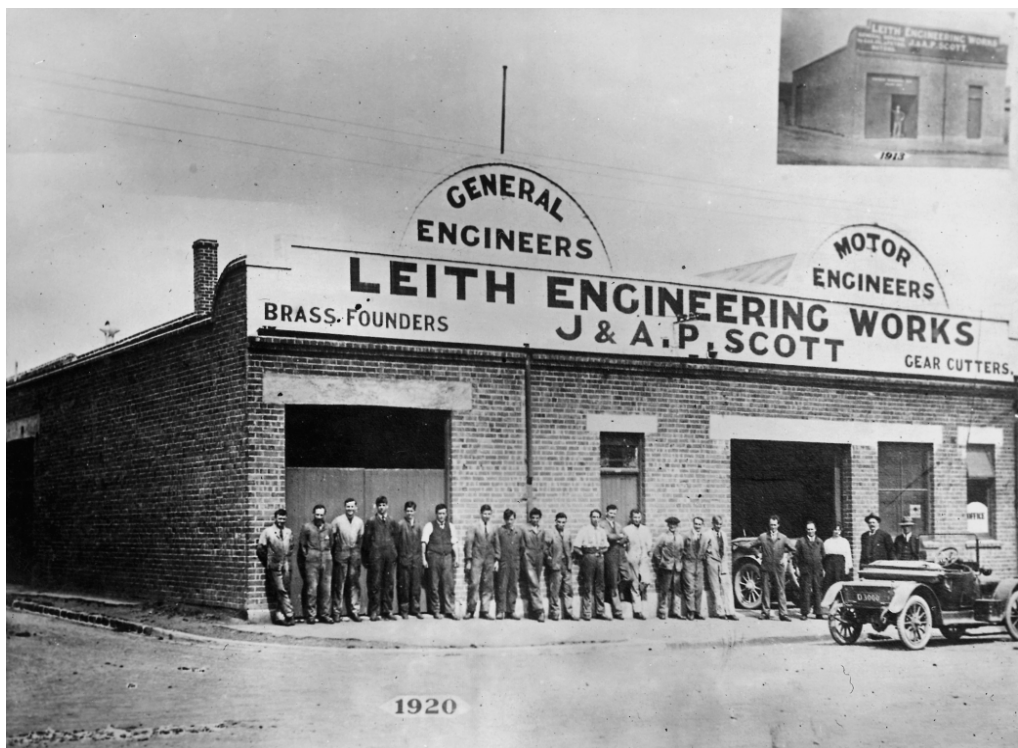




Investor Roadshow

Chris Hopkins, CEO
October 2017



Vision - Where we want to be

As trusted product leaders we add value for our customers by supplying quality specialised manufacturing and industrial technologies; that demonstrate our passion for engineering excellence and professional service.

