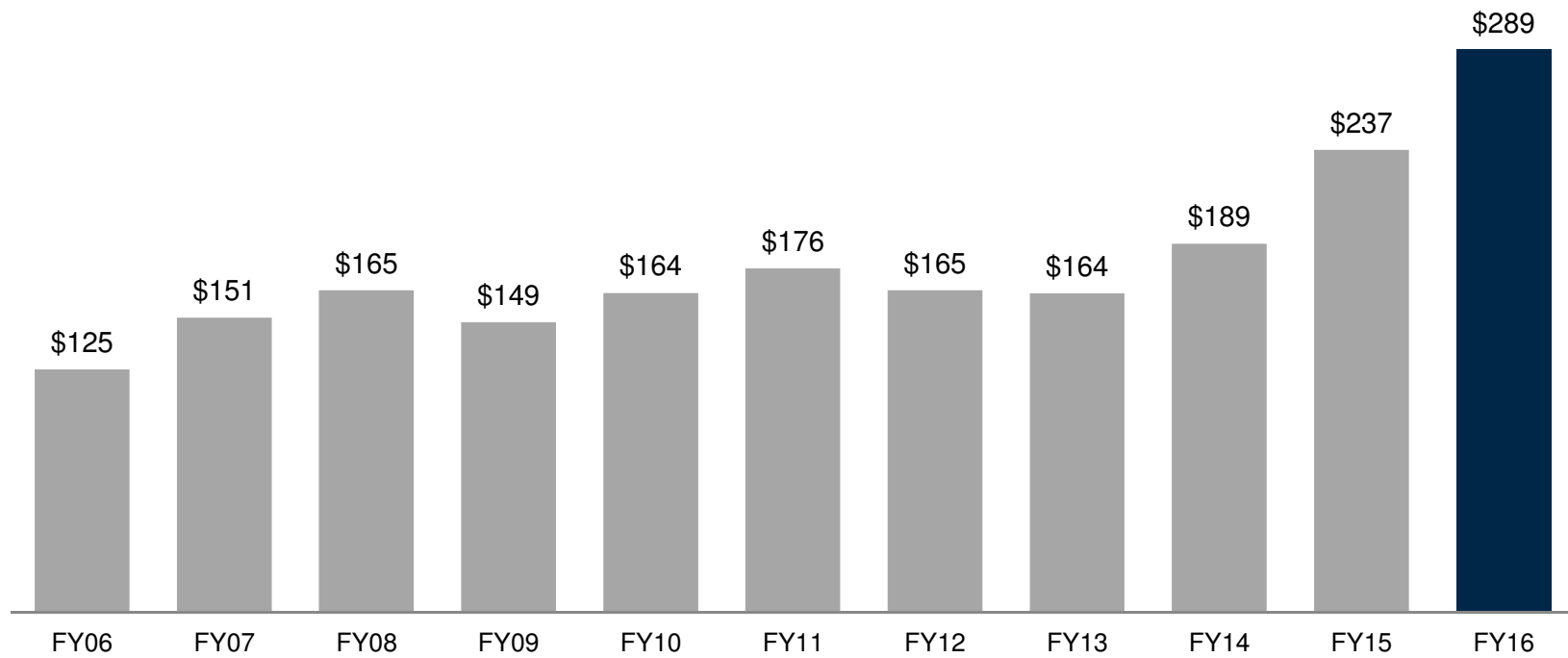
FY16 - \$289



21.6%

## EBIT (\$m)

21.6%