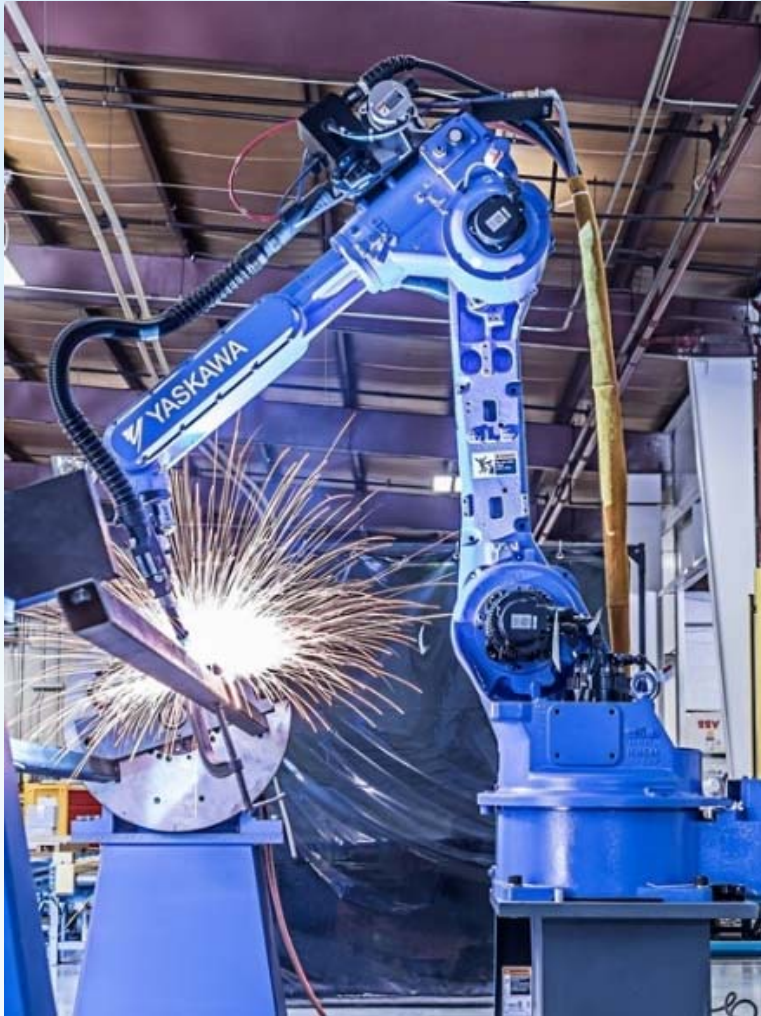


Mission – How we going to get there

Provide automation and robotics engineering equipment and services to businesses anywhere in the world who make, move, manipulate, monitor and track. We will do this by making processes safer, more productive, with increased yield or better outcomes.



Scott – What we do

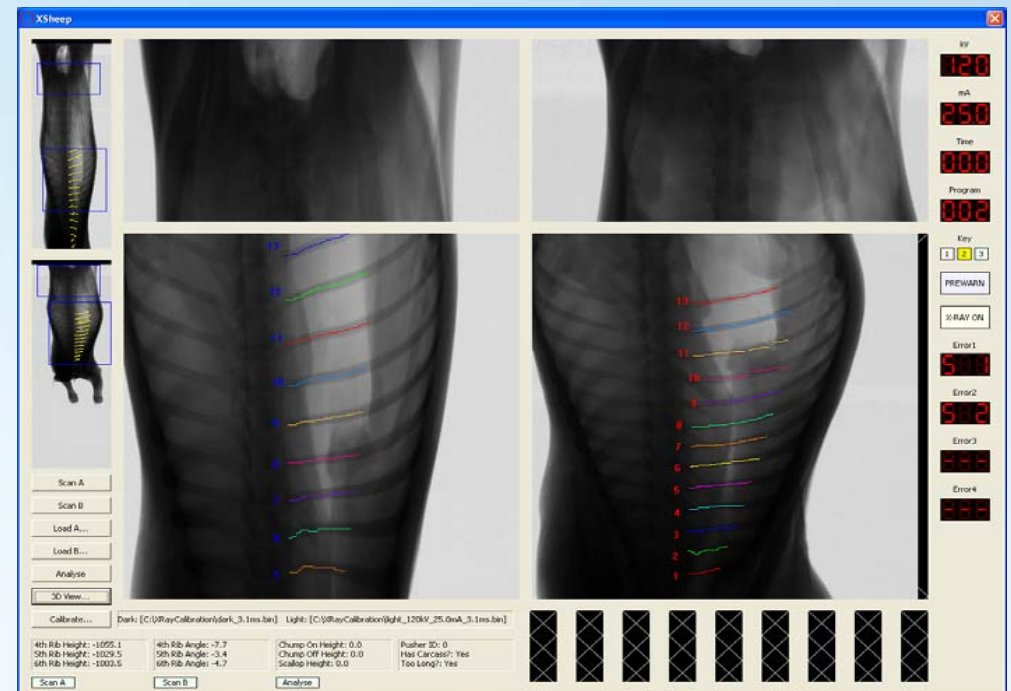


- Automation + Robotics engineers.
- Make things
- 423 staff - mostly engineers
- Manufacture in Australia, NZ, USA, China and Germany
- Sell Globally to Target Industries:
 - Appliances
 - Mining
 - Meat Processing
 - Industrial Automation (Robotics)

Scott – Our skills and capabilities

Skill and Expertise in:

- Machinery
- Robots
- AGV's
- Sensing and Imaging
- X-ray, including Dual Energy X-Ray (otherwise known as DEXA)
- Mechanical and Electrical Design
- Factory Control Systems
- Installation, Commissioning, Service and Maintenance.



Scott – Why we do what we do

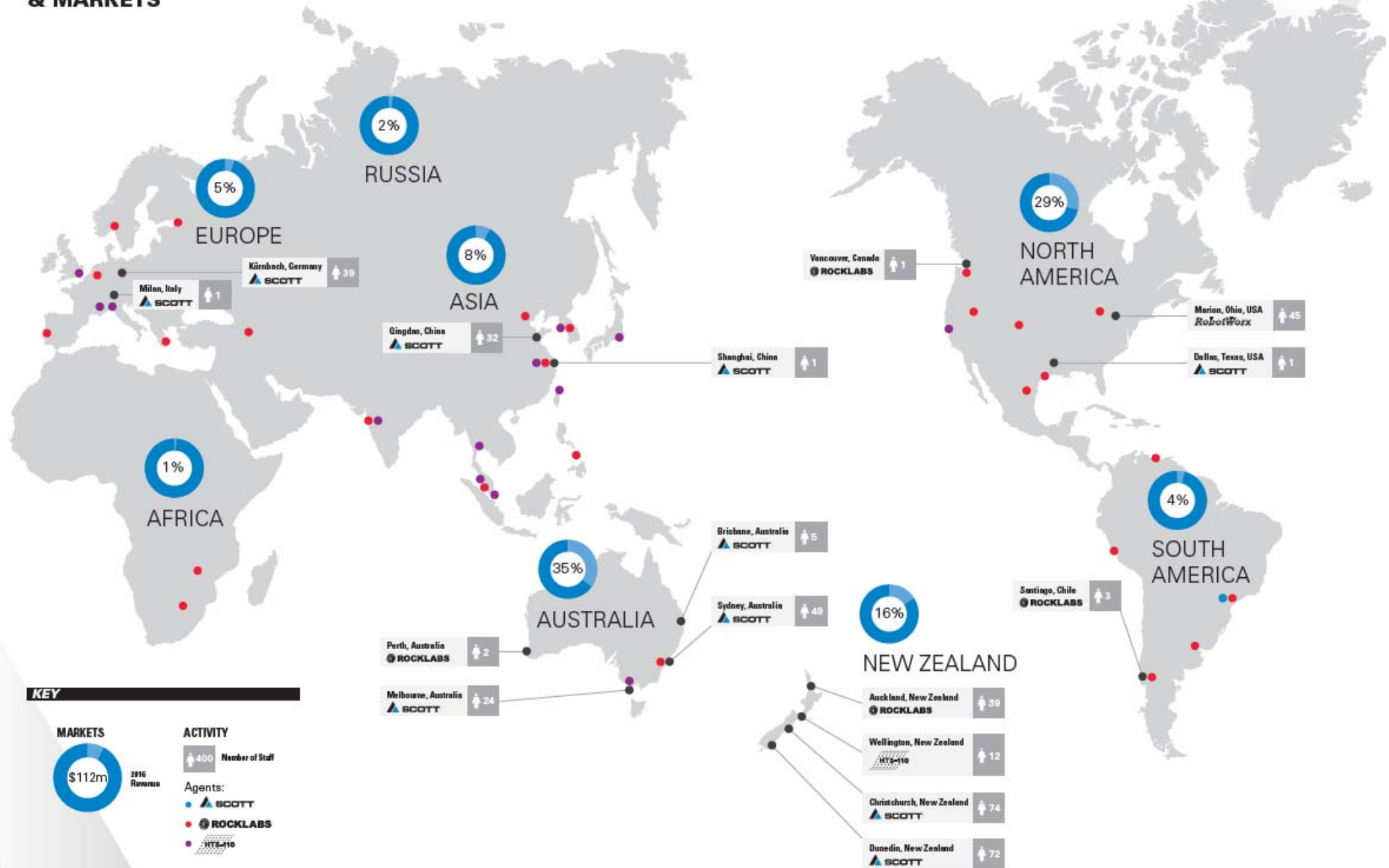
- Process improvement
- Engineering design & technology = better outcomes.
- Better outcome : Increased Productivity
 - more throughput; or
 - increased quality or
 - increased yield.
- Easier, better and safer for customers

e.g. For meat processors this means:

- more meat off the bone,
- less meat down the waste belt or
- better cut optimisation and
- better information.



GLOBAL PRESENCE & MARKETS



Scott Brand Video

View our brand video [HERE](#)



Capital Structure

- NZX Ticker Code: SCT
- 74.7 million shares on issue
- Market Cap is \$250m (@3.35)

Holdings:

- JBS Australia 50.5%
- Oakwood 7.4%
- J Urquart Estate 2.7%
- BNP Paribas Nominees 2.7%
- 20 Largest hold 76%

Scott Technology Limited Ordinary Shares

SCT.HZSE from 13/10/2014 to 13/10/2017



Corporate Structure

Board of Directors



Stuart McLauchlan
Chairman



Chris Hopkins
Managing Director /
CEO



Mark Waller
Independent Director



Christopher Staynes
Independent Director



Andre Nogueira
Director



Edison Alvares
Director



Brent Eastwood
Director



John Berry
Alternate Director

Nogueira, Alvares and Eastwood are JBS Directors Berry is an alternate for the JBS Directors

JBS Shareholding

Expectations and intentions as laid out at the time :

“it is important the unique culture and character of Scott remains intact, independent and subject to normal business forces; and market tensions”

- ▲ Governance by JBS
- ▲ Management and Operations by Scott
- ▲ JBS Opportunity sits on top of strategy – doesn't change it
 - ▲ JBS Scott steering group established to guide & drive
 - ▲ Scale – repeatable technology / developments
 - ▲ Partners working together – access to inside and industry thinking