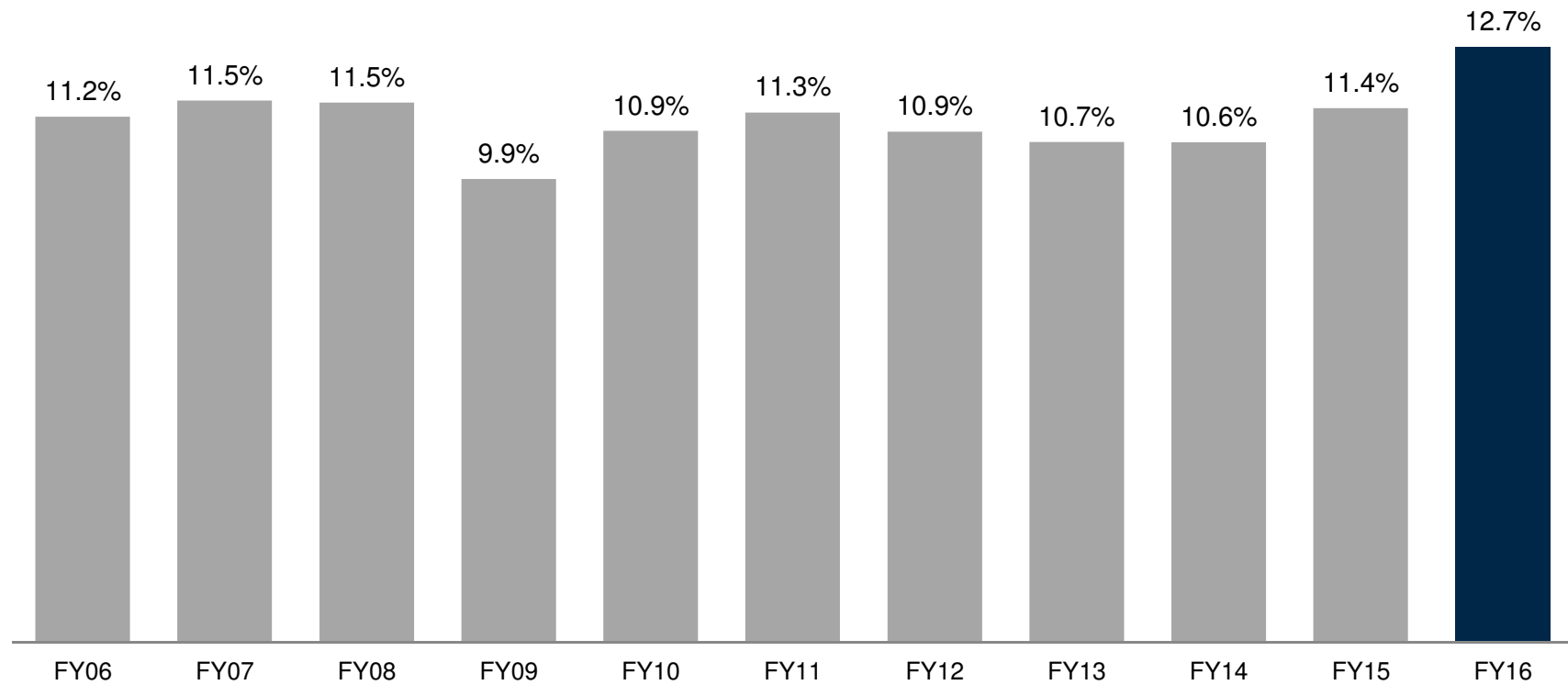
**EBIT/Sales (%)**

FY15 - 11.4

FY16 - 12.7



## EBIT / Sales (%)



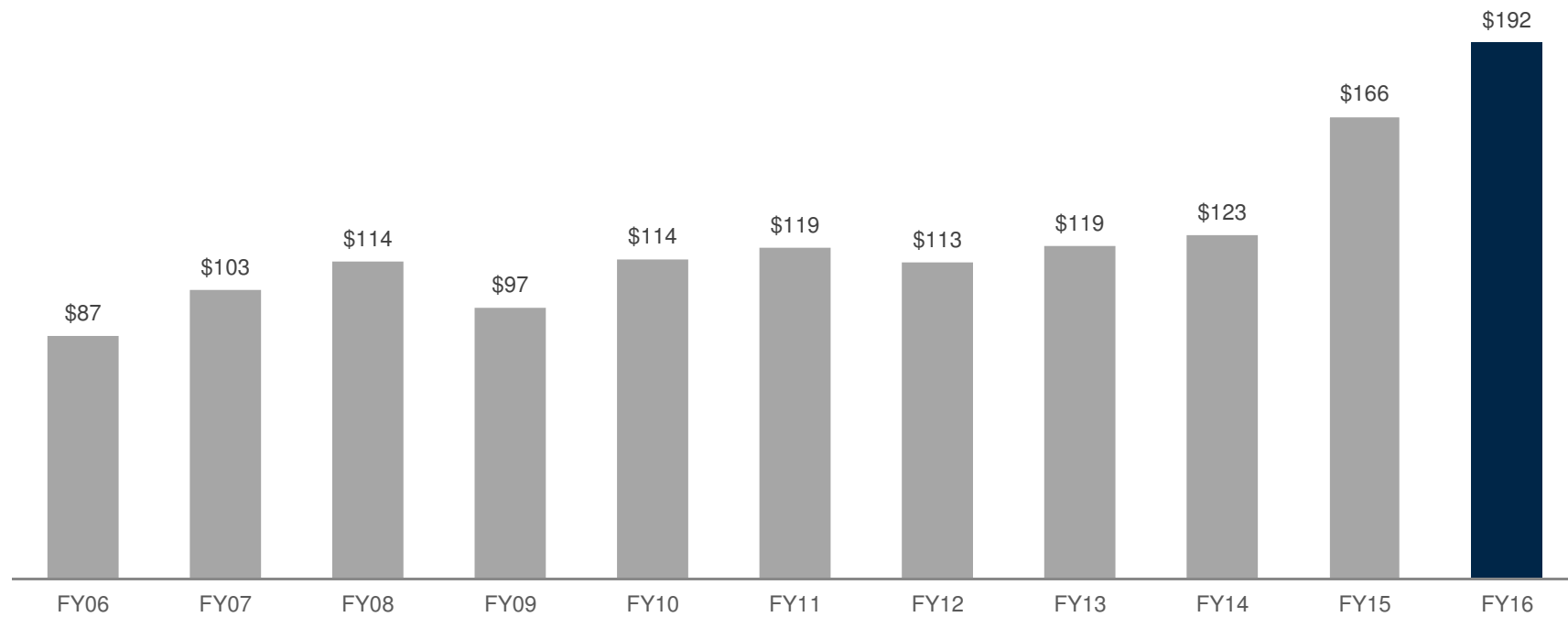
**NPAT (\$m)**  
FY15 - \$166  
FY16 - \$192