2017 Results - Financial Highlights

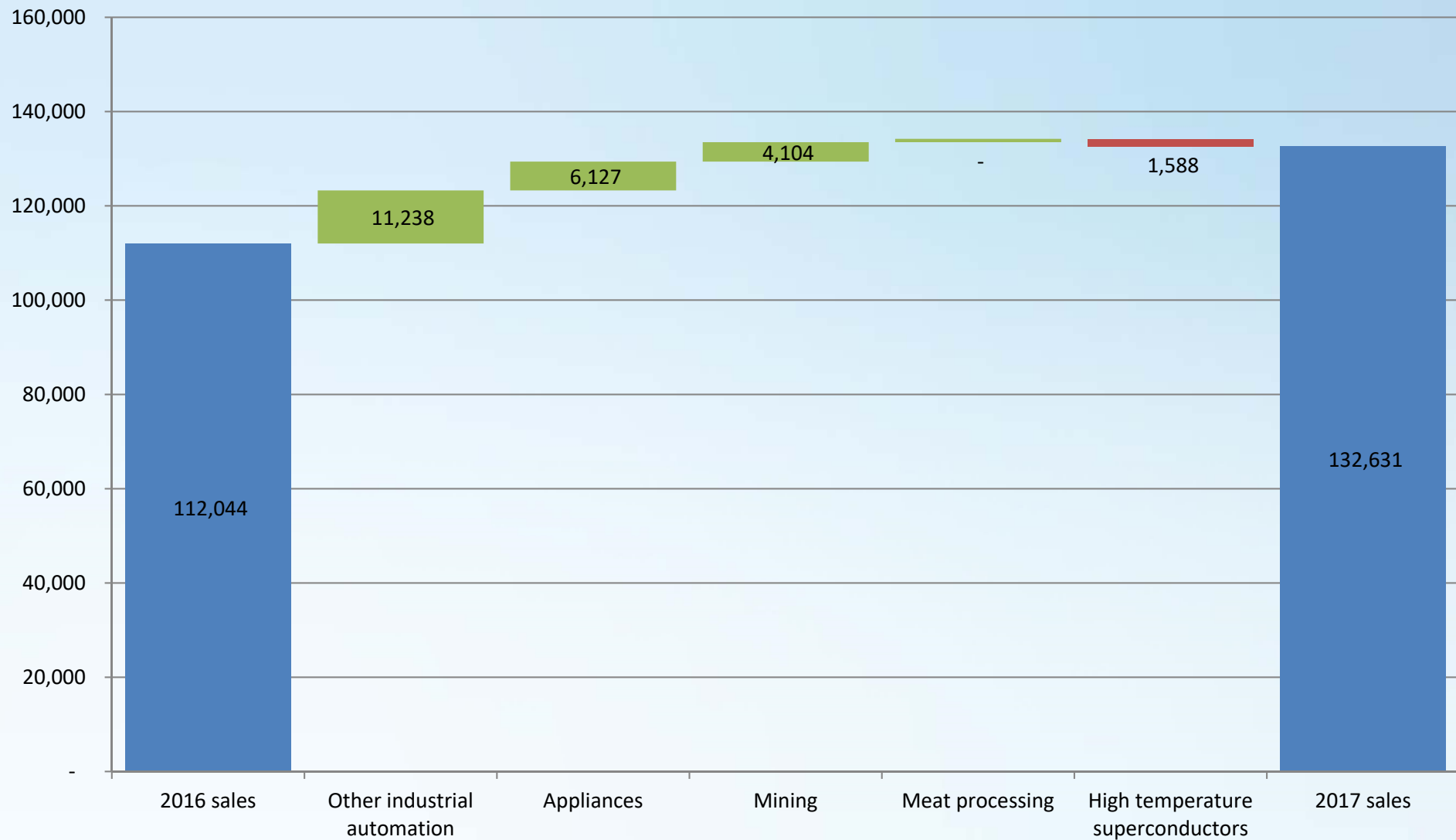
Highlights:

- Revenues up 18% to \$133m
- NPBT up 35% to \$15m
- EBITDA increase to \$18m
- Operating cashflow of \$13.4m
- Debt free with cash reserves of \$26m

2017 Results – Year to 31 August 2017

- Substantial revenue growth across a range of sectors and geographies.
- Stable margins while constraining operating expenses to expand net results.
- Substantial growth in Australasian Manufacturing output.
- Final dividend 6.0 cents per share; increasing the total dividend at 10.0 cents per share

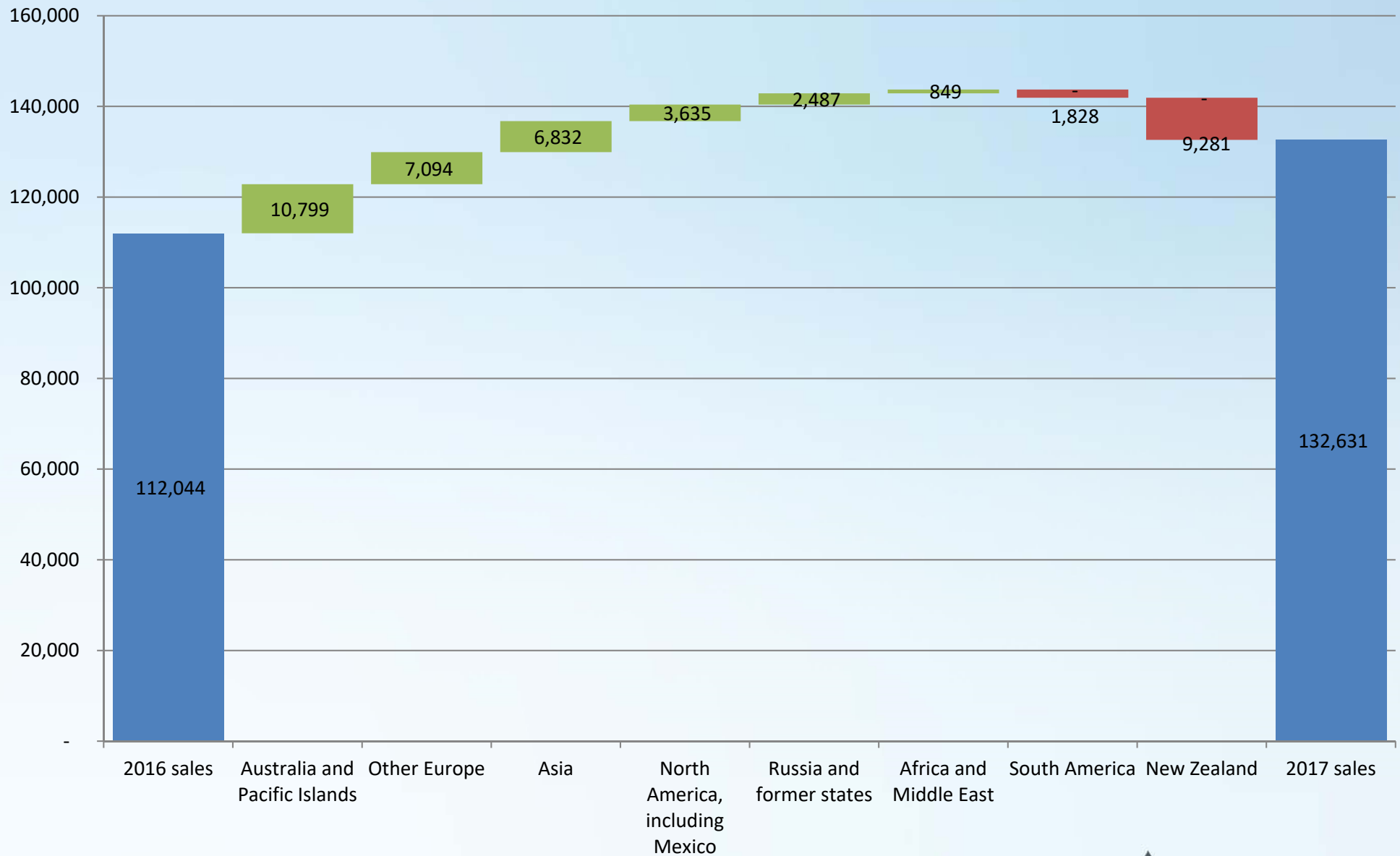
Revenues - Industry Movements 2016 to 2017