16%

## NPAT\* (\$m)

16%



\*after unrealised gain on foreign exchange contracts

**Net Assets (\$m)**

FY15 - \$926

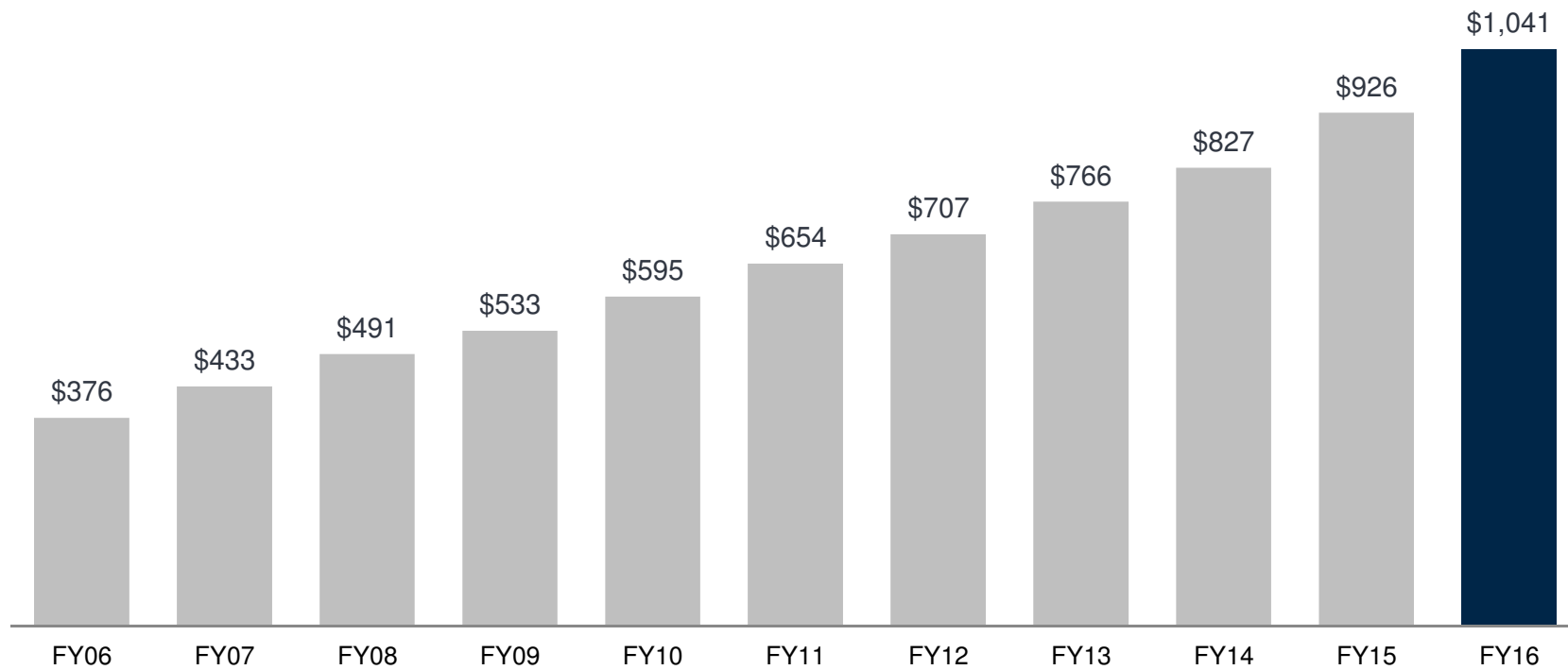
FY16 - \$1,041



12.4%

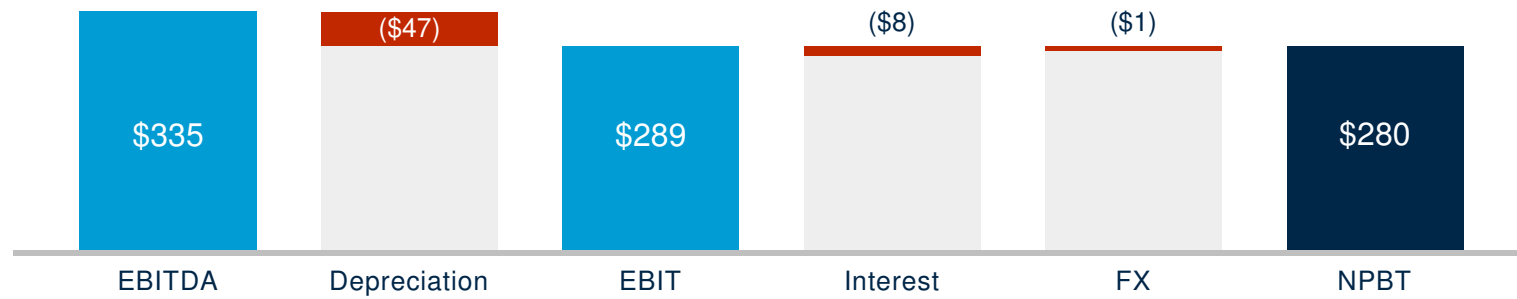
## Net Assets (\$m)