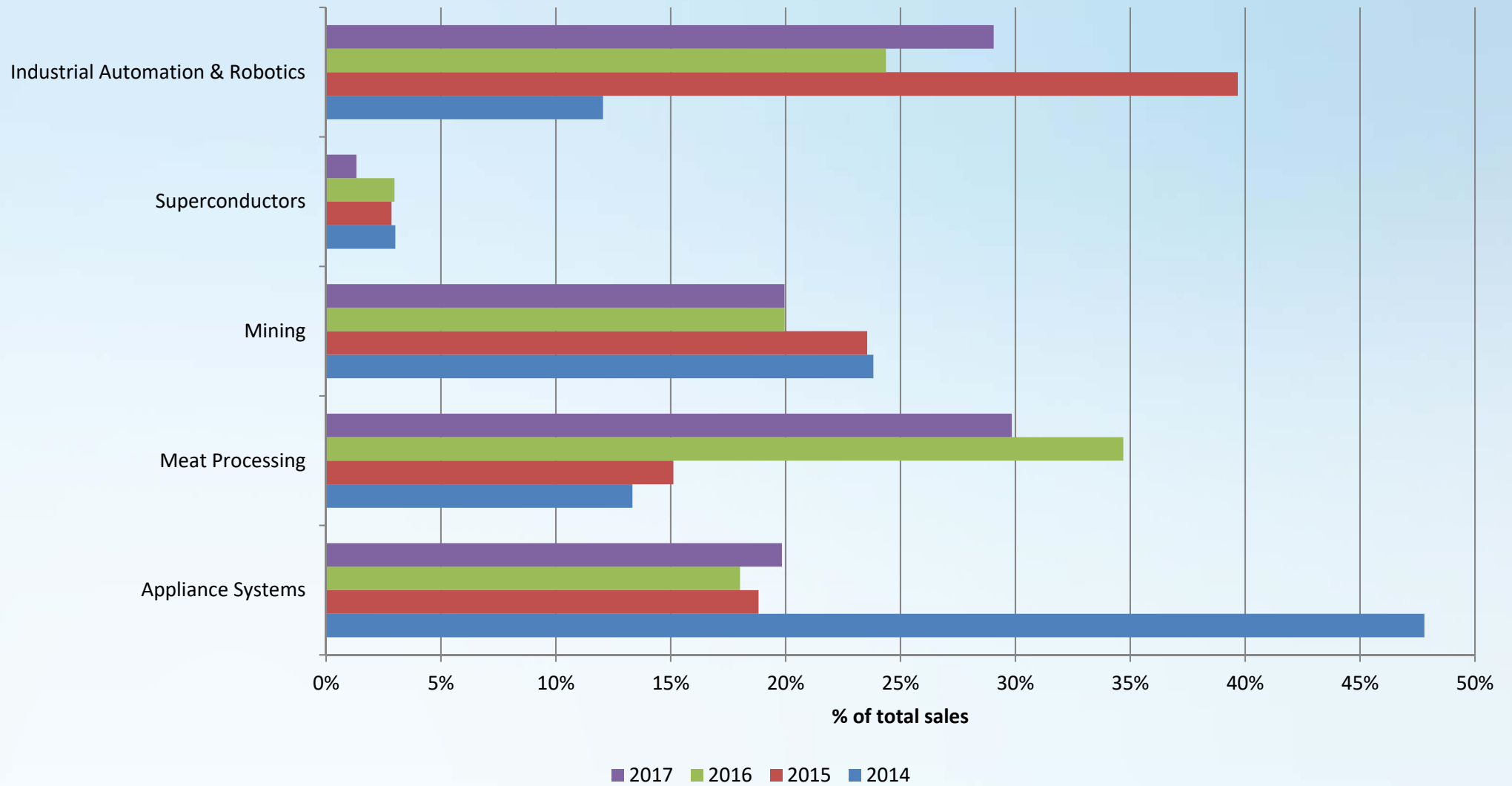
Revenues - Industry Movements 2016 to 2017

- Industrial Automation & Robotics +41% yoy
 - a full 12 months of Germany
 - increased activity in the USA and Australian markets as more customers seek robotic solutions to labour concerns
- Appliances +30% yoy
 - a full 12 months of Germany
 - several large projects for China and the USA
- Meat Processing +2% yoy
 - activity consolidated following a 256% increase last year
 - expanding resources for the next phase of growth
- Mining +18%
 - mining upcycle swing across all geographies