12.4%

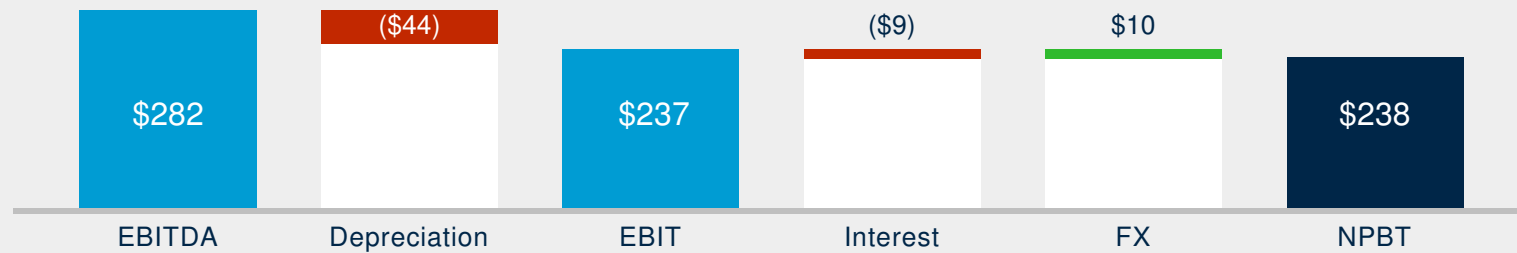


## NPBT (\$m)

2016



2015



# CUSTOMER HIGHLIGHTS





# Customer Highlights

**Strong  
customer  
NPS**  
(net promoter score)

**New  
innovative  
products**

**Improved  
online  
experience**

**Growing  
the Reece  
Brand**

# LEADERSHIP HIGHLIGHTS



## Leadership Highlights

**Increased  
staff  
engagement**

**Refreshed the  
Reece Way**

**Revised  
performance  
appraisal  
process**

# SUPPLY CHAIN HIGHLIGHTS



## Supply Chain Highlights

Perth  