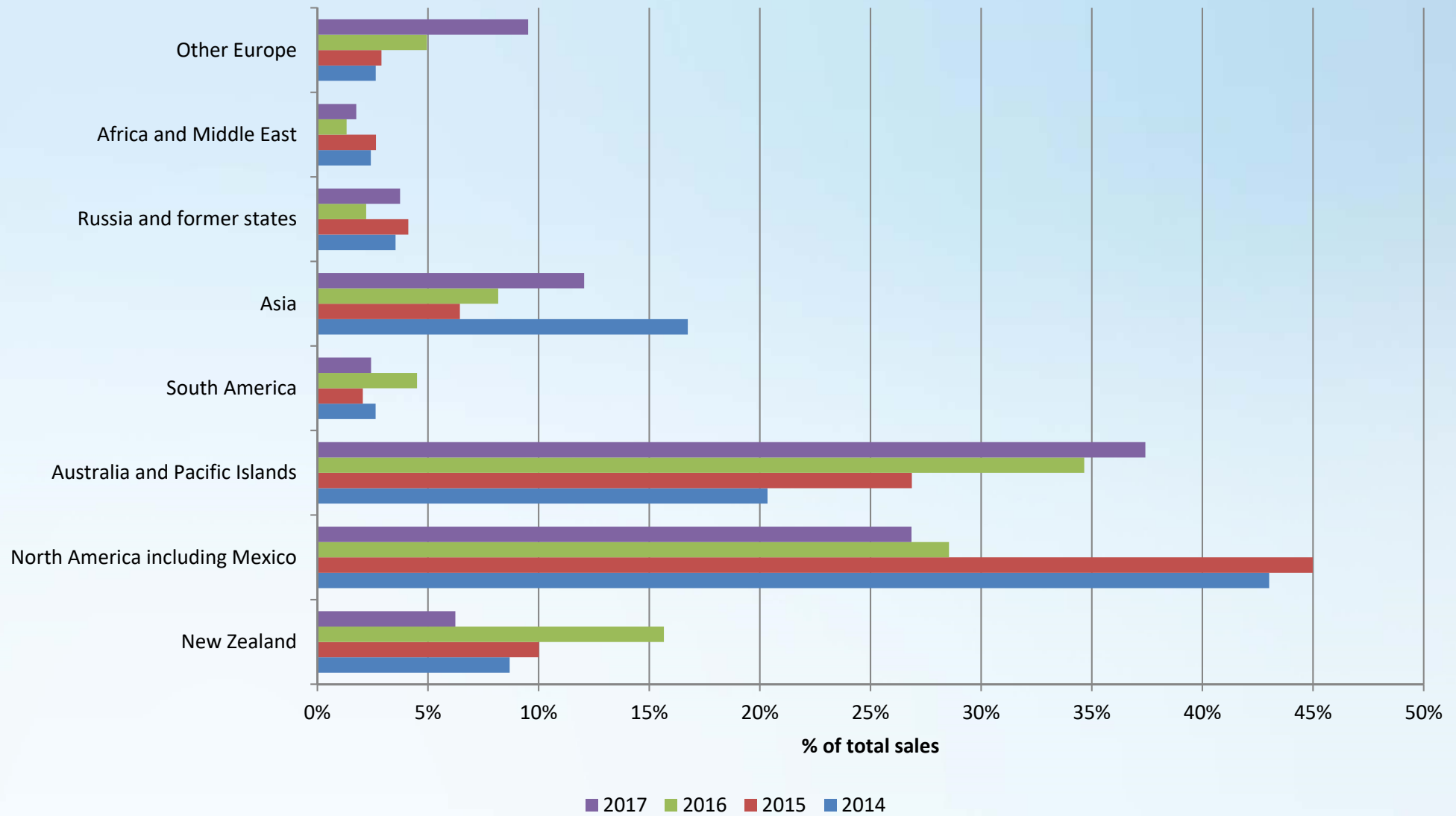
Revenues - Region Movements 2016 to 2017



Group Sales by Customer Industry



Group Sales by Region



Key Product Drivers / Market Opportunities

key product drivers in the short to medium term – market opportunities for :

- **Bladestop**

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key product drivers in the short to medium term – market opportunities for :

- Bladestop
- **Increasing adoption of meat automation technology:**
 - Lamb in Australasia
 - Started with Beef in Australia
 - Development work in Pork and Poultry in USA and Europe

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- **DEXA – Australia developments and wider interest**

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- DEXA – Australia developments and wider interest
- **Mining technology developments**
 - robofuel
 - Robotic idler change

Research & Development

R&D Spend between 5% and 10% of total revenues

Demand pull, quick outcomes and collaborative approach

Includes:

- ▲ AGV's
- ▲ Robotics generally Inc. Collaborative and mobile robotics
- ▲ LED automoulding
- ▲ Scott Dairy – milking robots
- ▲ Advanced vision and sensing technologies

Outlook

- Forward Project work of approx. 10 months
- Substantial pipeline for sales prospects spread across range of industries and geographic industries
- Diversification strategy delivering and continuing verticals – closing gaps in offerings
- Continuing organic growth
- Strong balance sheet puts Scott in a position to acquire to expand tech offering and broaden geographic reach

Innovators in Automation