Distribution  
Centre fully  
operational

Sydney  
Distribution  
Centre near  
completion

DC  
Strategy  
Complete

# TECHNOLOGY HIGHLIGHTS



# Technology Highlights

## Improved customer experience



Actrol and  
Metalflex system  
integration  
complete

Launched  
delivery app

Enhanced  
business  
information

# BRANCH NETWORK





**577**  
**OUTLETS**



# SUSTAINABILITY







Solar  
Energy





reece

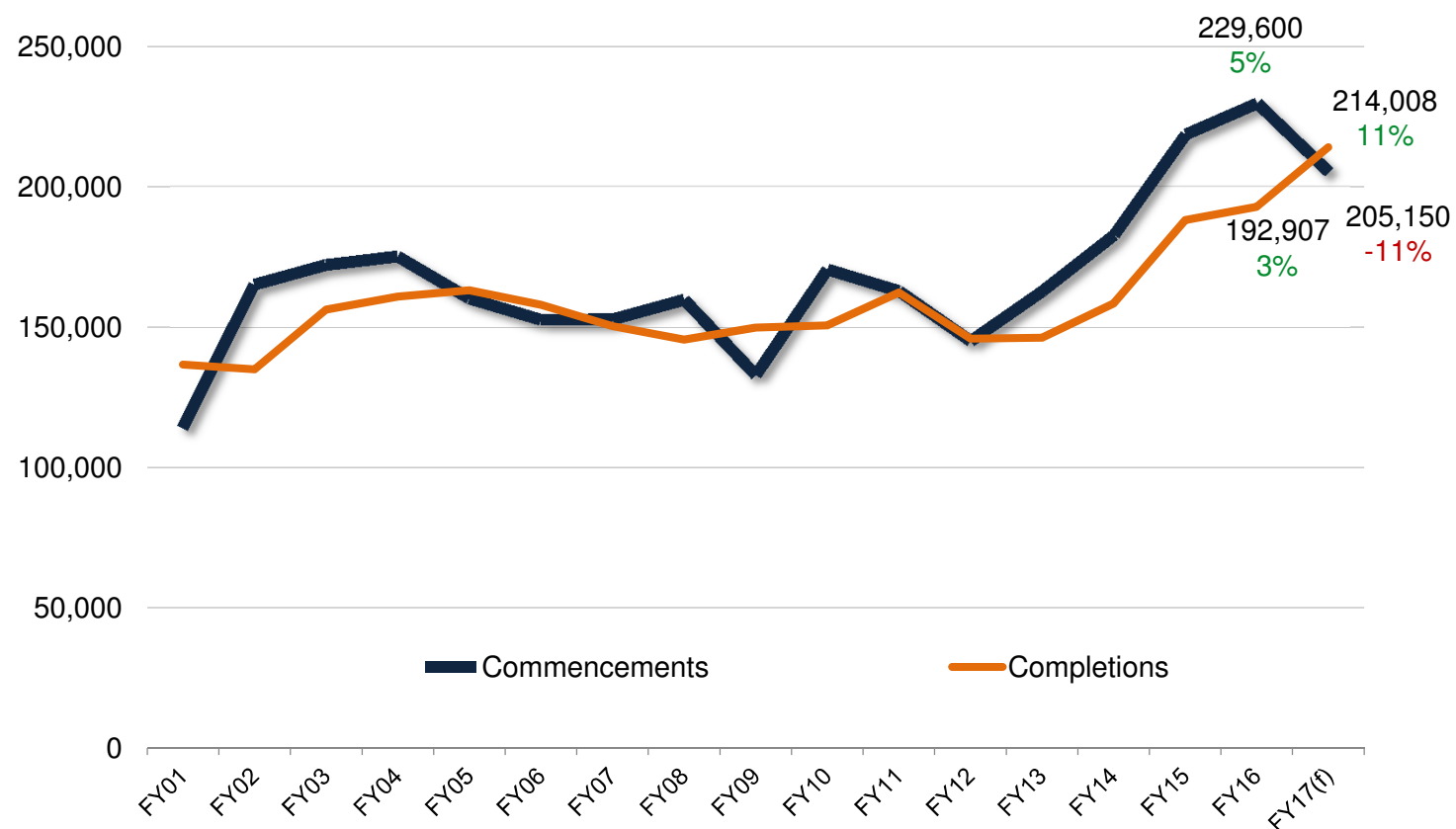
# REECE GRANT

A community  
water initiative

# FY2017 OUTLOOK



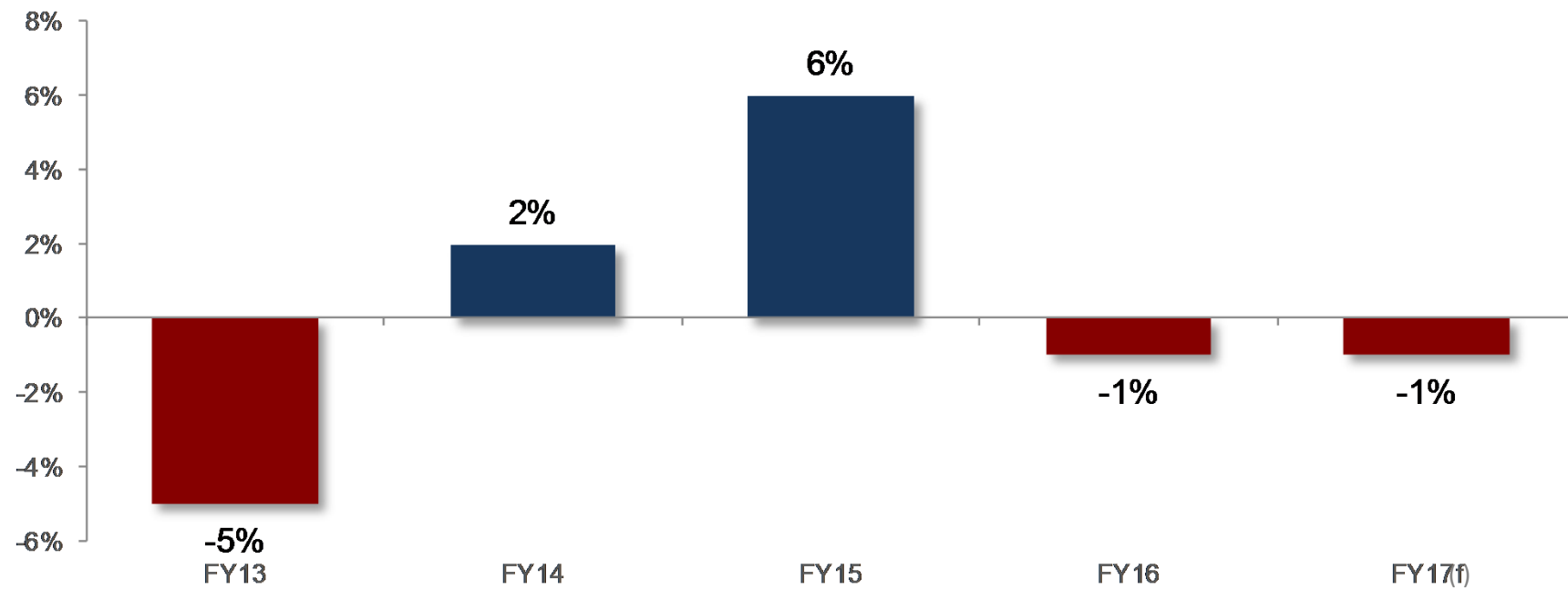
# National Housing Market



Source: ABS, BIS Shrapnel

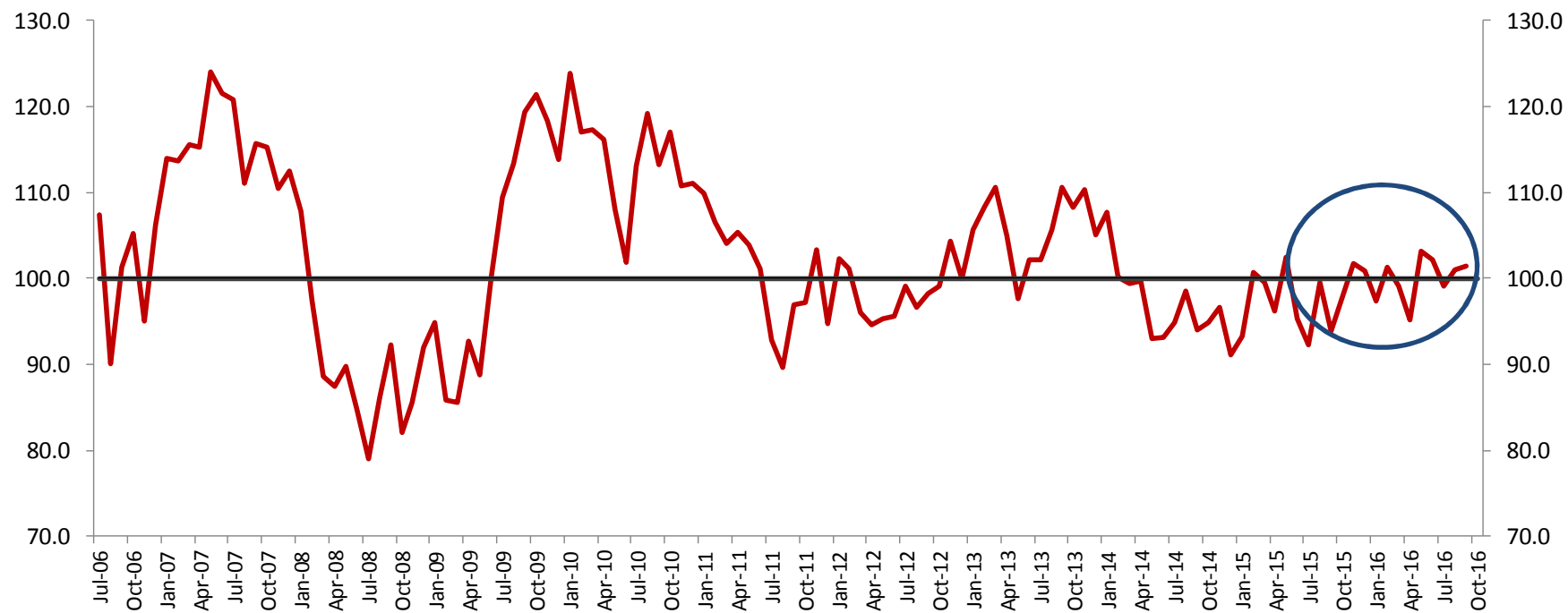
## Alterations & Additions

Annual Growth %



Source: ABS, BIS Shrapnel

# Consumer Sentiment



Source: Westpac



## FY16 SUMMARY

**Reece is in  
a strong  
position**

**Bouyant  
housing  
market**

**Continuing to  
invest in the  
business**

**Deliver on our  
new purpose**

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